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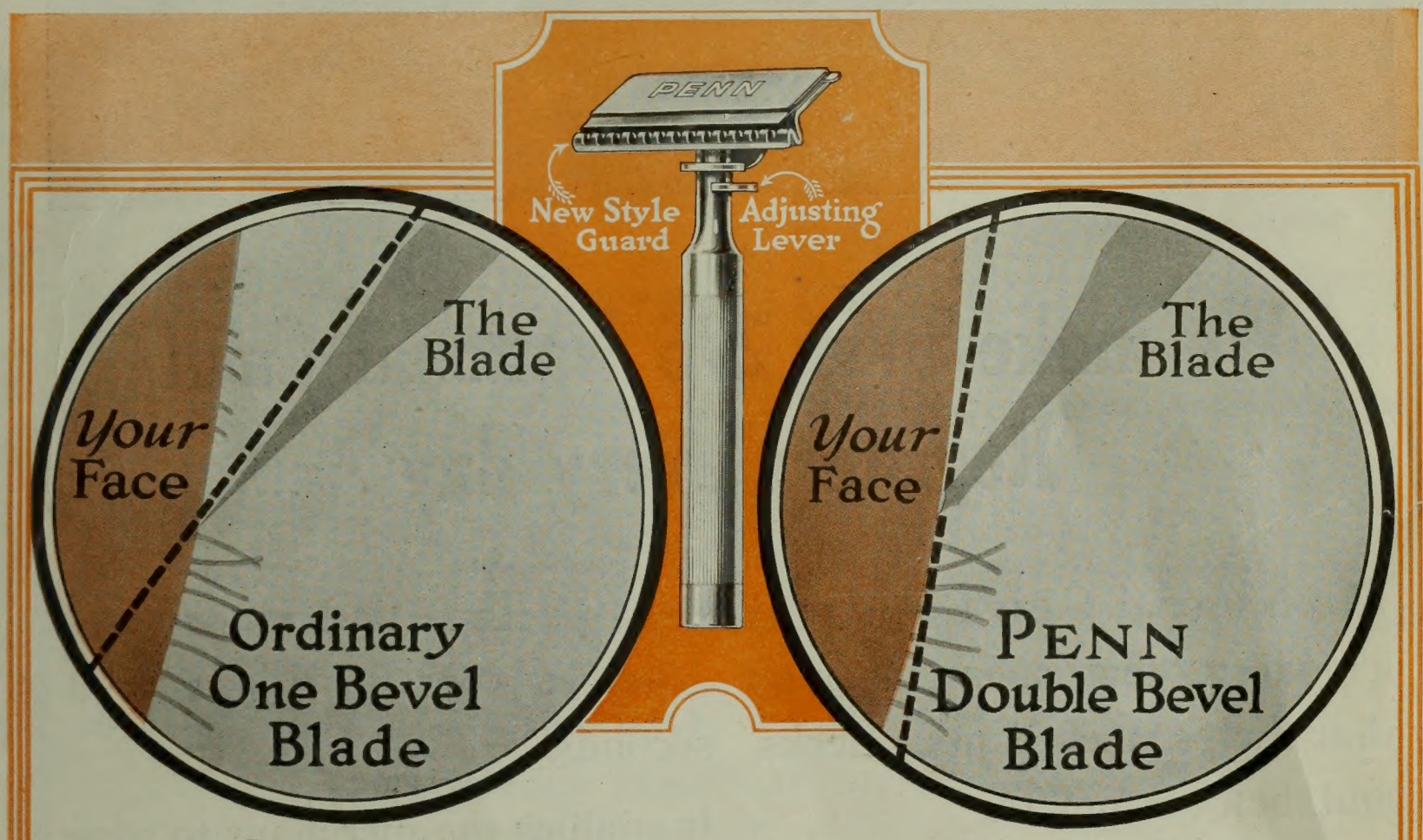
HARDWARE AND METAL

Vol. XXXI
No. 27

PUBLISHED EVERY SATURDAY SINCE 1888

JULY 5
1919

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA



Digs into skin after cutting whisker

Glides over skin after cutting whisker

This Double Bevel Blade Makes Your Face Feel Fine!

IN every community there are men who are anxious to buy a better means of shaving than they are now using.

You can render these men a distinctive service at the same time creating a sale and profit for yourself.

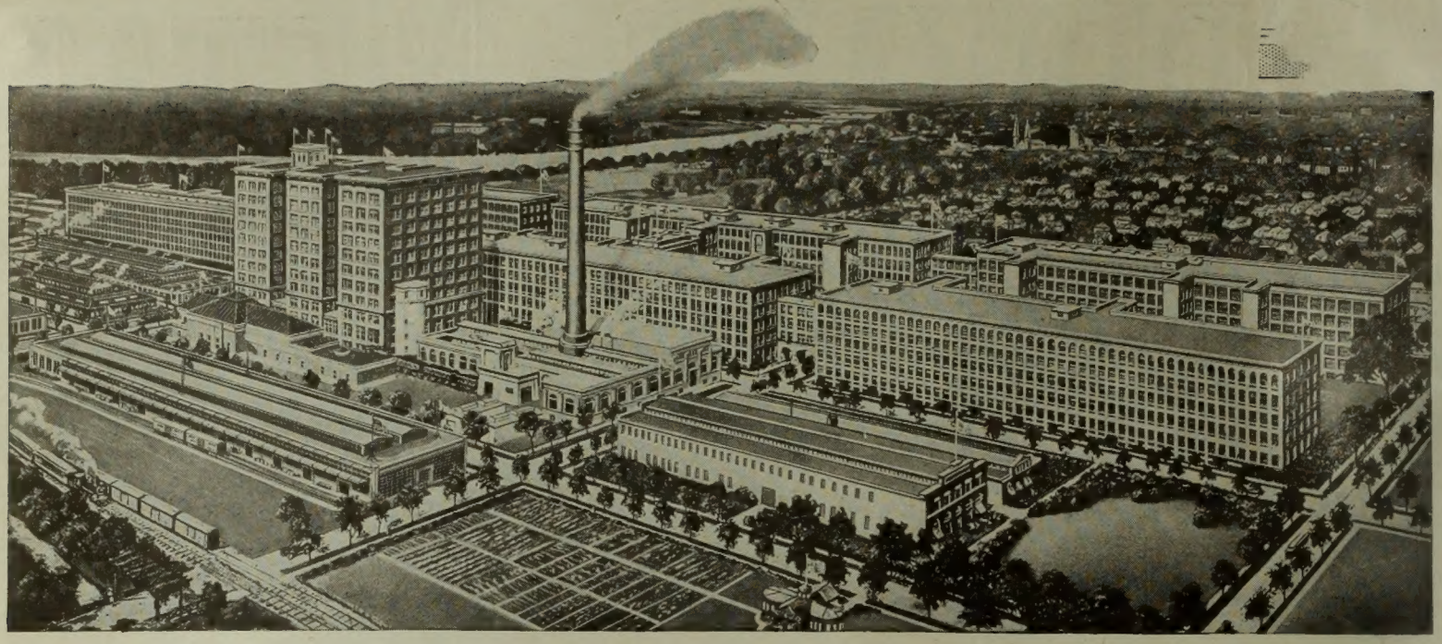
Penn Adjustable Razors and Double-bevel Blades are well advertised in the leading publications. The advertising is *your* advertising to the extent to which you identify it with your store.

We guarantee Penn Adjustable Razors to give shaving satisfaction to the majority of men; we back up this guarantee by authorizing you to loan Penn Adjustable Razors for a trial period, with the understanding that if any razors are returned they will be replaced with new razors.

A. C. PENN, INC., NEW YORK — MENZIES & CO., LTD., TORONTO

Penn ADJUSTABLE Razor

With the Double Bevel Blades $5 to $10



We make over 275 National Cash Registers every day

The National Cash Register is a modern, labor-saving machine that helps merchants, clerks, and their customers.

It protects profits by stopping leaks and losses, temptation, and mistakes.

It adds, records and classifies many kinds of transactions.

It saves time and money because it does 15 things in 3 seconds.

It enables the merchant to give quick, accurate service.

It more than pays for itself out of what it saves.

It helps merchants make more money, with less expense.

This big plant makes nothing but National Cash Registers

The National Cash Register Co. of Canada, Limited

Toronto, Ontario

Offices in all the principal cities of the world

HARDWARE AND METAL, July 5th, 1919. Volume XXXI., No. 27. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

BUILT upon the quality of the goods themselves, Yale Padlocks, Night Latches, Door Closers and Builders' Hardware, Yale prestige exerts a powerful consumer demand that is capitalized by the Yale dealer.

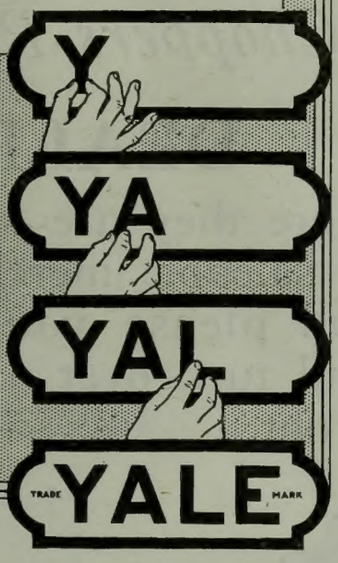
It is profitable to stock a line so well known, so extensively advertised throughout the Dominion, and so certain to give satisfaction.

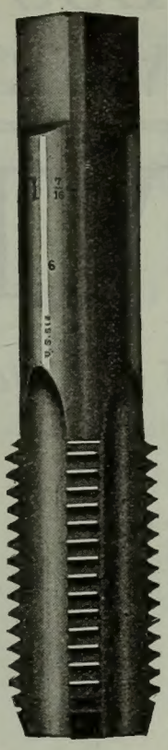
You are invited to inspect our plant at St. Catharines, Ontario.

"The trade-mark 'Yale' helps make the sale."

Canadian Yale & Towne Limited







TAPS

Accurate in form of thread and size — a minimum of friction and longest life are stamped "P. & W. Co." Insist on

"P. & W. Co."

SMALL TOOLS

Dies, Milling Cutters, Reamers, Punches, Drills and Miscellaneous Tools.

High-grade Materials
Guaranteed Quality

PRATT & WHITNEY Co. of Canada, Limited

Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.

THREE REAL WINNERS

For Every Hardware or Accessory Dealer

Every motorist is a prospect for these goods. Every automobile top is liable to accident, wear, soiling and discoloration. You can offer your customers our lines of renovators which are absolutely guaranteed to **you** and to **him**, to do exactly what we claim

NO ASPHALTUM PAINT --- NO STIFFENING OR HARDENING.
A Liquified Para Rubber Basis which IMPROVES the Top or Lining.
Write for Catalogue & Discount Don't Stock Inferior Substitutes. Get the REAL THING in the Beginning



MOHAIR TOP DRESSING

Black

Re-rubberizes and Waterproofs.

Pints, 75c.
Quarts, $1.35.

Wears like iron. Soft and pliable. No cracking when top is let down.



BURBANK TOP DRESSING

Outside

Light Olive Drab

Pints, $1.35
Quarts, $2.50

Re-dyes light colored tops giving nice fresh appeaeance. Covers all stains and discolorations. Rubberizes and waterproofs.



DRAB LINING DYE

Inside

Pints, $1.35
Quarts, $2.50

Dyes inside of top a refreshing grey, covers all discolorations and rubberizes the fabric, leaving it absolutely pliable.

Upholstery Dressings, Engine and Fender Enamels, Stay-on Auto Top Patches, Radiator Cements, Auto Polish, Celluloid Window Cement

AUTO SPECIALTIES MANUFACTURING COMPANY

Main Office: 40 Elm St., BUFFALO, N.Y.
Factories BUFFALO, N.Y. and BRIDGEBURG, ONT.

THREE ESSENTIAL AIDS TO EVERY KITCHEN

UNIVERSAL

Bread Makers - Food Choppers - Percolators



Universal Food Chopper No. 1 $2.25

DEALERS!

Here they are---three pieces of saleable merchandise that will please your customers and turn over a good quick profit.

When You See This Trade Mark:

The Trade Mark Known
UNIVERSAL
in Every Home



Universal Percolator No. 76 $6.00

You know that you are getting full value. Secure a stock of these well advertised goods today from your jobber or write direct to us.



Universal Bread Maker No. 4 $3.75

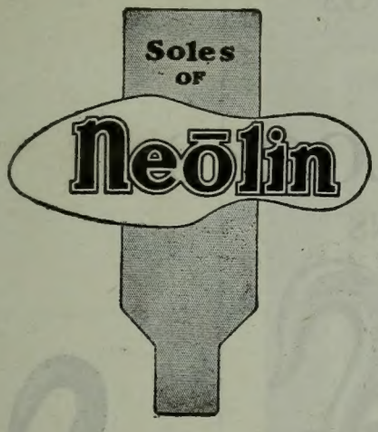
CANADIAN REPRESENTATIVES:
A. MACFARLANE & CO., Limited - MONTREAL

LANDERS · FRARY & CLARK
· NEW-BRITAIN · CONNECTICUT ·

The Sign of Successful Merchandising

You would do well to have a stock of Neolin Half-Soles prominently displayed.

Because Neolin Half-Soles are better value---and value is the basis on which articles are judged today.



Prices have become so high as to mean little. The public does not want an inferior article at a slightly lower price. It wants *value*—merchandise that will give full satisfaction for the money expended.

Neōlin Half-Soles are better value. For they have Neōlin's qualities. They are harder wearing—flexible—retain all the comfort of the old shoes.

By the purchase of many millions of pairs, the public has signified its approval of the value of Neōlin Soles. In Neōlin Half-Soles they recognize the same value-giving product.

Display Neōlin Half-Soles prominently in your window—on the counter. They will stamp you as a sincere merchant—one who offers his customers better value.

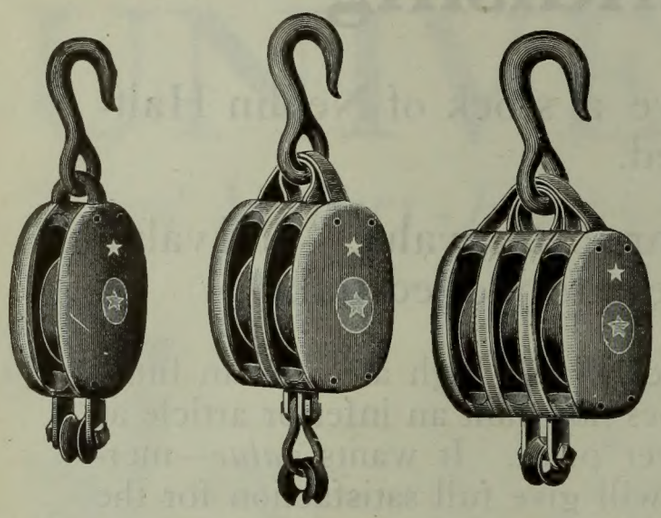
Neōlin Half-Soles come in a handsome display carton of assorted sizes. To be sure of Neōlin's value—see that the word "Neōlin" is stamped on every pair. Order from your wholesaler.

The Goodyear Tire & Rubber Company of Canada, Limited

Neōlin Half Soles

LARGE STOCK

PULLEY BLOCKS



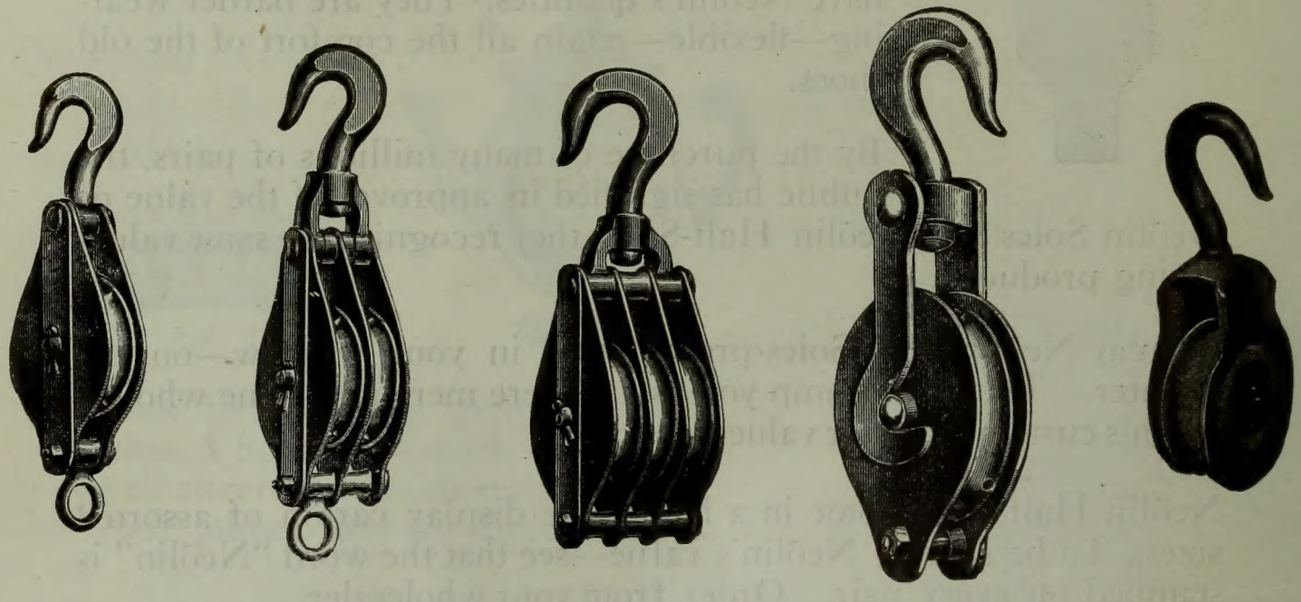
LOOSE HOOK
WOOD SHELL
BLOCKS

EITHER PLAIN OR
PATENT BUSHED

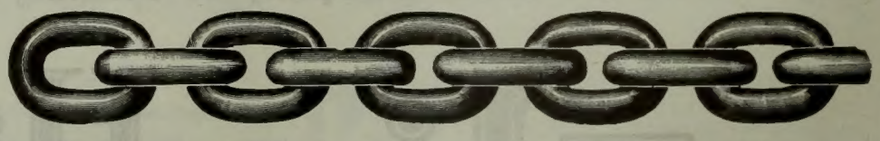
JAPANNED OR GALVANIZED
TRIMMINGS

STEEL PULLEY BLOCKS

LIGHT OR HEAVY PATTERNS

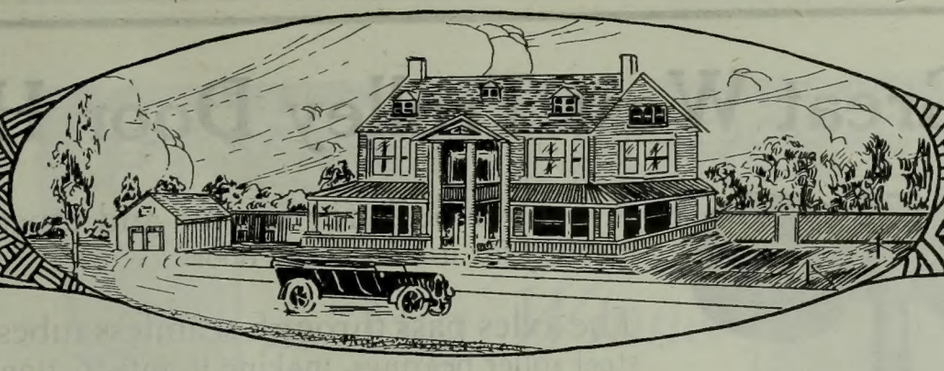


MANILA ROPE—COIL CHAIN



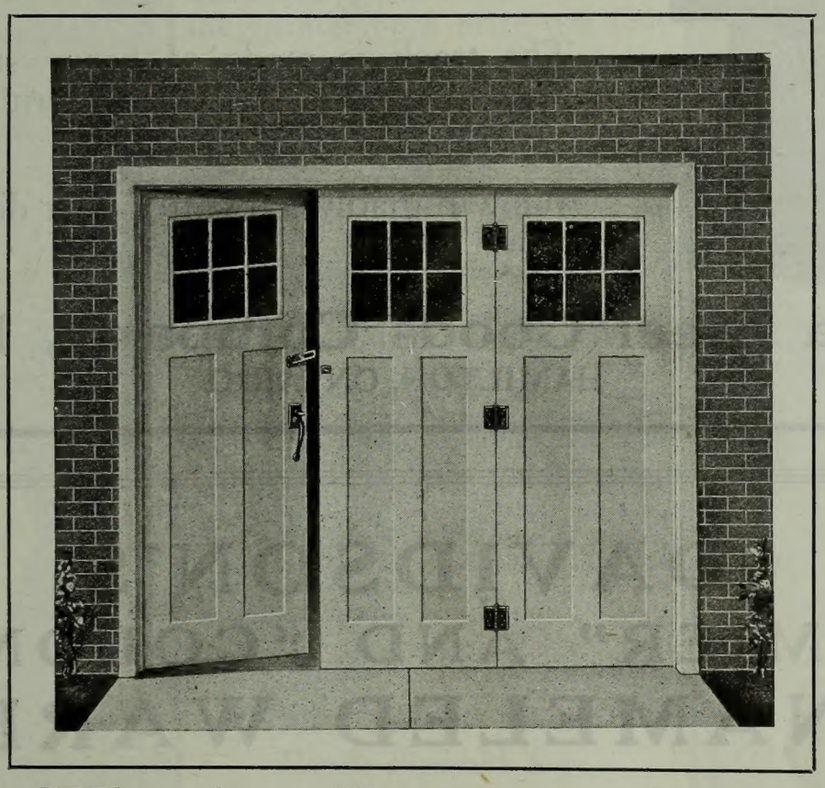
Caverhill, Learmont & Co.

MONTREAL



National Garage Sets

Appearance Starts The Sales

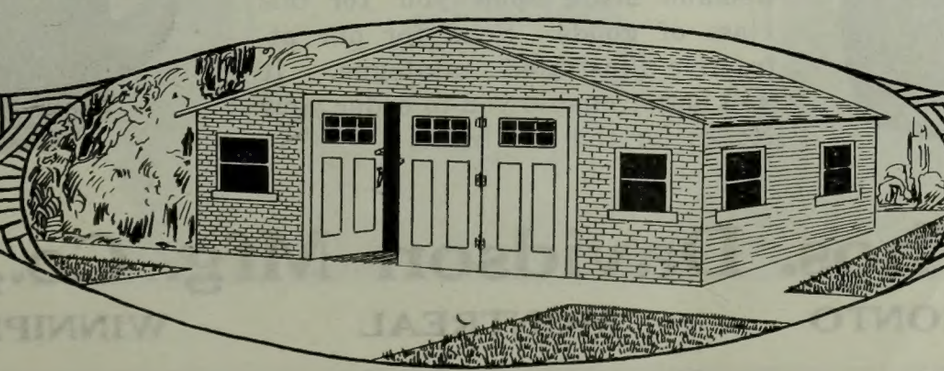


These Winning Features Close Them

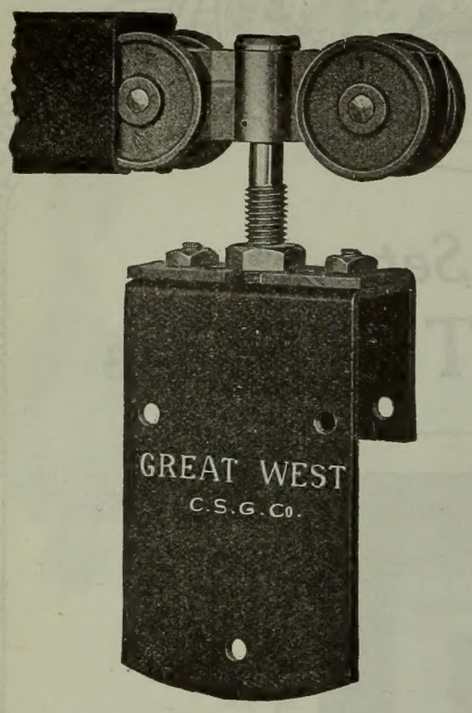
The neat appearance is due to the designing of all structural features on the inside. The doors slide and fold along the inside wall, economizing space. The mechanical arrangement provides sure operation regardless of ice and snow. One door opens independently. All open at a push; close at a pull. The price is right.

Set No. 806 includes: No. 27 Latch; 1 only Swivel Hanger; 6-foot Braced Rail; 4½ pair 4 x 4 inch Jap. No. 505 T. P. Butts; 1 only, No. 820 Chain Bolt; 1 only, No. 830 Foot Bolt; 1 only, No. 5 Pull; 1 only, 4½ inch No. 30 Safety Hasp. All necessary bolts and screws. Comes packed in the **"Unusual National Way."** Japan finished. Write for prices, etc.

National Manufacturing Company, Sterling Ill.



The Great West Trolley Door Hanger



A hanger built for service and especially recommended for use on heavy doors.

The axles pass through seamless tubes and turn on steel roller bearings, making it anti-friction and very easy running.

A leading feature of the "Great West" is the vertical and lateral adjustments, allowing the door to be raised or lowered, or the space between the door and building increased or decreased as desired.

The track is made of heavy steel and double grooved attached to the building with heavy corrugated brackets.

We will gladly look after your door-hanger prospects. Write us.

Canada Steel Goods Company, Limited
HAMILTON, ONTARIO

DAVIDSON'S
"PREMIER" AND "COLONIAL"
ENAMELED WARES



The attractive appearance, together with the lasting and durable qualities of Davidson's Enamelware go far in making them the most profitable lines the dealer can place on his shelves.

Our complete line will meet any demand made upon you for this class of goods. Send for our attractive illustrated catalogue. It will better enable you to order your stocks for the fall trade.



The Thos. Davidson Mfg. Co., Ltd.
TORONTO MONTREAL WINNIPEG

PLYMOUTH ROPE

A Big Winner

In 1916 the Plymouth Rope-by-the-foot plan was first given to the trade in practical form as a profitable selling suggestion, enabling dealers to successfully conduct their retail rope sales over the counter on a price per foot basis. This Plymouth-devised Automatic Selling Chart is in use today with several thousand dealers throughout the United States and Canada, and the following letter is typical of many that are received daily from the trade:

"I have your plan for selling Plymouth Rope-by-the-foot, and saying that the dealer likes it because it offers him a greater profit, and that the customer likes it because he knows in advance just what his rope is going to cost, is putting the whole thing in a nut shell. It is just what I have wanted for years. When I received a lot of rope I did not have time to sit down and figure it out for myself. Many thanks to the good fellow who got this schedule out. I could not do without it now."

F. L. Vorce,
Weyerhauser, Wis.

All Canadian Jobbers Handle Plymouth Rope

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. Welland, Canada

INDEPENDENT CORDAGE CO., LIMITED

Toronto, Canada *Canadian Sales Agents*

PLYMOUTH TRADE MARK 1824

Ding Goes the Cash Register



Carborundum Razor Strops

SET the profit bell jingling. All you need to do is to tell your customers about the Carborundum filled sharpening side that puts an edge on a razor in a twinkling—to tell him about the splendid quality of the soft, pliable, uniform, leather stock—to call his attention to the finish, the general Carborundum quality of the strop and—

Ding Goes the Cash Register



Send for this Display Hanger

THE CARBORUNDUM COMPANY

NIAGARA FALLS, N. Y.



Quality



Service

SUPPORT THE COUNTRY THAT SUPPORTS YOU

If you consider your personal interests—the interests of your family and the community in which you live, you will

PURCHASE THE PRODUCTS OF CANADIAN MILLS

A Canadian Dollar
is Worth One Hundred Cents
in Canada

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON - - MONTREAL

The Signing of Peace

WILL result in an immediate return to building activities, and consequent large demands for all lines of hardware, building supplies and tools. During the war period, stocks of these goods have been allowed to run low, and will need sorting up in preparation for the increased trade.

Manufacturers have already reduced their prices, wherever the cost of material and labor would permit, so that present quotations may be expected to stand firm in most of these lines for some time.

The range of LOCKS, KNOBS, DOOR SETS, etc., illustrated in our General Hardware Catalogue, consisting of the most staple patterns of the leading manufacturers, will be found to meet the requirements of nearly every customer.

We also have an attractive assortment of miscellaneous hardware, such as Hat and Coat Hooks, Sash Lifts, Sash Fasteners, Push Plates, Door Bells, Butts and Hinges and Sliding Door Hangers, in fact everything required to finish a building of any kind.

Our stock of Heavy Hardware consists of the most favorably known lines on the market.

"COLLINGWOOD" Rubber Roofing is made specially for our trade and is fully warranted.

"BEAVER BOARD," undoubtedly the best Wall-board money can buy.

"TIGER," Hydrated Lime, "BEAVER" Hard Wall Plater, and "HAMMER" Brand Plaster Paris are recognized by all contractors as the leading brands.

"CANADA" Portland Cement, the most favorably known, and best advertised cement on the Canadian market.

"EMPIRE" Paint is manufactured for us and guaranteed by Benjamin Moore & Co., Ltd. Our large purchases of Empire Paint enable us to sell it at a price surprisingly low for a paint of such high quality.

The mention of these representative lines will give the dealer an idea of the high quality of our stock, and the complete range which we carry. We will be pleased to figure with you on any contracts you may have under consideration, or to render any assistance we can to help our dealers get their share of the PEACE BUILDING BUSINESS.

WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO

WILT

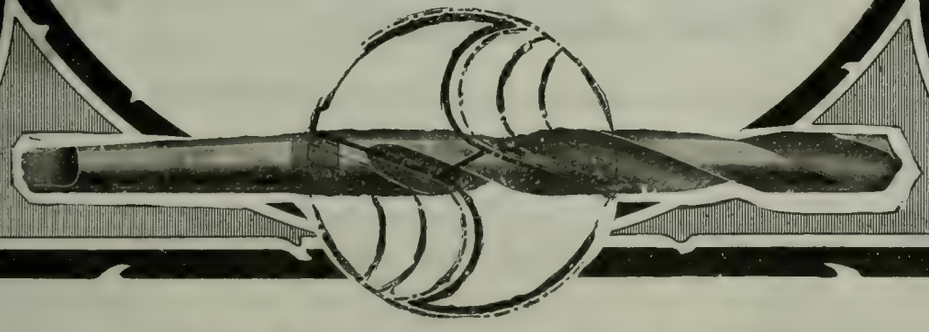
"Where there's a WILT—there's the Way"

HIGH SPEED AND CARBON TWIST DRILLS

Unusual Drills Backed by Unusual Prices

Every Hardware Dealer should investigate the unusual qualities of **WILT DRILLS, REAMERS AND MILLING CUTTERS** and the broad general policies we have adopted in the marketing of all **WILT PRODUCTS. WILT DRILLS, REAMERS, AND MILLING CUTTERS** have stood the test of all conditions. They are here to stay. Their popularity among mechanics make that a certainty. There will be no dissatisfaction among your customers using **WILT DRILLS, REAMERS AND MILLING CUTTERS** if it's in our power to prevent it and you, too, will be pleased with the splendid profits you can make selling **WILT Products. Investigate.**

WHERE THERE'S A WILT---THERE'S THE WAY



WILT TWIST DRILL CO.
OF CANADA LIMITED

WALKERVILLE, - - - ONTARIO

London Office: Wilt Twist Drill Agents, Moorgate Hall, Finsbury Pavement, London, E.C. 2, Eng.



Drive Along with These

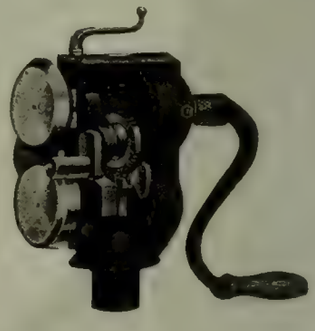
Here are two out of thirty kinds of good hammers made in Canada with the "W & B" trade mark.
Every "W & B" Hammer is accurately balanced, made from selected steel, drop forged, finely finished and fitted with clear grained white hickory handle.
Every "W & B" Hammer in a class is exactly like every other hammer in the same class.
We also make in Canada all kinds of Sledges, Mauls, Wedges, Fullers, Punches, Flatters, Creasers, and Cold Chisels.
It's safe to buy, sell or use tools guaranteed under the trademark "W & B" in a diamond.

The Whitman & Barnes Manufacturing Co.
OFFICE AND FACTORY: ST. CATHARINES, ONT
London Office: 139 Victoria St., E. C.

W&B
TRADE MARK

Established 65 Years
Whitman & Barnes
TWIST DRILLS — REAMERS — WRENCHES — HAMMERS

SMALL MACHINES



Are Made for Service. They Combine Durability, Speed and Accuracy

No Tinshop can afford to be without a set of these machines

We manufacture a full line of Tinners' Tools

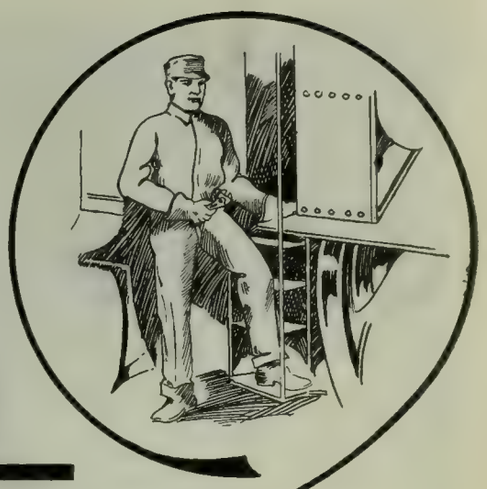


Drop us a line for full particulars and prices

The Brown-Boggs Co., Limited
Hamilton, Canada



Mechanic's
Handy .
Tool . .



BARCALO

"S" Wrench



No Mechanic's Tool Kit is complete without a Barcalo "S" Wrench.

On the difficult jobs—in the tight corners—there's where it proves its worth.

The Barcalo "S" wrench is a Quality Wrench. Made from the best materials—of few parts, simple in construction, strong, and handy to use.

We absolutely guarantee this wrench unreservedly.

Barcalo Wrenches are **"making good"** and dealers are **"making money"** selling them.

Sizes — 6, 8, 10, 12 and 14 in. Write to-day for catalogue and prices.



Barcalo Manufacturing Company
Buffalo - - New York

WINNIPEG: D. PHILIP, 138 Portage Ave. East.



For . .
All .
Purposes





Starrett Tools

Carry with them the assurance of accuracy. For almost 40 years the name of Starrett has meant unvarying accuracy to the men who use precision tools.

Catalog No. 21MA showing 2,10) kinds and sizes of fine precision tools sent free upon request.

The L. S. Starrett Co., Athol, Mass.

The World's Greatest Toolmakers.
Manufacturers of Hack Saws Unexcelled.

New York **London** **Chicago**

42-935

CANADA
FOUNDRIES & FORGINGS
LIMITED

Red Wing Pumps

Semi-Rotary Double Acting

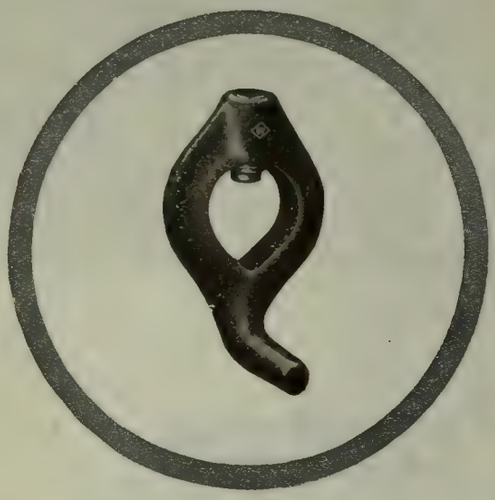
Made in Canada



Before the war we depended on Germany for this type of pump, but "necessity is the mother of invention" and we have been successful in producing a semi-rotary pump the efficiency of which as a practical and easy working lift and force pump has been tried and proven. It is exceedingly convenient for attaching to the wall, has brass valves, is fitted for iron pipe and painted red. Complete stock of all sizes on hand for immediate shipment.

We guarantee the working of every Rotary Pump of OUR manufacture.

James Smart Plant
Brockville, Canada



WILLIAMS'
"Vulcan" Safety
Lathe Dogs

WE HAVE embodied in these "Stout-hearts," built for a lifetime of strenuous service, the experience gained in the design and production of *Superior* Drop-Forged Machinists' Tools during nearly half a century. It is not too much to say that the automatic safety feature first introduced by Williams' "Vulcan" *Safety* Lathe Dogs has revolutionized the general design of this type of lathe tool. Like many improvements originated by us in other lines of Drop-Forged Tools, the safety feature of Williams' "Vulcan" *Safety* Lathe Dogs has since been adopted as *Standard*—a fitting recognition of efficiency and usefulness.

Many shops regularly specify Williams' "Vulcan" Dogs. Take advantage of this good will; add it to your own prestige.

They are in stock in Bent and Straight Tail Patterns, with 1 or 2 screws, 16 sizes of 3/8 to 6 inches maximum capacities.

Machinists' Tools Booklets with your imprint, if desired.

J. H. Williams & Co.

"The Drop-Forging People"

30 Richards St., Brooklyn, N.Y., U.S.A.

The A. G. Low Co., Ltd.

30 Pacific Ave., Saskatoon, Sask.

Agents for Manitoba, Saskatchewan, Alberta and British Columbia

VOL-PEEK

15 Cents

Mends Holes in Pots and Pans



60 % Profit in this Line

Vol-Peek makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped.

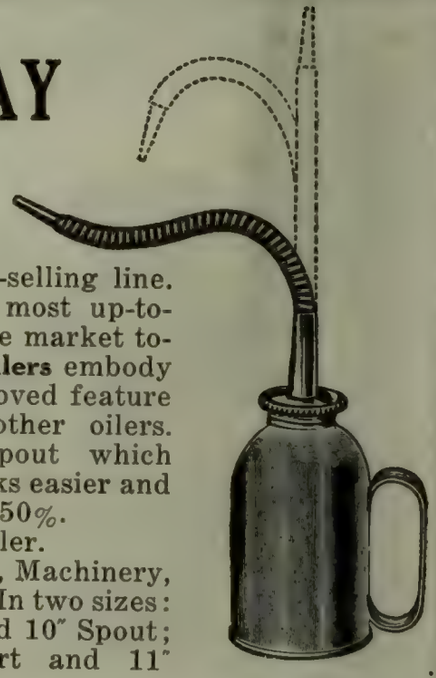
Vol-Peek appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly.

Order a display stand to-day of 24 packages, $2.25. Vol-Peek is guaranteed and backed by our extensive advertising.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and operating Vol-Peek Mfg. Co.) Canada

ALL-WAY OILERS



Here is a quick-selling line. The latest and most up-to-date oilers on the market to-day. **All-Way Oilers** embody a new and improved feature not found in other oilers. The flexible spout which makes oiling tasks easier and reduces oil bills 50%.

R.R. Oiler.

For Locomotives, Machinery, Threshers, etc. In two sizes: No. 4, 1 Pint and 10" Spout; No. 5, 1 Quart and 11" Spout.

Canadian Fairbanks-Morse Co., Ltd., Montreal; Wood, Alexander and James, Hamilton; Caverhill, Learmont Co., Montreal; Auto Supply Company, London; Great West Electric Co., Winnipeg; Wood, Vallance & Leggatt, Vancouver; Walker, Vallance, Ltd., Hamilton; Wm. Stairs, Son & Morrow, Ltd., Halifax; Summer Bros., Moncton, N.B.; Canadian Specialty Co., Moose Jaw; Rice Lewis & Co., Toronto; Whites, Limited, Collingwood; J. H. Ashdown & Co., Winnipeg; D. Ackland & Co., Winnipeg; Miller Morse Co., Winnipeg; Wilkinson-Kompass Co., Winnipeg; D. H. Howden & Co., London.

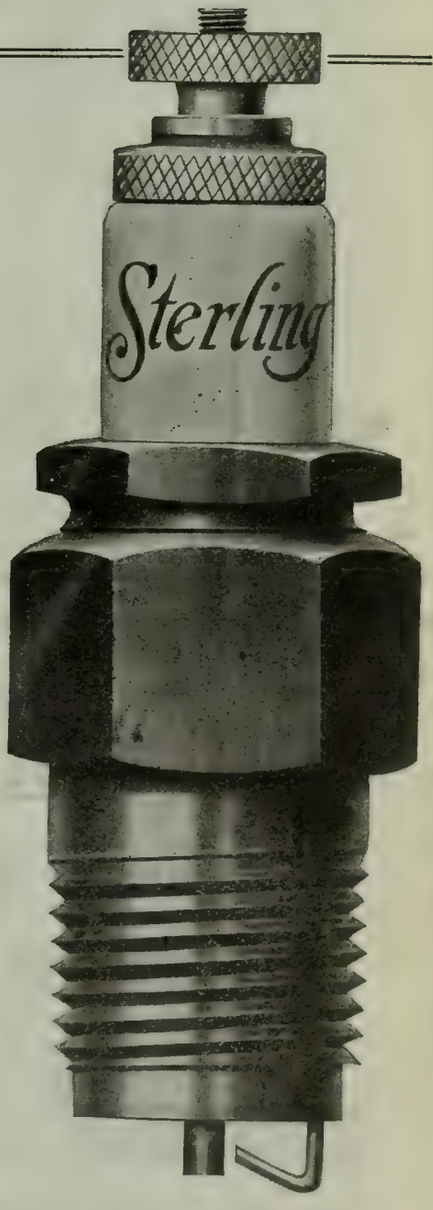
If your Jobber cannot supply you, write us

THE ALL-WAY MFG. COMPANY

77 YORK ST., TORONTO, ONT.

Sterling Spark Plugs

The Only Plug Built *by* Gas Engine Makers



A Size and Style for Every Car

THE Sterling Spark Plug is the only spark plug on the market to-day designed and built by a manufacturer of gas engines.

Sterling Plugs were developed by a firm whose wide experience in the manufacture of motors has furnished practical information on spark plug requirements. As a result, Sterling makers know the tremendous importance of spark plug quality combined with careful manufacturing methods.

The center electrode, in every Sterling Plug, is made from high grade nickel alloy Monel metal, a non-corrosive heat resisting material that is proof against corrosion, warping or disintegration. It is doubly thick to insure rigidity and to keep it in positive alignment, thereby always giving the same steady, even spark.

Note the large diameter of the Sterling porcelain core. This gives great strength, defeats easy breakage by heat or accidental shocks, and offers great insulating surface inside the combustion chamber—not troubled so readily from carbon deposits.

Remember, too, Sterling plugs are so designed that they can be taken apart and easily cleaned. Simply unscrew the gland nut, take out the porcelain core and wipe off the carbon. Then you know that the Sterling plug is positively cleaned all over.

These little features in Sterling construction make the Sterling plug a truly great plug. Sterling plugs are unqualifiedly guaranteed and sold by progressive garage and supply dealers everywhere.

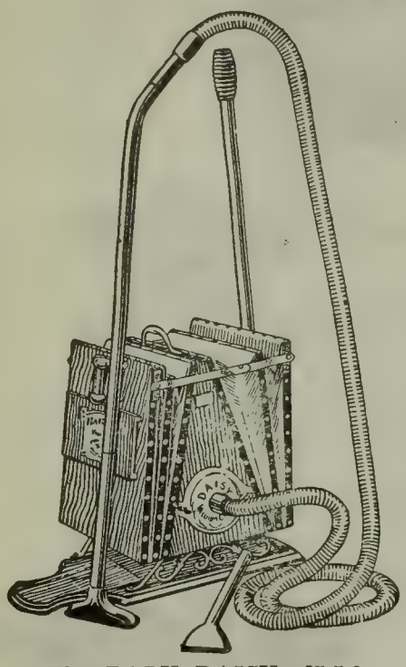
LOCKWOOD-ASH MOTOR COMPANY
MAIN STREET JACKSON, MICHIGAN

DOMINION BATTERY CO., Limited, 736 Dundas St. East, TORONTO

(60)

SEPARABLE  CLEANABLE

The Daisy VACUUM CLEANER



The BABY DAISY, £5.5.0
Other sizes, £4.4.0 & £6.6.0

The LITTLE MACHINE WITH THE BIG SUCTION

Our War-time Contracts for Aeroplanes are running out and we have a number of "Baby Daisy" models going through the factory.

The supply will be limited for a while, but we can accept dated orders from shippers and overseas buyers.

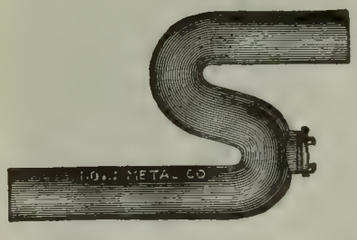
The DAISY VACUUM CLEANER CO., LTD.

Lemington Rd., Gravelly Hill
BIRMINGHAM

Telegrams: "Ileklean, Birmingham." *Telephones:* 405 and 406 East. A.B.C. 5th Edition

HOYT METALS

Have a World-Wide Reputation!



The *Hoyt Metal Company* has the largest mixed metal business in *the world.* The *service and attention* we give, together with the *perfection of our alloys,* is the reason. If it's *quality and satisfaction* you are looking for you will find these in the Hoyt line.

The superiority of *Hoyt Alloys* over other makes is the result of 40 years' experience by experts in the manufacture of Babbitt Metals.

We manufacture Babbitt, Bar and Wire Solder, Sheet Lead, Came Lead and Specialties, etc.

May we send you information and prices?

HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

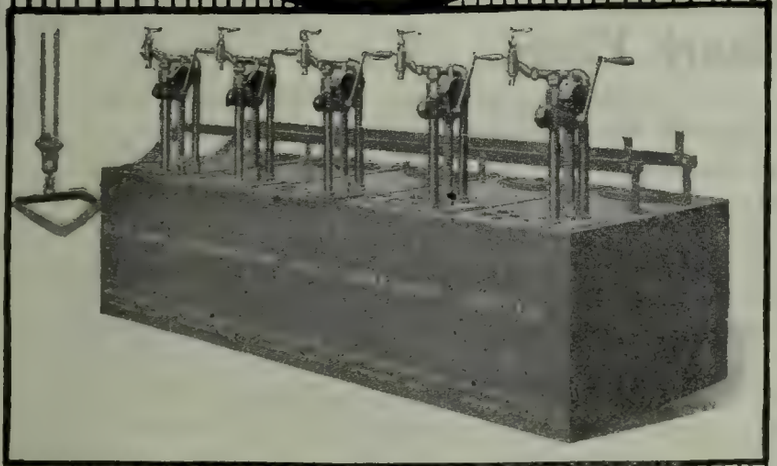
Modernize Your Store with a Gilbert & Barker Oil Storage System Save Oil and Money

For handling paint oils, varnishes and heavy, "gummy," non-lubricating oils our T221-H spells maximum efficiency.

This outfit may also be used for lubricating oils and units may be arranged in battery form as shown below.

They make an attractive and economical arrangement, and as they are fitted with chain hoist, barrel dash, track and cradle, the oil is easily emptied from barrel to tank by gravity, which allows thorough draining without waste and this operation can be completed by one man.

These units or batteries are nicely finished in green enamel baked on and the tanks are plainly lettered with the names of the oils when so desired.



Follow the Leaders

A safe, sane policy, especially when the leaders are the big, progressive men of the country, men who adopt an improved system only after they are thoroughly satisfied that it means greater efficiency and consequently greater profits.

The cost of installing Gilbert & Barker Oil Handling Equipment in your store is nominal and the saving in time, labor, and positive elimination of waste quickly pays for the installation.

For the rapid and economical handling of paint oils, varnishes, lubricating oils or kerosene, there is a Gilbert & Barker outfit just suited to your requirements, and if you are handling gasoline, remember that the G. & B. line of Pumps and Tanks is complete.

Bulletin 52 tells the story in a very comprehensive manner

To-day is a better day than to-morrow—write.

GILBERT & BARKER MFG. COMPANY
SPRINGFIELD, MASS., U.S.A.
Canadian Distributors: IMPERIAL OIL LIMITED
Branches All Cities.



These ads. are less than one-fourth the actual size of the ads. that will appear.

These Advertisements Will Help You Sell

Champion

Dependable Spark Plugs

Every reader of these advertisements is a prospective customer of the dealer who carries the full line of Champion Dependable Spark Plugs.

More than 35,000,000 Champion advertisements will carry the story of Champion Dependability to owners of automobiles, trucks, tractors, farm engines, motorcycles and motor boats from coast to coast.

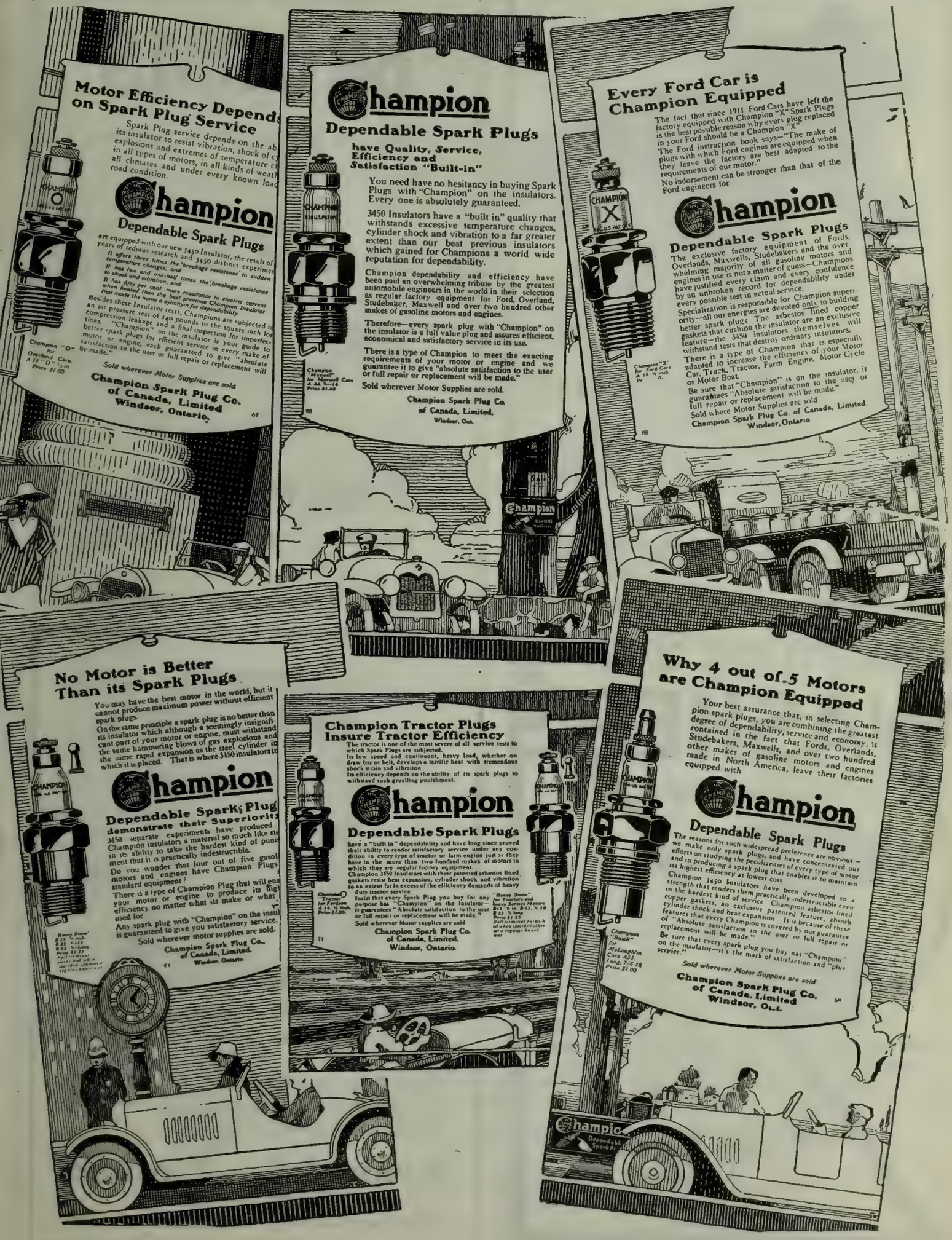
There is a Champion Spark Plug for every type and make of gasoline motor or engine each one equipped with our 3450 Insulators—each has our patented gasket construction and each is guaranteed to give "absolute satisfaction to the user, or full repair or replacement will be made."

Can you afford not to sell Champions? Get your stock into shape and receive the full benefit of our big sales promotion effort as shown in this excellent series of advertisements.

They are business builders and profit makers.

Order from your jobber.

Champion Spark Plug Co., of Canada, Limited
WINDSOR, ONTARIO



Motor Efficiency Depends on Spark Plug Service

Spark Plug service depends on the ab its insulator to resist vibration, shock of c explosions and extremes of temperature ci in all types of motors, in all kinds of weath all climates and under every known load road condition.

Champion

Dependable Spark Plugs

are equipped with our new 3450 Insulator, the result of years of tedious research and 3450 distinct experimen

It offers three times the 'breakage resistance' to sudden temperature changes, and

It has two and one-half times the 'breakage resistance to shock and vibration, and

It has fifty per cent more resistance to electric current when heated than the best previous Champion Insulator that made the name a synonym for dependability

Besides these Insulator tests, Champions are subjected to an air pressure test of 140 pounds to the square inch for compression leakage and a final inspection for imperfections. "Champion" on the insulator is your guide to better spark plugs for efficient service in every make of motor or engine, each guaranteed to give "absolute satisfaction to the user or full repair or replacement will be made."

Champion "O" for Overland Cars. A 14" "O" Long Price $1.00

Sold wherever Motor Supplies are sold

Champion Spark Plug Co. of Canada, Limited Windsor, Ontario.

67

Champion

Dependable Spark Plugs

have Quality, Service, Efficiency and Satisfaction "Built-in"

You need have no hesitancy in buying Spark Plugs with "Champion" on the insulators. Every one is absolutely guaranteed.

3450 Insulators have a "built in" quality that withstands excessive temperature changes, cylinder shock and vibration to a far greater extent than our best previous insulators which gained for Champions a world wide reputation for dependability.

Champion dependability and efficiency have been paid an overwhelming tribute by the greatest automobile engineers in the world in their selection as regular factory equipment for Ford, Overland, Studebaker, Maxwell and over two hundred other makes of gasoline motors and engines.

Therefore—every spark plug with "Champion" on the insulator is a full value plug and assures efficient, economical and satisfactory service in its use.

There is a type of Champion to meet the exacting requirements of your motor or engine and we guarantee it to give "absolute satisfaction to the user or full repair or replacement will be made."

Sold wherever Motor Supplies are sold.

Champion Spark Plug Co. of Canada, Limited. Windsor, Ont.

Champion "Maxwell" for Maxwell Cars A. 66. 14—18 Price $1.00

68

Every Ford Car is Champion Equipped

The fact that since 1911 Ford Cars have left the factory equipped with Champion "X" Spark Plugs is the best possible reason why every plug replaced in your Ford should be a Champion "X".

The Ford instruction book says—"The make of plugs with which Ford engines are equipped when they leave the factory are best adapted to the requirements of our motor."

No indorsement can be stronger than that of the Ford engineers for

Champion

Dependable Spark Plugs

The exclusive factory equipment of Fords, Overlands, Maxwells, Studebakers and the overwhelming majority of all gasoline motors and engines in use is not a matter of guess—Champions have justified every claim and every confidence by an unbroken record for dependability under every possible test in actual service.

Specialization is responsible for Champion superiority—all our energies are devoted only to building better spark plugs. The asbestos lined copper gaskets that cushion the insulator are an exclusive feature—the 3450 insulators themselves will withstand tests that destroy ordinary insulators.

There is a type of Champion that is especially adapted to increase the efficiency of your Motor Car, Truck, Tractor, Farm Engine, Motor Cycle or Motor Boat.

Be sure that "Champion" is on the insulator. it guarantees "Absolute satisfaction to the user or full repair or replacement will be made."

Sold where Motor Supplies are sold

Champion Spark Plug Co. of Canada, Limited. Windsor, Ontario

Champion "X" for Ford Cars A 18 inch Dy O

No Motor is Better Than its Spark Plugs

You may have the best motor in the world, but it cannot produce maximum power without efficient spark plugs.

On the same principle a spark plug is no better than its insulator which although a seemingly insignificant part of your motor or engine, must withstand the same hammering blows of gas explosions and the same rapid expansion as the steel cylinder in which it is placed. That is where 3450 insulators in

Champion

Dependable Spark Plugs demonstrate their Superiority

3450 separate experiments have produced Champion insulators a material so much like st in its ability to take the hardest kind of punis ment that it is practically indestructible.

Do you wonder that four out of five gasol motors and engines have Champion Plugs standard equipment?

There is a type of Champion Plug that will en your motor or engine to produce its hig efficiency no matter what its make or what used for.

Any spark plug with "Champion" on the insul is guaranteed to give you satisfactory service.

Sold wherever motor supplies are sold.

Champion Spark Plug Co., of Canada, Limited. Windsor, Ontario.

64

Champion Tractor Plugs Insure Tractor Efficiency

The tractor is one of the most severe of all service tests to which Spark Plugs are subjected.

Its low speed and continuous, heavy load, whether on draw bar or belt, develops a terrific heat with tremendous shock strain and vibration

Its efficiency depends on the ability of its spark plugs to withstand such gruelling punishment.

Champion

Dependable Spark Plugs

have a "built in" dependability and have long since proved their ability to render satisfactory service under any condition in every type of tractor or farm engine just as they have in the more than two hundred makes of motors to which they are regular factory equipment.

Champion 3450 Insulators with their patented asbestos lined gaskets resist heat expansion, cylinder shock and vibration to an extent far in excess of the efficiency demands of heavy duty tractor service

Insist that every Spark Plug you buy for any purpose has "Champion" on the insulator—it guarantees "Absolute satisfaction to the user or full repair or replacement will be made."

Sold wherever Motor supplies are sold

Champion Spark Plug Co. of Canada, Limited. Windsor, Ontario.

71

Why 4 out of 5 Motors are Champion Equipped

Your best assurance that, in selecting Champion spark plugs, you are combining the greatest degree of dependability, service and economy, is contained in the fact that Fords, Overlands, Studebakers, Maxwells, and over two hundred other makes of gasoline motors and engines made in North America, leave their factories equipped with

Champion

Dependable Spark Plugs

The reasons for such widespread preference are obvious:—we make only spark plugs, and have concentrated our efforts on studying the peculiarities of every type of motor and in producing a spark plug that enables it to maintain its highest efficiency at lowest cost

Champion 3450 Insulators have been developed to a strength that renders them practically indestructible even in the hardest kind of service Champion asbestos lined copper gaskets, an exclusive patented feature, absorb cylinder shock and heat expansion It is because of these features that every Champion is covered by our guarantee of "Absolute satisfaction to the user or full repair or replacement will be made."

Be sure that your spark plug you buy has "Champion" on the insulator—it's the mark of satisfaction and "plus service."

Champion "Buick" for McLaughlin Cars A53. Long. 7/8-18 Price $1.00

Sold wherever Motor Supplies are sold

Champion Spark Plug Co. of Canada, Limited Windsor, Ont.

60



They Sell Themselves

Hand Axes

Put a few in your show case and see how quickly they are gone. Ours are laid steel—the high quality.

Write for Catalogue.

THE L. & I. J. WHITE CO.

55 Columbia St. - Buffalo, N.Y.

BROOMS

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order—*PRICES RIGHT.*

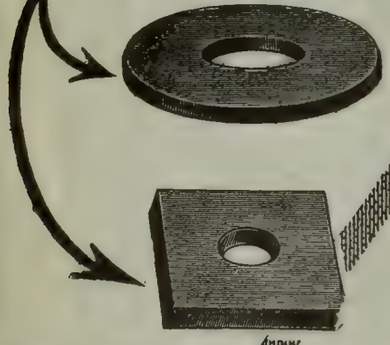
QUALITY as usual.

Walter Woods & Co.

Hamilton and Winnipeg

Wrought and Steel Plate WASHERS

of all descriptions



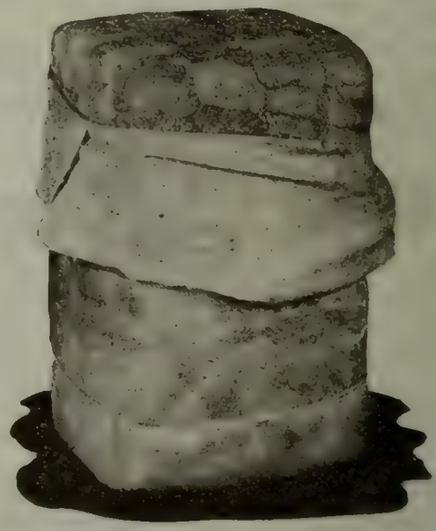
Round & Square Plain or Galvanized

Annealed Rivet Burrs, Felloe Plates, Sheared and Punched Plates. Malleable Washers and Cast Iron Washers.

Prompt Shipment

Wrought Washer Mfg. Company

Milwaukee, Wis.



We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes Bahama, Cuban and Florida Sponges in stock.

Evans & Co., Limited

(Importers and Exporters)

Coristine Building :: Montreal, Que.

"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.



A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

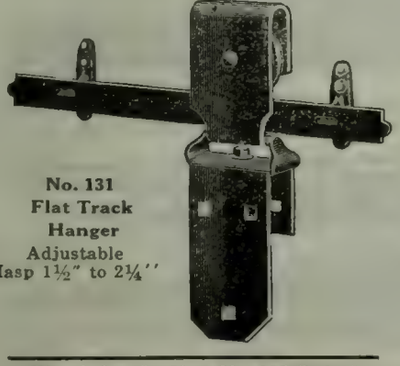
? ? *Preparedness* ? ?

ASK YOURSELF THIS QUESTION

Mr. DEALER. Are you prepared to supply the demand of the building trade for 1919 with the ALLITH LINE of Door Hangers and Track?



No. 130 Flat Track Hanger



No. 131 Flat Track Hanger Adjustable Hasp 1½" to 2¼"

Watch for the New No. 135 Swivel

Look over your stock to-day and order at once. Be prepared to supply the demand in your territory. No stock in many cases means no sale. Mark X on the lines interested in and mail to-day for circulars and prices.

[ ] Sliding Garage Door Sets. A real money-maker; every car owner wants one of these sets for his garage (packed one set complete in box).

[ ] ALLITH Flat Track Hangers, Nos. 130, 131, 135. The sensible hanger for all uses.

[ ] ALLITH Flush Door Hangers. The factory man's friend, for weather-proof doors.

[ ] ALLITH Square Trolley Track Hangers, for barn, warehouse or garage doors.

[ ] ALLITH Round Trolley Track Hangers, for barn, warehouse or garage doors.

[ ] ALLITH Garage and Barn Door Latches, with padlock attachment.

[ ] ALLITH Fire Door Fixtures. Get after the factory buildings in your territory.

[ ] RELIABLE Parlor and Barn Door Hangers and Store Ladders.

Manufactured by *"THE DOOR HANGER PEOPLE"*

SLATER & BARNARD, Limited—Allith Manufacturing Co. Ltd. Branch

HAMILTON, ONTARIO

Representatives: **R. H. Falkiner, Toronto** **H. E. O. Bull, Montreal** **Marshall, Wells Co., Ltd., Winnipeg** **F. E. McFeely, Vancouver**

"SALES AND SERVICE"
One leads to the other

TRADE MARK THE HYSLOP HYSLOP BROS LIMITED TORONTO REGISTERED 1896

Hyslop Bicycles give excellent service in themselves to the Rider. Prompt shipment of your order is indispensable to your bicycle sales. In Hyslop Bicycles you will get good goods which coupled with our Service will help you make more sales.

There is a good profit in selling

HYSLOP BICYCLES



—as well as a quick turnover.

Display one or more of our 8 Standard Models and you will be surprised at the number of quick sales.

Be sure you get a "Hyslop," which always bears one of our Nameplates and Guarantee.

Have you a copy of our complete Bicycle Catalogue No. 31 with illustrations and equipment?

They Sell As Easily As They Ride.

Established 1889. **Made in Canada** *Wholesale Only.*

HYSLOP BROTHERS
Limited Toronto

TRIMO

The word Trimo

stands for good tools made by the Trimont Mfg. Co., which are the following:

The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn. Save money and buy Trimo goods, made by

TRIMONT MFG. CO.
55-71 Amory Street
Roxbury, Mass.
U.S.A.



TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

THE BUGS ARE BUSY AND SO ARE WE

We Shoot Them All — Big and Small

THE STURDY



The Crown, Misty No. 1, Misty No. 2, Gem, Misty Midget, Powder Gun and Handy Whitewash Sprayers, too.

Order direct or from your jobber.

The Collins Manufacturing Company

327-331 Symington Ave., Toronto

MENDETS

A PATENT PATCH

FOR mending Graniteware, Pots, Pans, Boilers, Kettles, Hot Water Bags, etc.

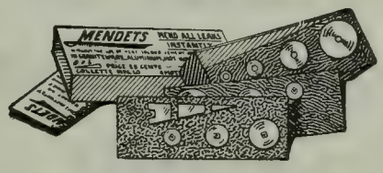
Does the work effectively. Makes old things as good as new. Reduces household expenses.

Mendets is an easy line to sell—it meets such a popular demand. Thousands are sounding its praises. There are good profits in it, too. Order a display stand from your jobber or write us direct for information and prices.

Collette Mfg. Company

Collingwood

Ontario



William Penn MOTOR OIL

A body for every make and type of motor car and tractor—

Extra Heavy, Heavy, Medium, Light, Cold Test

made of Pennsylvania stocks—admittedly the best in the world — to specifications determined by years of experience catering to Western Canadian needs.

Write our nearest office for chart showing which one of these oils you should use.

4

Continental Oil Company LIMITED

WINNIPEG BRANDON ST. BONIFACE — REGINA SASKATOON SWIFT CURRENT — CALGARY CAMROSE LETHBRIDGE

TIRES,

Hardware Dealers

Now is Your Opportunity to Beat the Mail Order Houses

30 x 3½ Inner Tubes	$ 1.90
30 x 3½ Plain Tires	13.10
30 x 3½ Grooved Tires	14.00
30 x 3½ Non-Skid Tires	14.65

HUNDREDS OF OTHER SIZES

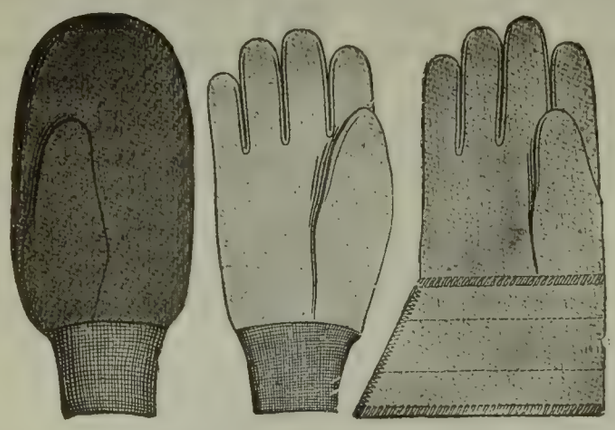
BRAND NEW GOODS

Mr. Dealer, we can sell you the most complete line of automobile accessories in Canada at tremendous reductions. Write for our catalogues. Wholesale only.

CROWN CYCLE & MOTOR CO.

319 Craig St. West, MONTREAL

LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA



TAPATCO
REGISTERED TRADE MARK
BRAND

Here is a line of **Working Gloves and Mitts** that you can sell with a great deal of profit.

"TAPATCO" Products give absolute satisfaction under the hardest wear. Constructed from the highest grade materials. Made by expert Canadian workmen and sold by dealers everywhere.

Write your jobber for full description and prices of our many lines.

The American Pad & Textile Co.
Chatham, Ontario

MADE IN CANADA

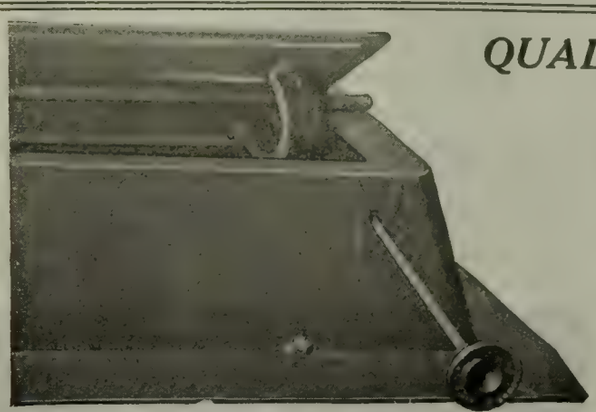
Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Manufacturers
OF
WIRE
HEADQUARTERS FOR
WIRE BALE TIES
Largest Capacity and Stock in Canada
PROMPT SHIPMENT

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England



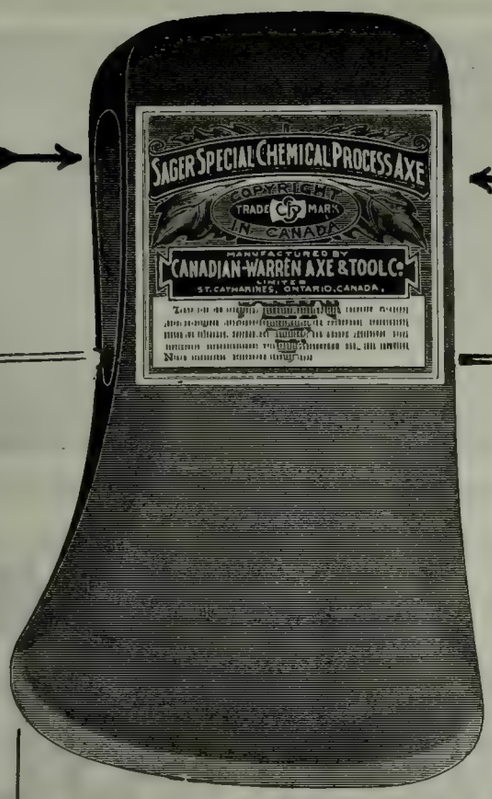
QUALITY *SERVICE*

THE
Barton-Netting Co.
LIMITED
9-11-13 East Pitt St. Windsor, Ont.

THE BON LIMITED
CHANDELIERS
OUR LIGHTS SHINE EVERYWHERE
MANTELS - GRATES & TILES

Lighting Fixtures and Electric Appliances
Mantels, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc.

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE" LOGGING TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian-Warren Axe & Tool Co.,
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

Demand Is There— It Is Only a Matter of Supplying It

There, in a phrase, is the sales story of "Famous Five" Files as far as dealers are concerned.

Customers come to buy. You don't have to spend time explaining their qualities. All you need to do is carry stock enough to fill orders and specify "Famous Five" when buying from jobbers.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

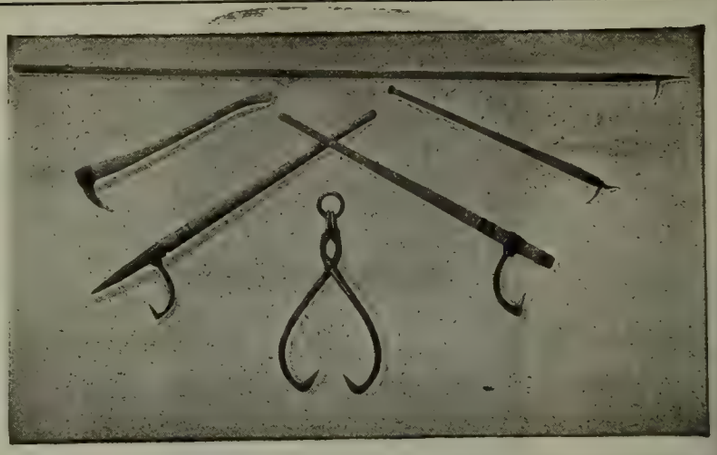
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

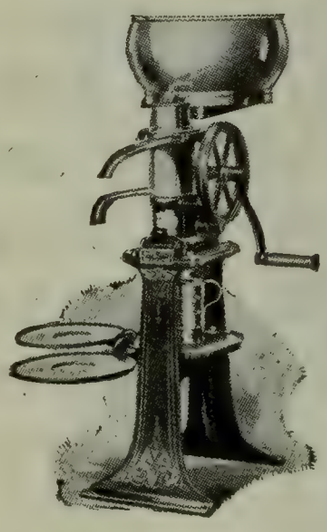
THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario



Opportunity knocks on the door sometimes when she should knock on the head.



Surely you are not afraid to investigate the many attractive features of an agency for the

Anker-Holth
(Self-Balancing Bowl)

Cream Separator

WRITE TO

SILVERWOODS, LIMITED
LONDON, ONT.

UNIMECO WROUGHT WASHERS

We manufacture a wide range of **wrought washers** of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

E. Roy, 65½ St. Andre St., Montreal, Que.
A. S. Butchart, 26 Adelaide St. W., Toronto
C. C. Cartwright, Union Trust Bldg., Winnipeg



4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

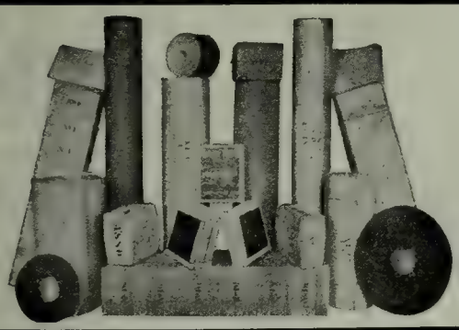
THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Our Canadian soldiers made Canada famous by winning great victories in Flanders. The Canadian Arrow Head Vanadium Steel Saws are making Canada famous, by winning the battle of popularity throughout the world.



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.



Our wide and varied experience in successful manufacturing enables us to offer you a line of extraordinary saleable products. We make—

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

A complete stock of these lines will enable you to better serve your customers. Send us a postal for full particulars and prices.

Canadian Sales Representatives:

Messrs. Moncrieff & Endress, Galt Bldg., Winnipeg, Man. 'Phone Garry 3389.

Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.

United States Sand Paper Co.
Williamsport, Penn.



"TALLMANS' SPECIAL" ARCTIC METAL

a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

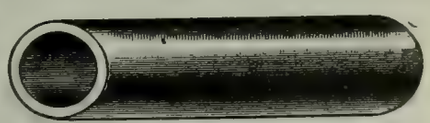
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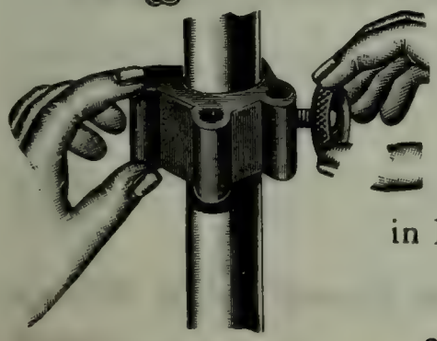
Its long life proves its efficiency.

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HAMILTON, ONT.

TRADE MARK. W.B.&C.

WILLIAMS BROS. & PIGGOTT, LTD
Small Heath, BIRMINGHAM



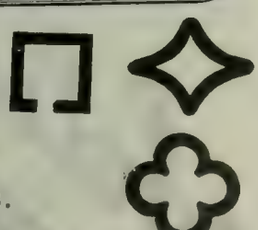


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Specialists in TUBES

Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, Nickel Silver, and other Metals.

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TRADE MARK. W.B.&C.

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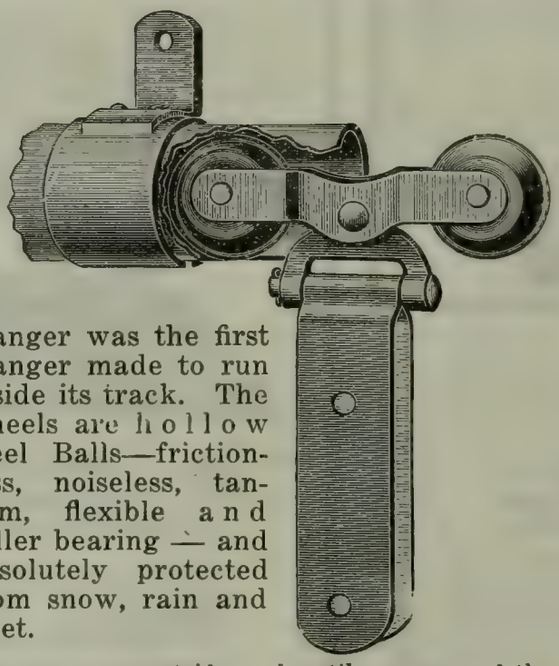


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The Premier Leads ; others follow
Crescent Ground - Easy Running
Easily Fitted - Racer's Favorite
The fastest cutting Saw made

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The Largest ALL CANADIAN Saw Manufacturers
Shurly-Dietrich Co., Ltd.
Ottawa Vancouver Galt

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Hanger was the first Hanger made to run inside its track. The wheels are hollow steel Balls—frictionless, noiseless, tandem, flexible and roller bearing — and absolutely protected from snow, rain and sleet.

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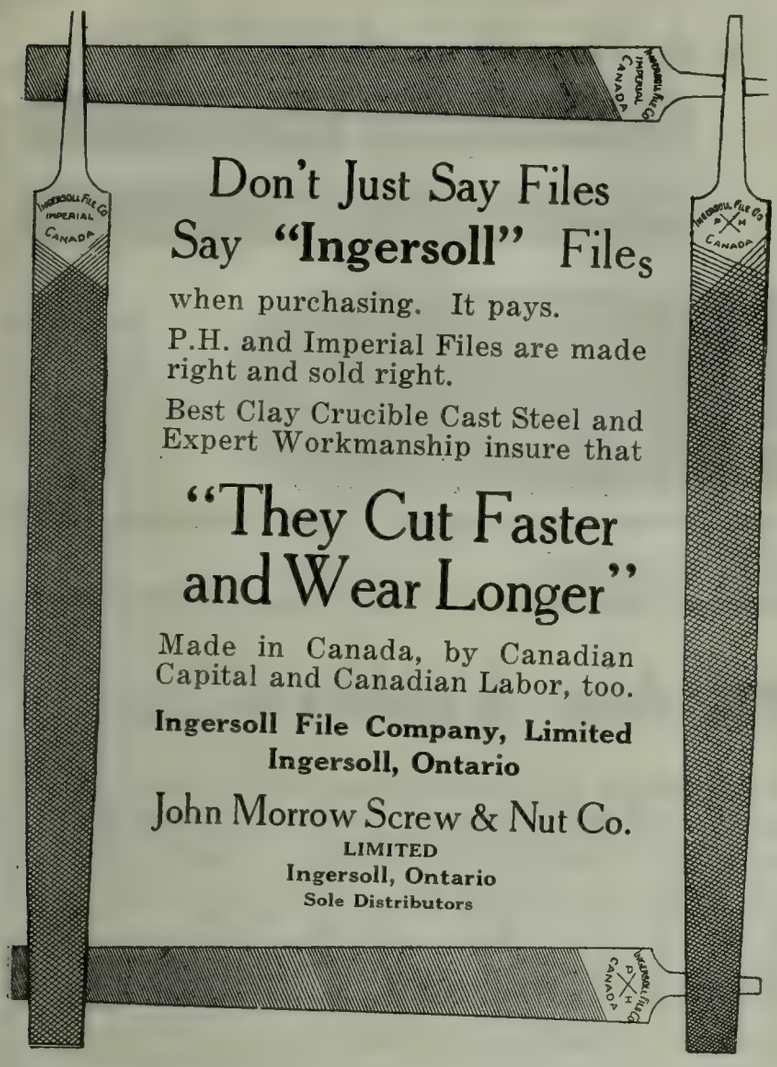
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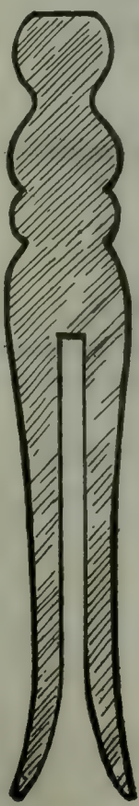
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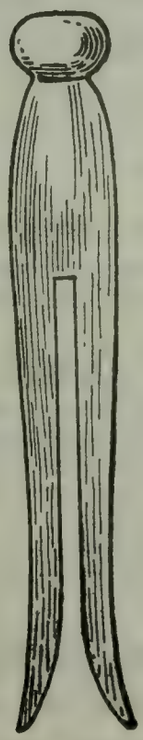




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Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

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FIRE ANNOUNCEMENT

We are pleased to state that the fire which occurred in our Plant on Saturday, June 21st, will not have any serious results to our customers.

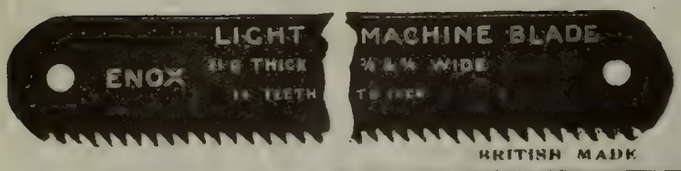
We have a large stock of finished Pumps, Cylinders, etc., which were not anywhere near the fire and quantities of parts already made will enable us to take care of any needs.

Patterns are in course of manufacture, so that we anticipate no inconvenience to our customers. Advance orders are solicited.

The R. McDougall Co.
LIMITED
Galt, Ont., Canada

ENOX HACKSAW BLADES

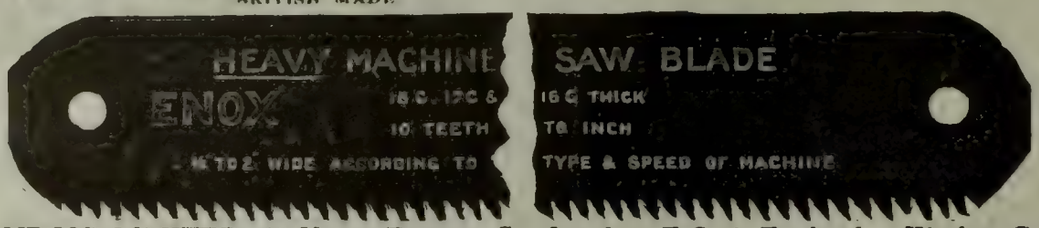
ARE THE BEST





AGENTS IN CANADIAN TOWNS WANTED

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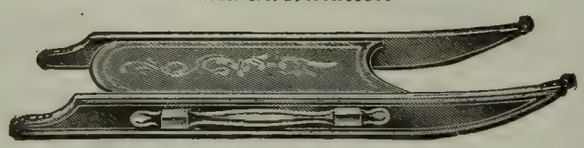
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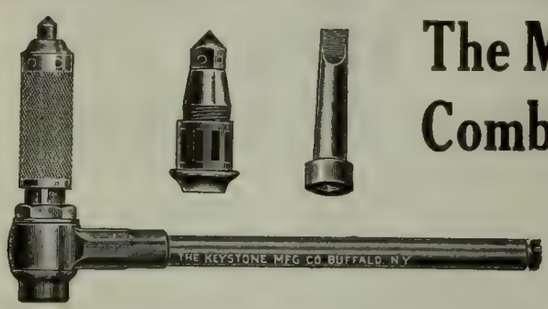
Write for prices and information



Gendron Sleighs sell because they are built to please exacting customers—boys know what they want. We manufacture Velocipedes, Children's Autos, Toy Carts, Bathroom Fittings, etc.

The Gendron Manufacturing Company, Limited

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The Most Popular Ratchet Combination

The "Keystone" Reversible Ratchet combination No. 200 has been proven by many hardware dealers to be the best seller in their localities. It consists of ratchet for taper shank drills, sleeve for square shank drills, and short boiler socket for square shank drills, sockets are interchangeable. All working parts are enclosed, preventing dust and grit from clogging up mechanism.

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Sales of Keystone Ratchets open the way to sales of Keystone drilling posts—the time-saving brace.

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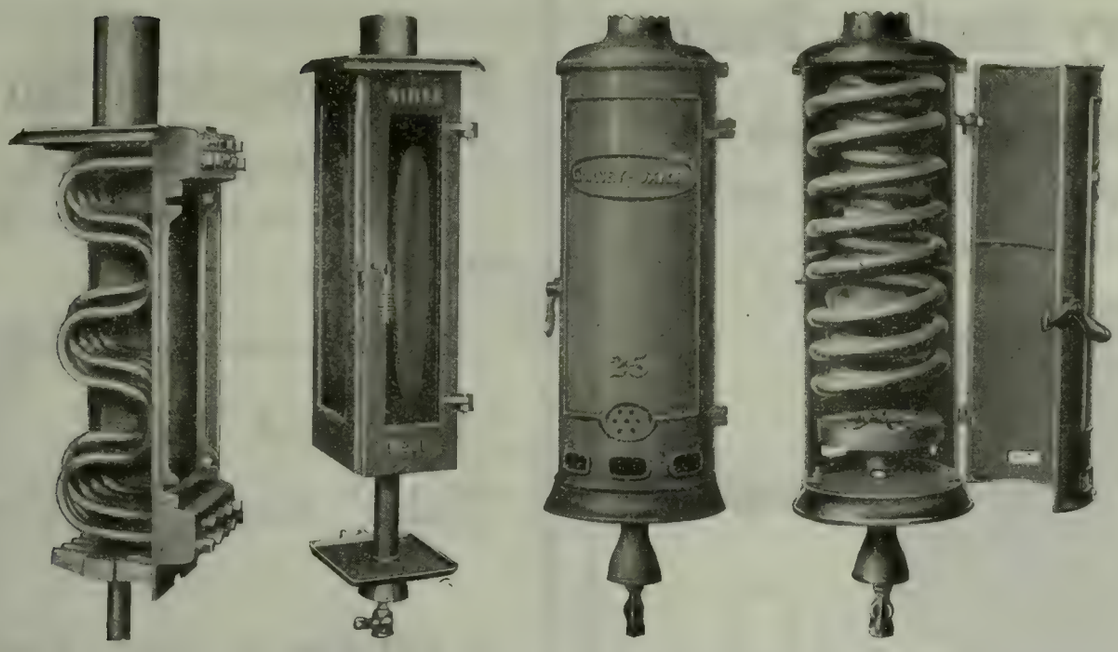
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We handle a complete line of Roofer's Supplies. Write us for prices and complete information.

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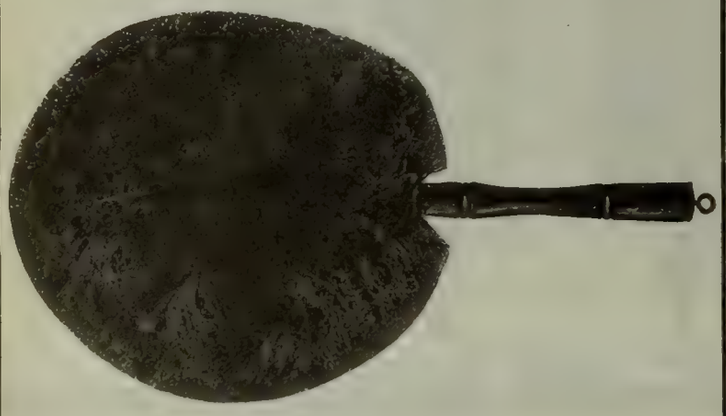
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MADE BY

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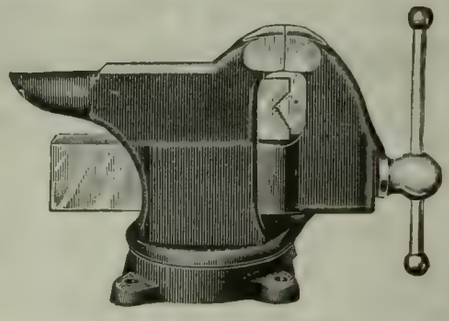
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A Type and Size for Every Service



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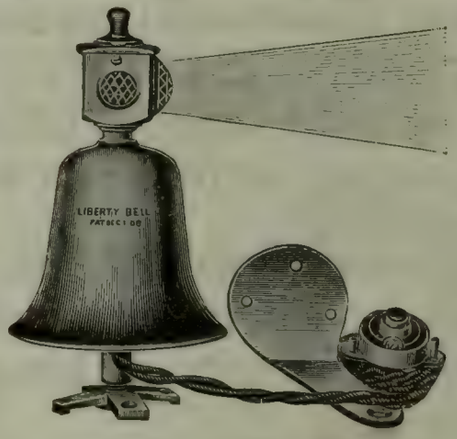
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"LIBERTY BELL"

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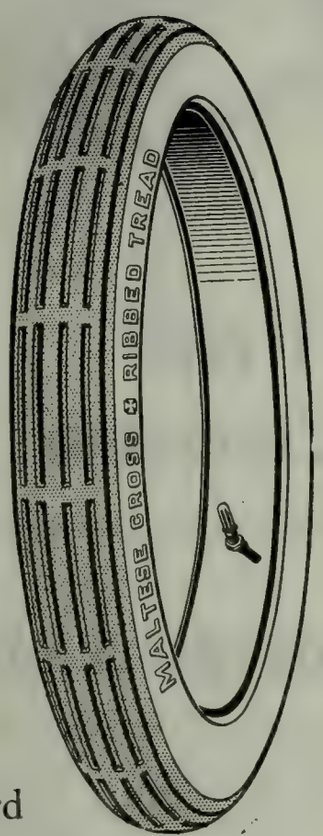
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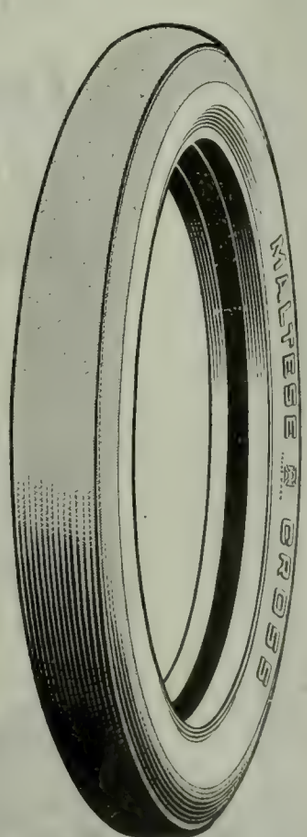
STEPPING STONES to SUCCESS







"The Tires that give SATISFACTION"

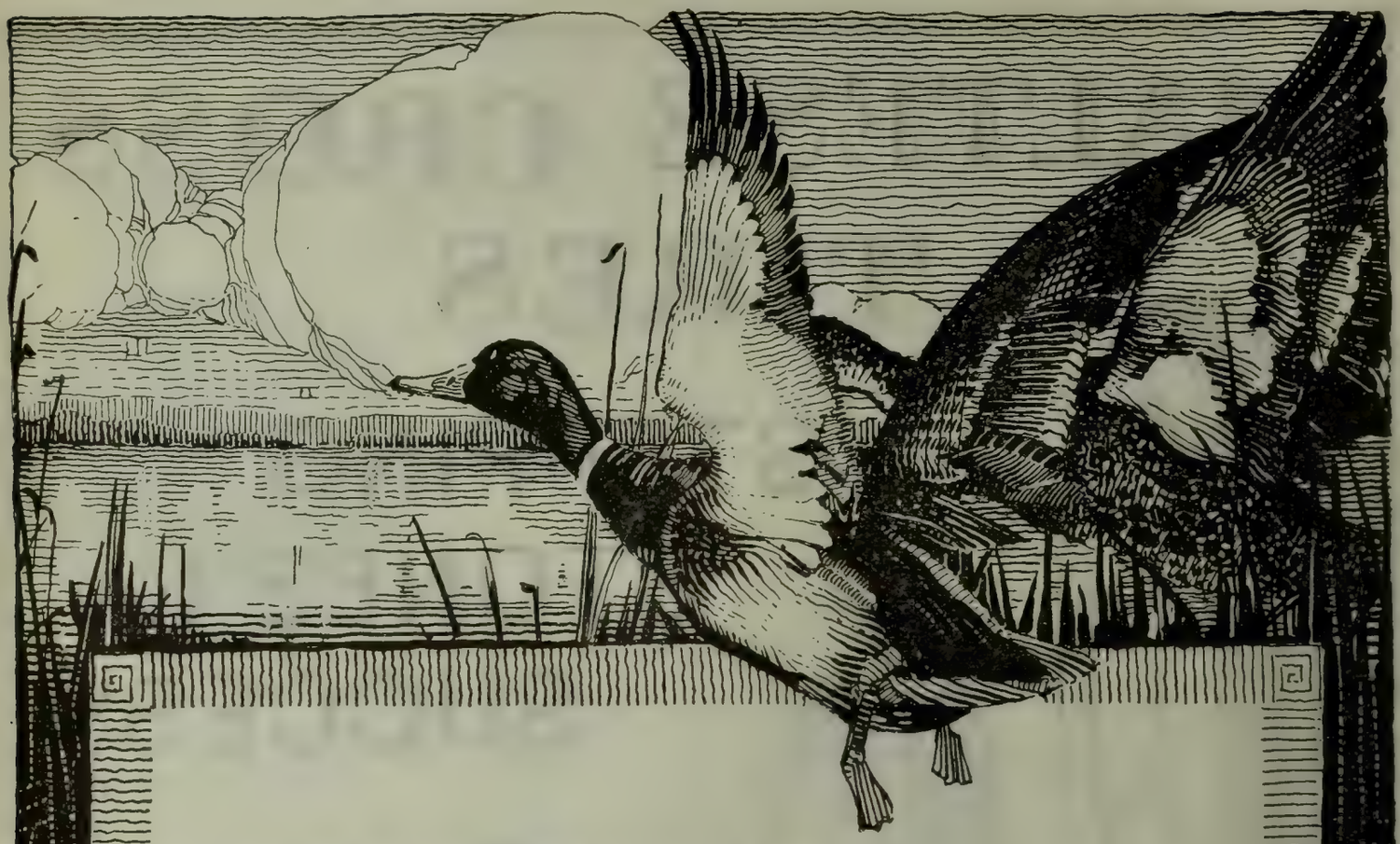


You, sir, as a reputable tire dealer, cannot afford to take chances with your reputation by selling tires that will not fulfill the utmost expectations of your customers. Maltese Cross Tires are constructed to withstand extremely severe usage and will give your customers perfect satisfaction. See that your stock is complete.

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Head Offices and Factory - - Toronto

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—be ready to meet the demands of your sportsman customers for

Dominion Shotgun Shells

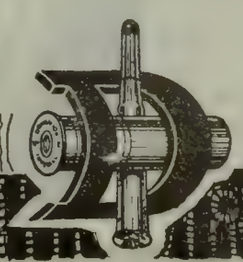
More men will shoot this year than ever before in the history of Canadian sportsmanship. And more of these men will shoot Dominion Ammunition.

Your opportunity to get the trade of these men lies in the carrying of a well assorted stock of Dominion Shells and Cartridges.

Check up your stock now. Order from your jobber today.

Dominion Cartridge Co., Limited

Montreal, Canada



"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, JULY 5, 1919 No. 26

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Our First Shipment of

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CANADA

and

"FLEUR DE LIS"

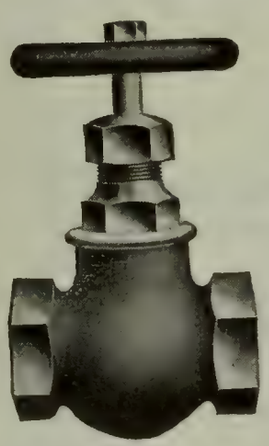
FLEUR DE LIS

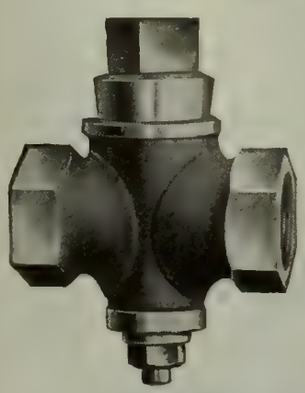
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GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
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"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.





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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, JULY 5, 1919 No. 27

Canada's New Bankruptcy Act

First Uniform Legislation for Dominion in Forty Years—Will Lessen Expense, Make Proceedings More Speedy, Abolish Unfair Preferential Treatment, Provide Honorable Discharge—Retailers' Wishes Recognized.

Hon. Hugh Guthrie, Solicitor-General, before Montreal Merchants' Association

THE new Dominion Bankruptcy Act is due to the fact that for the past forty years there has been no proper Bankruptcy Act covering the whole Dominion. Russia and China, along with Canada, have no general Bankruptcy Act, but all other civilized countries have. There has been no Dominion law since 1878, and in the interval the various provinces have passed insolvency laws, but the trouble was that these were not uniform. Men who did a national business experienced difficulty through the variety of insolvency laws, while exporters in Great Britain said they could not secure uniformity in their claims with the preferences and priorities that were allowed in the various provinces. The demand for a Dominion Act came from the Boards of Trade, the wholesale and retail houses, the Bankers' Association, and many other bodies all over the country. Under the old Dominion Act, which lasted only for five years, the machinery for winding up an insolvent estate was very cumbersome and slow, the expense was too great, and the difficulty was that the assignees were not a class of men that would make good trustees, and very often no dividend was declared on the estate. The matter of expense as well as lack of uniformity was one of the difficulties with the Provincial Act, and one instance was given of a case in British Columbia where an estate of $730,000 brought only $3,000 for distribution to the creditors.

Voluntary and Involuntary

The Act as it is being passed by the Commons and Senate provides for two kinds of bankruptcy:

1. A voluntary one, for any man may make an assignment to a trustee under the Act.

2. An involuntary one, where the man is placed in bankruptcy against his own will. This applies to all except wage earners with less than $1,500 a year, and to farmers, who cannot be put in bankruptcy against their will.

There was an effort made to limit the application to traders, such as is the case in France, and was the case under the old Canadian Act, but experience has shown that this should be broadened and the Act in Great Britain applies even to farmers. The retail merchants declared that such a limitation to traders would be unfair to them, and that there should be a very general application. They told us that doctors and lawyers, professional men generally, preachers and university men were the biggest debtors so far as far as they were concerned. Thus the Act was broadened. So far as the farmer was concerned it was argued that he might be the victim of hard luck one year; he might be hailed out, and if he were compelled to give up his farm and stock he would have no chance to right himself, so he was exempted.

Where Debt Exceeds $500

The bill, as it went through the Commons, applied where indebtedness was $200 or over, but the Senate increased this to $500, and the Commons is agreeing to this; that is where a man owes $500 or over and refuses to pay.

Jurisdiction is vested in the Superior Courts of each province, and a few cases of appeal are allowed.

Choosing Trustees

Trustee—Anyone may apply to the Secretary of State for Canada, and the appointments are made by the Governor-General-in-council. Many chartered accountants have made application, and these will be assigned to districts, but all property, no matter where it is located, will be vested in the trustee. Each one must give a permanent security for $10,000. In the case of an individual estate the creditors may compel him to give an added security for the value of the estate.

The Act provides whereby an honest debtor may receive a discharge where he has not been guilty of impropriety, where he has kept a proper set of books, where he has given up all his assets and in fact has acted honestly, he is entitled to a discharge by a court which would be good against the world.

The procedure—The petition is presented to a court, which will have it served on the debtor, and in eight days the judge appoints a trustee who takes charge, under the supervision of the creditors and inspectors. The trustee must report to the court, and his security is not given up until the whole case is discharged.

Fees Are Limited

Payment to trustee—The trustee may be given the creditor's vote or he may be limited to an amount under the Act which will not exceed five per cent. of the estate that is in his hands.

Lawyer's fees are likewise limited by the bill so that the estate will not be "gobbled up." The inspectors are allowed only their disbursements. In the case of lawyers where an estate is over $5,000 they are allowed 5 per cent., where it is under $5,000 not more than 10 per cent., and only the 10 per cent. if the inspectors agree.

(Continued on page 57.)

ITS MERITS

The analysis of the new Canadian Bankruptcy Act by Hon. Hugh Guthrie was given at a meeting of the Merchants' Association of Canada, held in Montreal, at which a staff member of HARDWARE AND METAL *was present. Mr. Guthrie declared that the new act would grant uniformity, secure speedy, cheap and reliable proceedings; abolish preferential or priority creditor abuses; grant an honorable discharge to a deserving debtor, and work out beneficially to the commercial and financial interests of Canada.*

From the point of view of merchants it is gratifying to note that they won out in their protests against the limitation of the act to "traders"; now it includes the "professional" classes as well, many of whom they described as their "worst creditors."

Keep People Interested in Your Store

Turnbull & Cutcliffe Aim to be Able Always to Show Prospective Buyers a Complete Stock—Find That Saturday Advertising is Equal to That of Any Other "Two" Days in the Week

Based on an Interview by C. E. PARSONS of HARDWARE AND METAL with R. H. BUTTERWORTH of TURNBULL and CUTCLIFFE, Brantford, Ont.

KEEPING a stock which will give buyers ample selection is one of the plans which Turnbull and Cutcliffe of Brantford, Ont., have found to produce excellent results. If anything new comes out, they aim to have at least one sample to show to buyers, and as they are so located that in most cases they can get shipments quickly from the manufacturers and jobbers, there is no trouble in looking after all the requirements of customers. This policy of having a wide range of goods to show is carried out wherever possible and is featured especially in the enamelware department and in the stove section. These are two departments in which an especially large volume of business is done.

An Important Section

The front half of the second floor is devoted entirely to the display of enamelware and tinware. As will be seen from the accompanying illustration prospective buyers find themselves looking over a stock that offers endless variety. If a woman wants a large saucepan or a small one, or an intermediate size, there is one right out on the display tables for her to look at. Right alongside of it is another size or another style, while perhaps on a table somewhere close by she will find half a dozen other lines in which she is interested. This idea of keeping the goods right out before people where they can be quickly seen is one that has proved a big factor in keeping the stock moving. Besides the display tables a lot of goods are displayed on shelving and a lot of other lines, especially adapted because of their size to making a good window display for the windows on the second floor, are arranged where they can be readily seen.

Keep It Up-to-Date

"We have had most satisfactory results in every way from the display tables," said Reg. Butterworth, of Turnbull & Cutcliffe's to HARDWARE AND METAL. "Because we are located within close shipping distance of many of the manufacturers we do not have to carry a large stock. We aim, though, to keep it complete. Customers like to be able to look over a lot of stock and compare sizes and shapes and prices. Some women think they would like a white coffee pot, but when they see a blue one decide they would like that better. We aim to have both kinds for them to choose from. If there is anything new in any of the lines we want to be able to show it to them in the store. They like this sort of service and it helps maintain and also build up for the store good will. It not only brings the people back themselves when they want other goods, but they talk about our stock and our service to their friends. No matter what you sell, if people are satisfied they will talk about it, and this sort of advertising is most valuable."

Make Their Own

The tinshop business of Turnbull and Cutcliffe has grown to such an extent that it was found necessary to secure

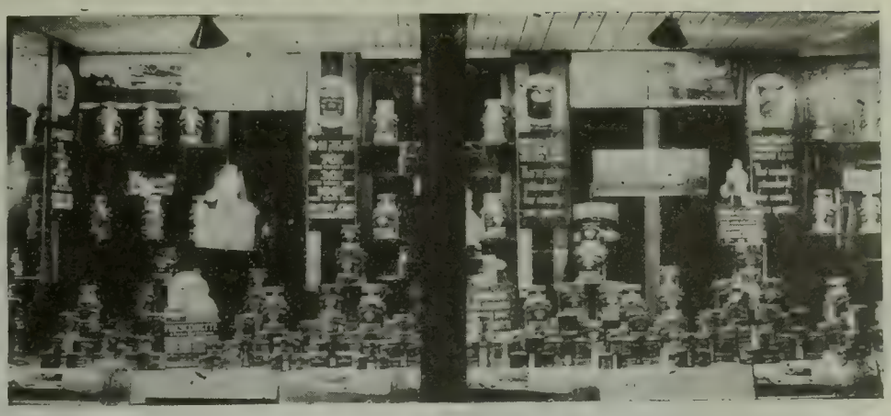


Here is an illustration of the very fine display of stoves and ranges on exhibition in the Turnbull & Cutcliffe store, Brantford, Ont. This firm find the stove department one of the largest and best paying in the store and always endeavor to keep the stoves looking their best. A small corner of the paint department is also shown and towards the back will be seen a very neat arrangement of harvest and garden tools.

special premises for it. Here the firm makes a great many garbage cans, wash boilers, tubs and other lines. By keeping their lines well displayed, not only in the store, but in the windows also, the sales have grown splendidly. In one day as many as seventy-five copper boilers have been sold. On an average 400 garbage cans are turned over each year.

Sell Many Stoves

Stoves are another big line with Turnbull and Cutcliffe, and sales will average about 300 each season in addition to from 200 to 300 oil heaters. The stove department is located in the rear of the store on the main floor. Every stove is kept in perfect condition, free of dust and all nickelled work shining. In this department also a feature is made of having a wide range of goods for prospective buyers to select from. The stove salesmen are posted on every point about every stove and can give all the information required and answer every question. This is an important matter, and taken in connection with the splendid stock from which selection may be made is a big factor in closing sales. If a buyer wants a stove with fancy trimmings he can see one immediately. If he would like one with or without a reservoir, both styles are there for him to see. The salesmen have all the talking points about what each will do and why, and can give a lot of information and suggestions that are appreciated by the buying public.



Turnbull & Cutcliffe, Brantford, Ont., are firm believers in the value of the window display. This is a display of paints which brought them in excellent results.

As will be seen from the illustration the stove department is splendidly lighted. This enhances the effects produced upon prospective buyers by the large and well-arranged stock of shining stoves. People, especially women buyers, like to shop in a store that is kept clean and where the goods are kept looking as if they received some care. This is a point that is never lost sight of in the store of Turnbull and Cutcliffe. While a lot of goods is shown there is no confusion or mussy effect about either the stock or the store.

The front part of the main floor is kept for display of seasonable lines. These are frequently changed around. One of the things usually prominent in the showing is a nice washing machine. The firm has been doing a good trade in these and sales some times run as high as 200 a year. Another good line is refrigerators. These are shown in all sizes. The firm also competes with the furniture stores in the sale of kitchen cabinets. Another line in which sales have been showing an increase is electric ranges.

Good Window Displays

The store of Turnbull and Cutcliffe is located on a corner and this gives the firm some splendid opportunities for window displays. Good use is made of the chances afforded, not only on the main floor, but on the second floor as well. The main display windows are dressed with great care every week and produce splendid results. The paint window reproduced in connection with



One view of the main floor of the store of Turnbull & Cutcliffe, Brantford, Ont. In the immediate foreground is shown a show case and also wall case, with silver and nickel plated goods, brass ware and kindred lines. Following is a neat arrangement of shelving, holding drawers in which are the many shelf lines found in the modern hardware store.



Here is one of the neatest and brightest house-furnishing departments it is possible to find in any hardware store. The entire arrangement is good, from the merchandise on the shelves to that arranged on tables within easy reach of every customer. This is another department in the Turnbull & Cutcliffe store, Brantford, Ont., which is showing rapid growth. The metal ceiling adds to the appearance of this department materially.

this article shows the attention the main windows receive. The firm has had a splendid season with paints and part of the success is attributed to the window displays that were used. The idea of service is fully carried out in the paint section. When a party comes in to talk about paint the matter is gone into carefully with him and the salesman finds out all about what is to be done. He is in a position to suggest this or that paint and tell why it should be used if the best results are to be obtained and he always finds out if there is an opening for selling one or more brushes.

Increased a Third

This season the firm did some special advertising with the object of boosting paint sales. As a general rule a space two columns wide and six inches deep is used in the local daily paper every Tuesday, Thursday and Saturday. Attractive electros are always used in connection with these advertisements. The results in all lines as a result of this advertising have been most satisfactory and as far as paint sales were concerned the business showed an increase of one-third.

The firm has kept close check on the results it obtains from its advertising and decided that advertising on Tuesdays, Thursdays and Saturdays was productive of the best value. Another interesting discovery that was made was that advertisements inserted on Saturday were quite equal in the results produced to any other "two" days in the week. The reason for this apparently is that many people read the paper on Sunday. Very often also the man of the house is home, and reads the ads. and talks things over and definite conclusions are arrived at as to what shall be purchased and then the buying is done promptly.

May Make British Goods in Canada

British Manufacturer Looks Toward Canada With New Vision — Changes Will Assist in Greater Production — War Creates Broader Views, Says Steel Company Officers

MR. BEVERLEY ROBINSON, president, and Mr. Hugh Kearns, managing director, of B. & S. H. Thompson & Co., Ltd., Montreal, have just returned from a four months' business trip in Europe. They visited the British Isles, France, Italy, Sicily, Switzerland, etc.

During an interview with HARDWARE AND METAL, Mr. Kearns stated that the attitude of the British manufacturers has undergone a very great change with regard to Canadian business. They realize now that they must be prepared to meet the conditions of the trade in this country, the unwillingness to do so in the past having diverted a very great proportion of the Canadian trade to Germany.

Labor—New Equipment

"British manufacturers freely admit that labor in the past did not get the share of profits which they should have, but this condition is largely accounted for by the competition which grew up among themselves. It is recognized that cheap labor in the past will not be available now, and to offset this many of the progressive manufacturers are installing new and up-to-date equipment in plants which had become obsolete.

The labor troubles have been serious, but Mr. Robinson and Mr. Kearns were told by a gentleman who had been on one of the Government committees which negotiated with organized labor during the war, that the labor leaders in England, contrary to the general idea, are extremely reasonable and patriotic men. Difficulty is experienced by these labor leaders in controlling their people at all times, but with this class of men directing labor, and the common sense of the British people, the labor situation would undoubtedly be straightened out.

May Build in Canada

A number of British manufacturers intimated their intention to manufacture in Canada in order to secure their share of our trade, and a great many people in the various walks of life, whom Mr. Robinson and Mr. Kearns met, intimated their intention of migrating to this country.

Great Britain is recovering much more quickly than the other countries which Mr. Robinson and Mr. Kearns visited. On the continent there is an extreme shortage of coal which is greatly hampering the return of commercial activity, and, of course, conditions there have been much more upset by the war than in Great Britain, because of their closer proximity to it.

Now that peace is definitely settled, an era of prosperity should be confidently looked for, our having become better known in Europe through Canada's wonderful record during the war will contribute to this.

WELSH TIN-PLATE WORKS CHANGE HANDS

Announcement was made at Swansea, Wales, recently, that a big tin-plate deal had just been arranged, the Grovesend Steel & Tinplate Co. having purchased the works of the Bryngwyn Steel & Tinplate Co., W. Lewis & Co., and the Cambria Tinplate Co. The purchase price for all three works is stated to approximate $1,250,000. This is considered to be the most important Welsh steel and tin-plate deal of recent years.

The Necessity and Importance of the Retail Distributor and his Relationship to all Other Industries

An Address Delivered by E. M. Trowern, Secretary of the Dominion Board of The Retail Merchants' Association of Canada, Before the Royal Commission on Industrial Relations, Appointed by the Dominion Government to Enquire Into Industrial Conditions, Which Met at Ottawa in June, 1919

ALTHOUGH the question of the increased cost of merchandise and the cost of distribution at retail may not be considered by your committee to properly come under the public enquiry that has been allotted to you to report upon, yet we feel that it is so closely related to the subject you have under consideration that we are taking the liberty of presenting to you a few facts on the subject of retail distribution as we see them, standing, as we do, between the producer, the manufacturer and the workman on the one hand, and the consumer on the other. So much has been said about the conditions of the producer and the manufacturer, and what is termed, for the sake of a better classification, the "working classes," and so little has been said about what is known as the distributing classes, that the whole subject has become confused and misunderstood.

Millions Invested

It is not generally known that there are many more millions of dollars invested in distribution than there are in either manufacture or production. It could not but be otherwise; merchandise must always be manufactured ahead of the immediate demand. Goods produced or manufactured in Vancouver are of no value to people residing in Halifax unless they are transported to the latter point. To do this, it requiries negotiation, purchase, transportation, warehouse facilities, retail facilities, etc., and final delivery to the ultimate purchaser in single items. A host of transactions take place before the goods are finally delivered. All these separate transactions cost money, and take time and intelligence, in addition to "capital," which cannot be regarded in any other light than "accumulated industry."

Present System Natural Development

We are quite aware that arguments have been put forth for centuries striving to discover some plan whereby goods produced or manufactured can be handed direct to the consumer, and to have the middleman—which means either the wholesaler or the retailer—removed. All efforts in this direction have been failures, and they always will be failures, because the present system has been a natural development that has grown out of actual necessity.

Prunes or raisins grown in South America or in Egypt are of no value to consumers in Ottawa unless they are brought directly to their tables here. No consumer would think of ordering such things direct, or having them shipped in small quantities; they must come in bulk. When they arrive they must be cared for, protected against weather and other conditions, sold to the retail trade, and distributed by them to their customers.

Property Value High

The value of the land and buildings upon which retail stores are situated, together with the value of the wholesale properties, exceeds in value and is more highly assessed than any other property in any municipality. Add the value of all the retail property in Canada together, couple with it the value of the stocks which are held waiting, ready and near at hand for the convenience of those who want the goods, and then add the value of all the wholesale property and merchandise to the retail property, and you have a volume of wealth that far exceeds the value of all our farming and manufacturing industries. This costly and expensive system exists because it is required and because there is no other legitimate system that can take the place of it. It has been found to be the most economic, convenient and elastic system that can be provided, and it has developed through necessity and experience. There is no practical proposal or scheme in sight that can take the place of our present system of distribution. It requires adjusting here and trimming there, but the underlying principles cannot be abolished. We are anxious to go on and develop it and make it more complete and convenient. This can only be attempted by those who practically understand the principles which guide and direct it. No improvement can come from any other source.

Retailers perhaps take their position in the economic scheme of things too much for granted. The campaign instituted by some of the daily newspapers to discredit their standing in the community is one which should awaken in the mind of the retailers a realization of their importance in the successful merchandising of goods. It is high time the retailers were organized into a body by which recognition of their just claims could be secured and opposition to any proposed legislation which would hamper their successful functioning be systematically opposed. Co-operation is seen in labor circles, in farmers' clubs, but the retailers sit calmly by and have to stand abuse at the hands of those who know not whereof they speak. The retailers cannot be successfully displaced, but their operations can be curtailed to a point where they cannot operate successfully. It is to fight against any such legislation that the retailers should be organized—the organization should be effected now.—EDITOR'S NOTE.

The Co-operative Society

All attempts that have been made by those who operate "Co-operative Societies" in any part of the world have proved to be nothing more than the old scheme of one merchant endeavoring to outwit his competitor by trying to tell the public that his goods and his system are far superior to those of his neighbor, whereas the so-called Co-operative Society system is clumsy in its operations, inferior in its service, and its methods of handing back so-called dividends or bribes to its customers have all the deceptive elements of the trading stamp scheme.

To those who are not acquainted with the problem of retail merchandising, and from the manner in which some of these co-operative societies advertise themselves, and their supposed superior methods, it is not surprising that those who are unfamiliar with the "tricks of trade" see some virtue in their proposals, but those who are thoroughly familiar with trade, and who are anxious to have all trade transactions based upon a sound, healthy, moral basis know full well that any system of merchandising that is based upon the placing of a higher price on any article to a customer, and then handing the increased price back as a bonus or a dividend or a bribe to secure and hold the trade, by or through any pretext whatsoever, is wrong in principle and commercially unsound, and it is for this reason that reputable and honorable retail merchants will have nothing to do with business methods of that character.

Not on Sound Basis

If the claims put forth by these so-called Co-operative Societies were true, and the principles upon which they are founded were correct, everyone conducting a retail store would adopt the same system, but the co-operative system is not adopted because the principles upon which they are founded are commercially unsound, and their methods can never appeal to those retail merchants who want to see the retail trade of Canada placed upon a higher plane.

An Important Duty

Believing, therefore, that we, as retail distributors, are an absolute necessity, and that our services cannot be dispensed with, w feel that we have an important duty to perform in every community throughout Canada, and we further believe that owi to our financial position, our absolute necessity, and our numerical strength in every city, town and village throughout Canada, that no question affecting what is termed the "working classes" or the "manufacturers" or "producers" can be intelligently considered without taking the great problem of distribution into consideration as well.

Circle is Complete

Retail merchants stand in a very unique position in every community. They reach out and take the goods from the producer

and manufacturer and hand them to the consumer. Every increase that is made to any article, whether it is through increased wages, the increased cost of raw materials, increased transportation, increased rent or the increased overhead expenses of every class through whose hands any product passes, is collected again by the retail merchant from the consumer. The higher wages go the higher will go the prices of the articles created by the wage earners. The circle is complete and no system of reasoning can alter this truth. The law of supply and demand is the basic law upon which everything is founded. The dearer goods are the less profit the retail merchant makes, as the demand is lessened, and his business turnover is, therefore, less.

High Wages—High Merchandise

In order that workmen can be able to purchase all those things that are necessary for their actual comfort, they must receive a salary more than equal to the value of the actual things required so as to enable them to lay aside sufficient for old age, etc. If wages keep climbing up, merchandise will go on climbing up, and there is no scheme that can be proposed that will prevent it. If wages climb higher on one class of goods than they do on others, the workmen will be limited to fewer classes of goods and their comfort will be affected thereby. If, for instance, a working man received twenty-five dollars a week, and with that sum he could pay his rent, buy groceries, meat, fuel, light, clothing, boots and other actual necessities, and his rent was doubled, he would be compelled to forego purchasing some of the other articles of necessity, and, having to do without these necessities, he would immediately become discontented. On the other hand, whatever necessities he economized on it would injure the retail merchant who handed those lines, and he in turn would have to undergo the same weeding out process as that undertaken by the wage earner.

Community Affairs Inter-Related

These simple illustrations are made for the purpose of showing how closely the affairs of every community are interrelated, and whenever one class is affected all classes are affected.

Our purpose in submitting these brief views on the problem of retail distribution, which is one of the most difficult problems for those who have had no practical experience in it to understand, is to point out that there is more capital invested, and more people employed in distribution than there is in production and manufacture combined, and that, in our opinion, no plan, no scheme and no device that can be suggested can ever alter it unless we turn our plan of civilization backward and all begin again to be tillers of the soil and makers of the things we use and require. No one would be satisfied to go back again to the simple life of making our own candles, and using flint instead of matches, and using a spinning wheel to make clothing out of sheep's wool. We have experienced life's comforts and we want them, and if we want them and must have them, we must pay for them. A meal provided in a million dollar hotel will always cost more than a meal provided in a tent. There is a price ticket on everything. The best things cost the most, and if we wesire them we must be prepared to pay for them or go without them.

An Advanced Age

To properly consider the subject we have before us we must take conditions as we find them to-day, and not as they were a century or two ago. To-day we have public school systems all over the world. Boys and girls, and men and women, have been educated to try and think. In every sphere of activity we see development. We find improved machinery in all lines of manufacture and production. We have labor-saving devices and we have transportation facilities that are unequalled in any age of the world. We have new devices for transportation, such as automobiles, automobile trucks, aeroplanes, bicycles, etc. In electric power and electrical devices we are in advance of anything in the history of the world. In telephones, telegraphs and cables, our advances are phenomenal, and all this with the many other new inventions such as gramophones, etc., which can produce the human voice, all these things have been brought about by those who have been educated to think, to diagnose, to investigate and to study.

While the thousands who have been giving their attention to the above commercial improvements have succeeded, another class has been thinking along other lines, but their thinking has produced different results.

What Lack of Commercial Training Reveals

It is said that a little learning is a dangerous thing. In many cases this has proven to be true. Not having had practical experience and an opportunity of giving any study to the great problem of distribution, the rock upon which thousands upon thousands of persons engaged in other walks of life become shipwrecked is where they venture out upon its dangerous surface. These persons who have not had a proper commercial training advocate among other things the following:

1. The abolition of the middleman.
2. Direct purchase and sale between producers and consumers.
3. Municipal trading in coal, wood, milk and other articles of common use.
4. Public retail markets to enter into competition with tax-paying retail merchants who carry vegetables all the year round, whereas consumers cannot buy vegetables in the market when the temperature is below freezing point.
5. Without knowing the unsound, commercial basis upon which so-called "Co-operative Societies" are established, they advocate their adoption.

Wrong Thinking at Root of Trouble

In our opinion, it is wrong thinking of this character that lies at the root of our present troubles and unrest to-day. The remedy for this false thinking lies at the door of the retail merchants themselves. Believing, as we do, that no intelligent system on earth can be devised to abolish the retail merchant, or whereby all means of retail distribution can be operated entirely by the State, and that all men must have the right to develop their own lives as they deem best for themselves, without injury or interference with the rights of others, it is our duty to make our claims known.

Retailers Here to Stay

We wish, therefore, to repeat again that the most difficult problem of all problems for the average student of political economy to understand is that of the distribution of merchandise at retail. It has puzzled wise men before corn was sold in Egypt, and it will puzzle wise men and social economists until the crack of doom. Retail merchants have been on earth for centuries, and they will be here for all time. You can devise no plan that will abolish them because they are an important and essential part of every community. They comprise the active, independent and free men of every municipality. Their chief desire is to be allowed to do their business on a sound, business basis and their chief enemy is municipal and legislative restrictions that are proposed to be placed upon them by those who do not understand the simplest principles of buying and selling.

Few Labor Troubles

As to the labor troubles of retail merchants, they have very few. Most of their clerks are their friends. A young man who enters behind the counter of the average retail merchant's store must take an interest in the business. He must be pleasant and agreeable with the customers of the store. The proprietor knows his habits, knows his Christian name; he calls him Bill or Bob and he interests himself in his work, and encourages him to develop his character. It has often been said, and we have never heard it disputed, that the best business college in the world for a young man to enter is behind the counter of an honest retail merchant.

Influence for Good

A retail merchant who places his name over his door and who is always before the public, has a stake in the community, and his influence is for good and not for evil. Strikes, lock-outs and hold-ups are never heard of in ninety-seven per cent. of the retail stores in Canada, nor will they ever be heard of, because each store has its own plan of paying wages or giving commissions on profits, or giving bonuses or increasing salaries according to the ability of the clerk to earn. No system of paying all clerks the same salary, even in the same class of trade, could ever be adopted, because the clerks themselves would object to it. The principle that exists, and which always will exist, is to pay clerks according to their worth to the firm. This is the only fair system and the only one that will give them an incentive and an ambition to some day become their own masters. In Canada to-day every young man who is ambitious and who is willing to devote his time and thought to the business of his employer in the retail trade can find an opportunity of advancing to the highest position in the store, or becoming a partner, or eventually entering into business for himself. The first thing, however, that must be done, and for this reason, chiefly, we are submitting this article, is to impress upon the public mind that the man behind the counter is performing equally as useful and important work in the community as the man behind the lathe or the man behind the plough.

Occupy Most Important Position

As retail merchants, in the past we have been too docile and too unconscious of our own importance in the community, and we have allowed all sorts of reports to be circulated by those who know nothing about the problem of distribution, being of the opinion that the public would not believe the statements made. In the future we hope to remedy this condition by taking our proper place in the community and insisting upon equal recognition with all other kinds of useful employment. As stated before, we occupy the most important position in the life of every well ordered community. We are here because we are required, and we will be here for all time, and there is no other system of distribution that can supplant us.

For this reason, if for none other, the Dominion Government must recognize that it is essential that no unfair or discriminatory legislation should be passed that will hamper our progress or interfere with our rights as free citizens. At the present time we welcome the opportunity to be able to lay before the special committee of the House of Commons, which has been appointed to investigate the cost of living, all the facts concerning the retail trade that we have in our possession, as we feel that the more we make our condition public the more the public will respect and appreciate us.

JAPANESE STEEL INDUSTRY

Japan is determined to become independent in its steel supply, and among the concerns already engaged in this industry, the Oriental Steel Co., which is incorporated for $25,000,000, began turning out its products in April. The works, which cover an area of 260 acres, are located at Tobata, one of the principal industrial centres of Japan, on the northern coast of Kyushu.

Making Tool Department Pay Its Way

Get the Goods Before the People Within the Store and in Windows — Make Every Sale Carry Its Own Profit—Montreal Hardware Man Sold Nearly 300 Adzes

"GET a profit on every article you sell," was the terse but forceful remark of H. A. Bernier, proprietor of the Bernier Hardware Co., 126 St. Lawrence Street, Montreal to HARDWARE AND METAL, whose Montreal editor called to discuss tool-selling problems.

The Bernier tool stock is a comprehensive one and its owner is an enthusiastic retailer himself, closely attending to the service he aims to give the buying public by supervising the selling. And in assuming a natural pride in tool-selling, Mr. Bernier has aimed to select good stock, a grade of tools that would carry satisfaction to the user and a "come-back" that all good merchants like to look forward to. Adherence to his various plans has convinced Mr. Bernier that it pays to map out a campaign, and then stick to it.

Meet All Comers

With regard to stock, it might be cited that the Bernier Company aims to meet all demands. This is done, as above referred to, by carrying a stock that will cover the real or anticipated needs of the trade. Machinists, carpenters, draughtsmen, and various other mechanics are catered to and the variety of tools which they are able to secure has served to make many permanent customers.

"Help and goods are two big factors," said Mr. Bernier. This implies that the hardware merchant has had trying times to face in securing and maintaining a permanent staff. Mr. Bernier had difficulties of this nature during the war, but, as with many others, these have now become less.

Tools, of course, were very difficult to obtain during the war, and while The Bernier Hardware Co. had its difficulties, it maintained a good stock and held its trade well, it was pointed out.

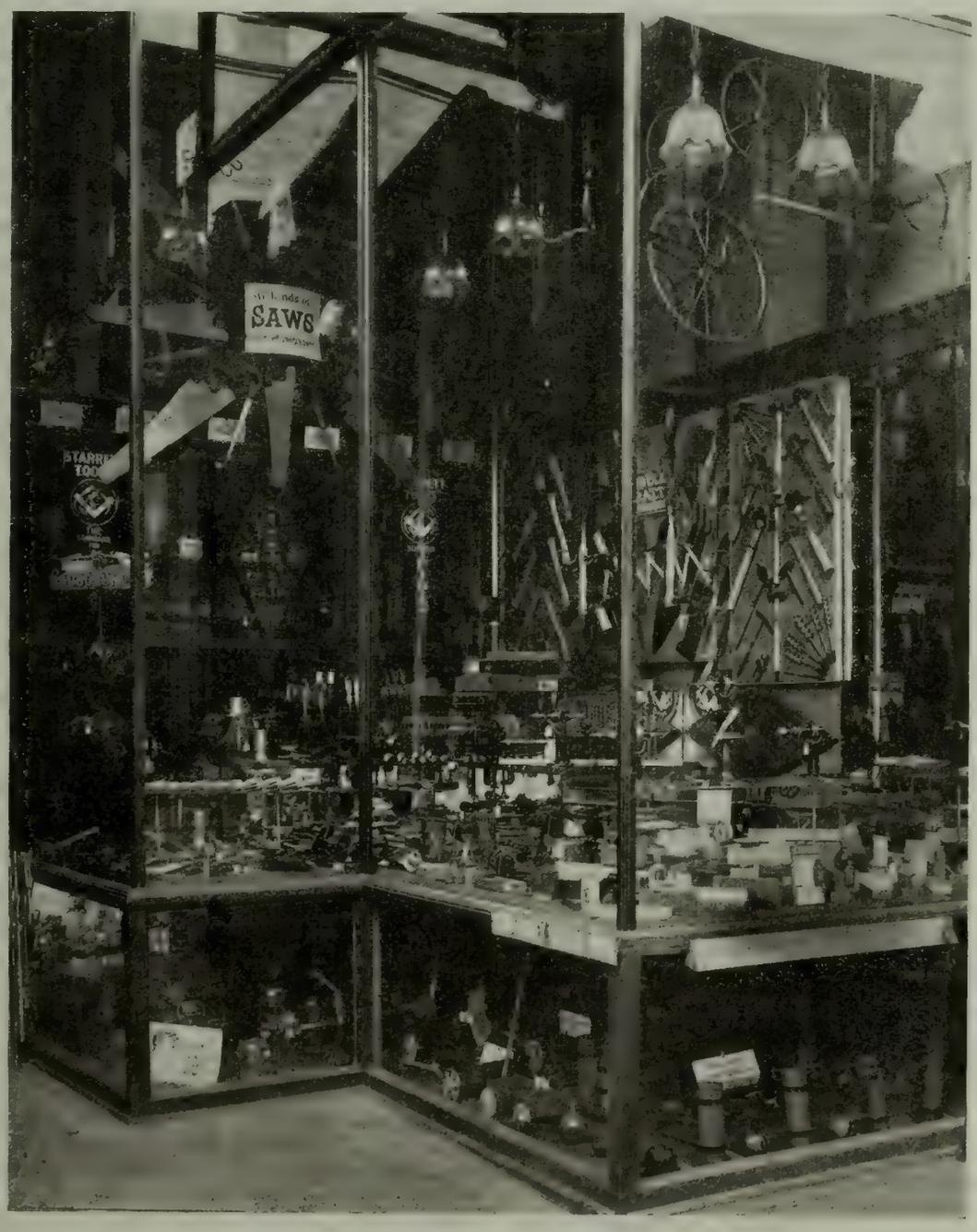
Not Under a Bushel

The accompanying photograph will serve to convey to the reader an excellent idea as to the advantage of display. Mr. Bernier dresses his own windows. He is, as a matter of fact, a prize winner at this art. That he has well-defined ideas will not be denied. The writer has passed his store frequently, and never on any occasion have these displays been poor or the arrangement neglected.

"The only time I can dress my windows is at night," said Mr. Bernier. "The best way is to decide the kind of goods one wants to show, have them cleaned and tagged, and then there is little loss of time and no delay in picking out what is wanted. Have everything ready beforehand, and this work can be done more quickly, and it is better in every way."

And so, in the store itself as well as within the windows, the tool stock is not hidden away but is displayed before the customer in the most appealing manner. Sales are traceable in many instances to having the goods placed well so that they will meet the gaze of every prospect. Drawers are sampled in the shelving, neatly and effectively. Larger tools, tool chests, circular saw machines, etc., are placed on the floor, on cases, or elsewhere as the need may be. The idea is that of placing the tools where they will be most likely to create a good impression. This done, the sale is the more readily made.

Referring to the intensive use made of the windows, Mr. Bernier has always made every nook and corner work night and day. To this end the space beneath the main windows is used and displays are made there regularly. These are frequently changed and



One of the universally excellent window displays of tools of the Bernier Hardware Co., Montreal. Not only is the window proper taken advantage of but the space under the floor of the regular window is also utilised to advantage. "Good goods and get a profit," this hardware merchant says—there's something in it too.

through the arrangement of small incandescent lamps, the night effect draws attention of the passersby. Suitable covering of the floor of the window is made, staging of various heights being used and when completed, each window is very attractive and earns its own share of the rental.

Big Sale of Adzes

In referring to definite sales, Mr. Bernier spoke of the class of goods that had been in brisk demand during the war. Some lines were naturally in light demand, but, in accordance with the speed-up ship-building program of the Canadian Merchant Marine, ship-builders' tools had been very active in point of sales.

"We sold about two gross of ship adzes," said Mr. Bernier, "and they were the very best we could buy. The pattern we secured was just what the ship carpenters wanted—they would have no other, in fact, and the greatest difficulty was that of getting enough of them. They were quite willing to pay the price, but wanted this particular make and pattern."

Of course, now that ship construction has somewhat declined, this business will not be so brisk. But it does serve to show that the aggressiveness of the Bernier Hardware Company resulted in securing a large amount of business that was profitable and most acceptable while other tools were inactive as sellers.

Buying and Selling

Mr. Bernier approves of the principle of right buying. For instance, he stated his ideas regarding payment for merchandise bought.

"Paying cash is a good policy. It results in more careful buying; it also keeps me in closer touch with my stock. A man will know whether he has a stock of a certain item before he buys more if he is paying cash for it. Then, too, it gives him a better name and if a better price is obtainable on a line of goods he is more likely to be offered it by the house he is dealing with."

As stated at the beginning, Mr. Bernier believes that the merchant should get a profit on every article sold. To ensure this, he adds the selling expense to the cost of a given article before the same is marked. This is ascertained by referring to the records of expense for a previous period, the year just finished. For instance, through the working of this plan there was no guesswork. A profit was always assured.

"We turn our stock about five times in the year, in normal times," continued Mr. Bernier. This has kept up pretty well although tool sales have dropped somewhat." As a general thing, it was pointed out that tool sales, in normal seasons, would total about thirty per cent. of the total hardware sales. During the war period, much of the business in tools was done with men working on munitions. Calipers, micrometers, gauges, etc., were all big sellers.

Summing up, Mr. Bernier concluded—"There is no reason why a retail hardware man should fail to make money these days. I know of several cases where large net profits have been made the past year."

Says China Offers Great Possibilities for Export Trade

Commissioner Ross Tells of Hardware Lines Needed and Says That Canadian Goods Will be Given Every Consideration, But Must Meet British and American Competition

"IF Canadian firms go after business and are prepared to meet keen competition from British and American houses, there is a lot of business to be had in China in all lines of hardware, and especially in the cheaper lines," stated Dr. J. W. Ross, Canadian Trade Commissioner in China, in an address given before the staffs of the various Maclean publications outlining the situation existing in the Celestial Empire today.

Mr. Ross pointed out that China with a population of more than 400,000,000 people offers tremendous possibilities for export trade. He predicted that within 25 years the nations of the world will be tumbling over one another in an effort to get China's business. Canadian products, he stated, will be given as favorable consideration as those of any other nation, but Canadian firms must be prepared to face keen British and American competition.

Want Cheaper Goods

Many of the lines of Canadian hardware goods, he stated, are too well made to be sold in China. Many of them contain more metal than is required, or are more highly finished than is necessary for the Eastern market. Mr. Ross stated that there are two classes of buyers in China. The average man who makes at the outside not more than forty cents a day and those behind the large public and Government works such as new docks, railways, etc. One of the drawbacks commercially in China at present is the lack of railways. One of the largest and richest provinces with a population of 60,000,000 people is situated 600 miles in the interior, and as yet has no railway connection. Each year, Mr. Ross said, sees improvement in conditions and the Chinese are adopting Western ideas more and more. There is any amount of rich country, both agricultural and mineral, which will be developed in the years to come. At the present time British firms are supreme in the field in mining and engineering operations.

Study Conditions

Mr. Ross urged all those who are contemplating doing business in China to make a close study not only of the requirements of the markets but of the methods of doing business there. There is room, he said, for great improvement in methods and a splendid opening for any firm that will carry a stock from which the needs of the buying public can be quickly supplied. At present, he stated, a great deal of business is lost because dealers carry only small stocks and if anyone comes in and asks for a quantity of goods they have to cable for them. Chinese firms, Mr. Ross stated, will take an agency for anything, and many of them sell any number of different lines. If anyone specialized in hardware lines and put in a complete stock of the kind of goods that will sell in China, there was, he said, good business to be done. Many of the firms have been selling largely from catalogue, not even bothering to carry the stock. Mr. Ross stated, however, that the time for this kind of business is past.

Lines in Demand

Very light, cheap stoves, corrugated iron roofing, very light, cheap enamelware, and hardware lines suitable for building should sell well, Mr. Ross said. To meet the average man's purse they must be inexpensive. Here, he said, the Germans before the war were making great progress as they turned out an enormous variety of cheaply made goods that found a ready market. The Japanese are endeavoring to get into the Chinese market, but so far their goods have not been of sufficient quality and have not been well received. There should be a good demand for such lines as steel bars, corrugated sheets, galvanized sheets, tin plates, galvanized wire, wire nails, locks, bolts, and hinges. Horse nails, he stated, are not required.

Form Combinations

Mr. Ross thought good results might come if Canadian firms were to go after business collectively, form combinations and send a representative to China who would go into trade matters personally.

"Canadian firms," he said, "cannot expect to stay 10,000 miles away and dangle the goods at the Chinese and expect to get business, especially when the British and American firms are going keenly after it. This question has not been taken seriously enough. It is a big one, and one which offers great possibilities. The European needs at best are going to be only temporary. In China is one of the greatest markets in the world and it will be permanent. It is worth going after and Canada should get her share of the business."

What Hardwaremen Are Doing

How Dealers From Coast to Coast Are Going After Trade

Hendershot Hardware, Mount Forest, Ont., are urging customers to save money by buying coal oil for 21 cents in barrel lots instead of paying 25 cents per single gallon. An illustration is shown in the ad. of a steel oil barrel. Alongside of it under the heading of "Automobile Accessories" is shown a cut of a repair outfit and in connection with accessories the firm says: "This department of our store has had phenomenal growth because we know what the auto owner needs promptly at prices that carry with them considerable savings." In closing the ad. is the following: "Speaking of courteousness we have never had to dismiss a single salesperson from our store because of the lack of it. Each person that waits on you is made to feel so interested in our business—and yours—that the resultant courteous treatment you receive is a pleasant part of our service which has been widely commented upon."

* * *

B. O. Parker & Co., Strathroy, Ont., under the caption, "Snaps in Summer Supplies"—show an illustration of a refrigerator and announce a special "Two only, to clear at $15 and $18." The ad. reads further: "Now that the preserving season is on no doubt you will require some extra kettles, sauce dishes, etc. Our CASH SYSTEM has proven to be such a success we have decided for the next two weeks to give 10 PER CENT. OFF on all cash purchases of graniteware. Now is your chance to get a supply of these goods. Below is listed half a dozen leading lines with sizes and prices given. The ad. also says: "We have on hand a good stock of hay-making tools at reasonable prices." Several lines are listed also, pure powder arsenate of lead at 50 cents a pound and Paris Green at 65 cents. In display type, the bottom line of the ad. reads: "We give 2 per cent. off on all spot cash purchases. Book accounts three months net."

* * *

Silvester Bros., Stouffville, Ont., in a double column ad. six inches deep, show two illustrations, one of a man admiring a nice lawn mower, and another of an individual taking it very easy in a hammock. The ad. reads: "A neat lawn adds a great deal to the appearance of your premises and to the pleasure of your farmily. We have large wheel, easy running, self-sharpening lawn mowers with which to make a good job." "Take It Easy" once in a while in one of our comfortable hammocks, $3.50 to $8.00.

* * *

McPherson Bros., Medicine Hat, Alta., announce in large display type: "It will cost you nothing to try the —— hand vacuum cleaner in your own home. We claim it will do better work than any other cleaner on the market —hand or electric—regardless of price. GIVE US A CHANCE TO PROVE IT. Price $15.50." An attractive illustration showing a woman operating one of the cleaners accompanies the ad., which is two columns wide and set with a neat border around it.

* * *

O. B. Henry & Co., Drayton, Ont., use a double column ad. nine inches deep to announce: "Our Annual Summer Sale ending July 12." Binder twine and rope are featured with prices given in large figures and the comment: "Don't compare this rope with the rope that is sold by the ordinary hardware man—investigate. You will find that we can save you money. Farm fence is also mentioned with the comment: "Further stock of this has just been received. Just read an article on the tariff this morning. You may look for higher prices very soon." Don't delay your purchases. Club bags, trunks, suit cases, a wide assortment of prices. No trouble to show goods. In the heat of summer don't forget to varnish your linoleum. Ask for —— varnish."

* * *

Box Bros., Belmont, Manitoba, in a three column ad. nine inches deep, state that their store is headquarters for automobile supplies, also that they sell water tanks in all sizes. Wire cloth for screen doors and windows and poultry netting is also featured, also screen doors and windows, prices being given in large figures of all sizes. Pumps for every purpose are offered including lift pumps for house use, double-acting force pumps for deep wells, stock pumps for wells up to fifty feet, and cistern pumps.

* * *

Ashdown's, Calgary, Alta., in an ad. three columns wide and 18 inches deep, list: "Ashdown's Half-Day Bargains for Wednesday." "Better grade refrigerators at very low prices" leads with a cut of a refrigerator shown and prices given in display type. A special offer with each refrigerator is a strong drip pan free of charge. The ad. is profusely illustrated and includes such bargains as vacuum carpet sweepers at $6.89, a 30-pound home scale special at $5.89 per set, smokers' ash trays at 13 cents, string bags for shoppers, table oil cloth, canning season supplies, ready roofing for chicken houses, barns and outbuildings, 50 feet of ½-inch hose at $7.50, galvanized water pails at 57 cents, copper bottom wash boilers at $4.70 and pulley line outfits.

* * *

J. E. Clipsham & Sons, Limited, Gravenhurst, Ont., feature fishing tackle under the caption: "Our fishing tackle is the kind you want." The ad. says: "Did you ever break a hook or line when Mr. Big Fish was on? You will not 'lose your religion' if you go fishing equipped with our 'A1' tackle, for when a big one tackles your bait, our hooks, lines and poles won't break. Our tackle's the best, it stands the test."

* * *

Lames, Walker Hardware Co., Limited, Montreal, under the heading "Vacations and cameras should go together," list a number of sizes of cameras giving prices in each instance. An illustration of a camera ready for work accompanies the reading matter.

* * *

I. N. Allen, Glace Bay, Nova Scotia, in a single column ad. six inches deep, which contains an illustration of a kitchen range, announces: "Just Received a Carload of New Stoves, $58.00. Why worry when you can get a new stove on your own terms?"

* * *

R. L. McNaughton, Craik, Sask., in a double column ad. six and a half inches deep, says: "It is better to be safe than sorry. Protect your buildings with the —— system of lightning arresters, the system that the insurance companies indorse. We back the guarantee with the company that makes the goods. Ask for our prices. They are lower than usual."

* * *

Geo. Stirrett & Son, Toronto, are sending out to the people in their district this week a folder in which is listed a large number of everyday articles needed in every home. Each article is illustrated and the price given in plain figures beneath. On the opposite side are listed water power washers, solid rubber roll wringers, lawn mowers and garden hose, also screen doors and furniture polish.

EDITORIAL COMMENT

DASTARDLY PLOTS

THE startling revelations of proposed "revolutionary plots" now being unearthed by the Dominion Police and Northwest Police, and which will no doubt be made public at a later date, will bring the Canadian people to a stern realization of the state of affairs existing in some centres of Canada. Perhaps some of the uninformed scoffers who for months pooh-poohed the warnings which appeared in various MacLean publications will now realize that the MacLean papers had the facts and were not printing fairy tales. Many of the former critics of articles in the MacLean papers, realizing now the true situation, have become our warm friends and supporters.

THE SERVICE THEY PERFORM

IN commenting on the operations into the cost of living now being conducted, the *Financial Post* says:

The investigation into the cost of living seems to be devolving into a contest where one faction endeavors to place the blame on another. The convicted profiteers in the last analysis are likely to be those who have the least number of friends, no matter how little justification there may be in fact. As a class, however, wholesalers and jobbers seem likely to suffer more than retailers or manufacturers because they have difficulty is justifying in the public mind their existence. The manufacturers may be charged with making excessive profits and the retail system criticized for the large margins involved, but they both render a service which the consumer understands. It is different with the wholesalers and the jobbers.

And yet as a matter of fact the wholesaler and the jobber are just as much a part of our present system of production and distribution as the maker or the final seller. The best proof of the necessity for their existence, after all, is that they do exist. The person who will make the statement recklessly that they merely increase the price to the consumer by the extent of an additional profit—or words to that effect—has no conception of modern merchandising machinery and no understanding of the spirit of competition. If the average wholesaler or jobber did no more than many people think he does then many of us would soon be wholesalers or jobbers.

The usual argument against the middleman is that the manufacturer and the retailer could get along without him. Experience has proven the contrary. The average manufacturer finds it more efficient and less expensive to work with middlemen than to perform the services for himself—and he knows. He would have to organize and manage a sales force for his single or several lines. A wholesaler or jobber handles hundreds of lines at a much less comparative expense. At the same time there is a much better service for the retailer, who can secure from the middleman small lot orders which would be expensive for the manufacture himself to handle.

When the middleman is also an importer the added service rendered is not hard to understand. In this connection we note from a recent bulletin of the Department of Trade and Commerce at Ottawa the following statement by Henry B. Thomson, now in England, for the benefit of Canadian manufacturing exporters:

> "It is far better and cheaper for a Canadian manufacturer to sell to a big distributor in Great Britain who covers the country by his own agents and who has his own connections than for him to take a large number of small orders direct. The big distributors are responsible people and will push the business."

The argument will be raised that the mail-order houses are doing much to eliminate the middlemen. Yes, they are doing something. And when some other equally efficient system is evolved more will be accomplished in the same connection. But until everybody wants to buy by mail or some other more efficient machinery is invented the wholesaler and the jobber will continue to justify themselves as adjuncts of the manufacturer just as the retailers are doing.

NECESSITY OF RETAIL DISTRIBUTION

ELSEWHERE in this issue will be found an article dealing with the necessity and importance of the retail distributor and his relationship to all other industries. It is one all retailers should read carefully and which should suggest the necessity of getting together to put forth the concerted action that may be essential to maintaining the retailer in his rightful place in the scheme of merchandising.

The Cost of Living Committee investigation is "passing the buck" to manufacturer, jobber and retailer and giving no single one a fair chance to

explain his position in the sphere of commerce. The "middleman" is coming in for criticism from the daily papers, which display an almost unbelievable sense of ignorance and prejudice in the handling of the subject of merchandising.

Concerted action, then, on the part of the retailer is essential to forestall legislation which may set the merchants back for many years to come. United effort can be made to place the position of the retailer clearly before the people. The retail merchant has nothing to fear in a free exposition of the place he should and does occupy in the life of any community, unless it be in his too-easy-going methods of catering to the consumer. We would say to all retailers—get together and do it now!

SOME SPLENDID SALES

THE past five weeks of unusually warm weather have resulted in hardware men doing a splendid business in electrical goods. Sales in electrical utilities for wedding presents are reported unusually numerous and as a result of the flights the mercury has been taking new records have been made in many stores in sales of electric fans. The hardware men have been going after the electrical business with their usual vim as a result have cashed in on it. As a result in some quarters wails may be heard from electrical dealers who do not think the hardware men should have invaded their field. Remarks of this kind are not troubling the aggressive dealers. On the contrary they are going after the business harder than ever. There is a big and ever widening field for the hardwaremen in all lines of electrical goods. Significant reports come from many of the manufacturers of electrical washing machines. They state that sales are showing a tremendous increase. Some of the American firms are so rushed with orders for electrical washers that they cannot begin to make shipments in anything like reasonable time. Those who are watching the development of the electrical washer trade in Canada predict that it will not be very long before there will be a washer in every home because women will look upon them as of as much a necessity as a sewing machine. Speaking generally there is not the slightest doubt that electricity is here to stay and that in the years to come it will be used far more extensively than it ever has been. All this opens up a most promising vista to the hardware dealer. Many of them who have been seeing what is coming have been busy with the result that they have laid the foundation for splendid business.

BUILDING WILL BE BRISK

BUILDING returns from all over the Dominion show a steady expansion that is perhaps one of the best indications of what is to come. Those who are closest to the building trades predicted that there would not be any tremendous rush of building at the close of the war, but rather a gradual resumption of activities. Those who took an opposite view were inclined to believe that those who were going to build would try to cram all the work that has been held back for the past four years into this summer. The first view is proving the correct one. Labor conditions and high prices as well as difficulties in securing many materials have caused many to go slow. This year will, however, see a lot of building. The statistics show a steady increase in the amount of construction that is actually under way. The normal building stride, however, will not be reached until 1920, according to those who have been studying the situation. By next spring they look for an activity that will be as great as that of the days before the war and after next year they are looking for continued activity and perhaps the making of new building records. All this means a lot of good business for the hardware men and the development is already well under way.

WHAT A BILLION MEANS

THE majority of Canadian merchants can remember when almost all figuring was done in hundreds and thousands of dollars. When the word million was mentioned it was generally in connection with some big deal or some very wealthy person like John D. Rockefeller. This is not so very long ago, and business men could usually visualize and get a pretty fair general idea of the amounts in which they were talking. The last five years, however, has changed this whole situation. With the war the mention of "billions of dollars" became as common almost as "thousands" was before and one of the results has been that the great majority of people has lost all idea as to the vast amounts of money represented. They know that a billion is a lot of money and that when it is stated that Germany must pay so many billions indemnity or that the war cost the Allies so many billions it runs into huge figures. Some small idea of just what one billion means, not to say anything about billions, may be gained when it is understood that if a merchant had one billion dollars he could employ 1,000 clerks and pay each one $5 a day for a little over 542 years. Machine guns fire five hundred shots a minute. If a person had a billion dollars and shot them through the machine gun at that rate he could fire night and day for three years, nine months and twenty-five days. Or if you had one billion one dollar bills and fastened them all end to end you would have a strip almost 118,500 miles long or more than four and a half times around the earth. Try and figure this out and then think over how you would like to have to pay Germany's war debts.

Salespeople of To-day and To-morrow

Some Facts on Sales and Salespeople, and on What Salesmanship Means—The Vital Points in Handling Customers

Hardware and Metal's special report of the third lecture by FRANK STOCKDALE

THIS is the third of the addresses delivered by Frank Stockdale, the noted business expert, in connection with the Saskatchewan R.M.A. Convention, as reported by the special representative of HARDWARE AND METAL.

The concluding address on "Meeting To-Day's Competition," which will appear next week, deals with some interesting points. The flypaper stage of business is passed, is Mr. Stockdale's contention in this lecture, customers no longer light and stick. He examines the nature of the competition and points out that it is not all from the Mail Order House. The need of studying conditions and evolving new methods. Limit the stock, but give the assortment. Our competitors are winning out because they are giving thought to the business, and the remedy is obvious.

THIS is a very important subject because the sales people are the front line forces of the retail business. They occupy the front line trenches between the counter and the shelves, and if they have not got the morale they require they will not "go over the top." If your store disappoints the customer he or she will be disappointed with your whole institution to a greater or less degree. We must realize that one of the most important things is to look after the front line trenches. The war has proved that no discovery during war time took the place of infantrymen who went over the top. The need was for man-power. Your store cannot battle successfully to-day with the competition it has to face unless it is equipped with the right kind of man-power, and that is the power of the salespeople behind your counters."

"It takes a lot of preparation to fit the soldier for modern battle. Modern warfare is not so far ahead of modern business. Soldiers must be put through months of training, even then they are not equipped, for years of training are required. The evolution of business is such that if you are eventually going to compete you will have to have your salespeople trained. Salespeople of to-day and to-morrow will be trained salespeople. It is not a waste of money to train salespeople, and very few are born salesmen.

The Imperative Need of Training

"If soldiers were going into battle against soldiers who were not trained they would not need to be trained, but your salespeople are in direct competition with the best in the country. The customers who come into your store are coming direct from dealings with trained salespeople in other stores, and they compare your salesmen with the trained and the best ones who have waited on them. You are being compared with the best, that is the reason the customer is particular. Some say customers are getting very particular and harder to please. Some merchants say salespeople are not as good as they used to be. I believe salespeople are better than they were, but their job is a great deal bigger because their competition with trained people is so great. You perhaps lose more customers because of the service your salespeople render than from any other two causes.

"Salesmanship is a big job. If an electrician makes a mistake he blames it on anything which is not understood generally; if the doctor makes a mistake the customer dies, and the blame is laid at the door of some unknown disease, but if the salesman makes a mistake he is the big loser."

A definition of salesmanship, given at this point, was as follows: "Salesmanship consists in acquiring a psychological ascendency over the mind of your customer."

When a Sale Happens

Mr. Stockdale stated that one merchant had remarked that he would like to know "when a sale happens." The reply from another merchant was as follows: "A sale happens in my store when a customer leaves the store after having bought more goods or better goods than he or she intended to buy. Otherwise the customer has just been "waited on."

"Negative salesmanship is where the salesman does not sell as much to a customer as he or she intended to buy when entering the store," continued Mr. Stockdale. "The people who work in retail stores are divided into two classes, store waiters and salespeople.

"Clerks, waiters and bar-tenders were listed together as non-essential occupations for the purposes of the draft system in raising the United States army. While this classification is in part insulting to the retailers, yet it is unfortunately only too true, in a great many cases."

Mr. Stockdale spoke of the type of merchant who thinks he is performing a great feat of salesmanship when, owing to his failure to stock a particular line of goods for which the customer asks, he is able to sell other goods to the customer in their place. Regarding this practice Mr. Stockdale pointed to the dangers of substitution.

"What is the thing you sell in your store?" asked Mr. Stockdale. The correct answer was "service." "The thing the customer wants to have is satisfaction. Service is necessary to satisfaction. You may render service but if it is not of the right kind there will not be satisfaction.

Viewing Transactions From Both Sides of the Counter

"Our mail order houses in the United States are big and powerful as yours are. The head of one of the large mail order firms was asked the reason for the success of that particular business. His business has exceeded the record of $1,000,000 of orders in one day. His answer was as follows: "The success of this institution is built on the fact that we endeavor always to view the transaction from both sides of the counter."

"Your customer lays down his money on your counter for satisfaction," added Mr. Stockdale. "The home plate of every sale is satisfactin, and if your service does not take you around to the home plate you will be left on the bases and will not score. Satisfaction consists in bringing the right goods and the right people together. You must know the goods and know the people. The first job of a salesman is to know the goods, but after that he must study the people."

At this point Mr. Stockdale referred to the point, "The customer is always right," and issued a warning that if the customers were not always right they soon became other merchants' customers. "We have to acknowledge that some of them tell the plainest lies. If you will look for honest people you will find however, that the proportion of dishonest people is very small and very few will come back time after time and try to get the better of you. Give this class of customer plenty of rope and he will be shamed.

The Folly of Argument

"Don't argue with your customers. You will never sell anything through argument. Real salesmanship avoids arguments. Do not try to convince the customer or a controversy is bound to ensue. The salesman who starts in to contradict the customer makes a big mistake. I have observed a lot of salesmen who get overconfident in sizing up a customer, and I find that many of this type are missing many sales. It is difficult to sell one article after having

gone the limit in sales talk on another article, and this is the danger if you make a mistake in sizing up what the customer wants before you know."

"When you try to sell a customer something they do not want they forget to come back to your store again. Be careful of over-insistence. Lead the customer instead of trying to drive. We are apt to size the customer up according to our standards instead of according to their standards.

In referring to the customer who comes into the store and says that he or she is "just looking," Mr. Stockdale gave the following illustration:

"A Woodstock, Ont., merchant told of a lady who came into his store to look at certain goods which she was thinking of buying in the Fall—some few months later. The salesman explained that they would have some better lines in at that time, and suggested that she delay looking until the Fall, and then visit the store. The lady in question went to another store in town, and by the exertion of salesmanship was induced to buy goods on the spot.

Mr. Stockdale gave another illustration of how some merchants take much for granted and make a mistake in sizing up customers. He referred to the travelling salesman, who often makes purchases from merchants whom he usually visits in a business way. The point was emphasized that many merchants mistake good customers for salesmen, and do not give them even usual attention.

"The merchant who will not pay the greatest attention to the travelling salesman reaps his own reward," added Mr. Stockdale.

People Learning to Shop

"Merchants should also give customers the same attention when they do not buy as when they do make a purchase." The 5, 10 and 15c store is teaching the people to shop. We are developing a nation of looker-shoppers. It is there they are getting their education.

"The customer who comes in to buy a 10c article should be given the same attention as the one who comes in to buy a $10 article. Take care of the people who come in to look. Don't let any lookers come in to your store, as far as your treatment is concerned.

"The attention you give to Mrs. Brown has a greater influence on your store than you imagine. Mrs. Brown takes a lot of your time and buys very little, and she is hard to wait on. When you take this attitude towards customers you are making the mistake of your merchandising life. You may call this customer what you please, but Mrs. Brown corresponds to the baseball fan. She is the store fan—what would baseball be without the fan? Mrs. Brown knows more about the merchandise than the clerk behind the counter. She asks questions which are hard to answer. Mrs. Brown belongs to all the clubs in the town and attends them regularly. Don't forget the stores are well discussed at these meetings. The reputation of your store is made or marred right there. Mrs. Brown is sending customers to your store or away from it. Get Mrs. Brown boosting for your store.

"A satisfied customer" is the greatest advertisement. Mrs. Brown is satisfied or is a dissatisfied customer who gives much of her time giving word of mouth advertising.

"Whenever you think of salesmanship you think of certain clerks who are born and not trained. If you have the right foundation salesmen can be developed through experience, and if you do not have the right foundation you cannot develop a salesman. The study of the science of salesmanship is a good thing.

"The person who stands behind the counter to-day and succeeds is the person who really wants to serve the customer, the salesman who has the spirit of service. How many can say that their customers feel you like to serve them? If they feel that way they will come back to your store, but you must have the service spirit in your salesmanship.

"Don't forget the Biblical quotation: "He who would be the greatest among you let him be the most willing servant."

Fine Shelf Hardware Display



One side of the spacious hardware store operated by Box Bros., in Souris, Man. One of the strongest features of this store, which is one of the finest in Western Canada, is its 42-foot cabinet, shown in the background of this picture for the reception and display of small hardware. All of the hardware samples are enclosed behind glass, which gives an exceptionally trim appearance, and at the same time preserves the stock always fresh, shining and attractive. Moreover, the stock samples are thrown prominently into view by this method, and present a constant lure for customers. A display of electrical appliances is made in the showcase in the foreground.

PROPOSED BIG BRITISH MOTOR COMBINE

Arrangements have been completed for an amalgamation of interests between the Armstrong Whitworth Co. and the Siddeley-Deasy Motor Car Co., of Coventry, England, according to the United States trade commissioner, but whether this will be in the nature of a complete absorption or merely a controlling interest is not yet stated. Particulars of the financial and other details are expected within a fortnight.

The Siddeley-Deasy factory covers a area of twenty-five acres and employs between 5,000 and 6,000 hands. During the war it produced the engine known as the Siddeley "Puma," which was adopted by the British Royal Air Force as the standard vertical 6-cylinder water-cooled engine and is in daily use in the air service. It is understood that the greater part of the Siddeley Works is now to be devoted to the production of large quantities of a new 6-cylinder motor-car, to be known as the Siddeley Six.

The "London Times" states that the Armstrong Whitworth Development Co. was formed primarily for the purpose of securing commercial engineering works, as distinguished from armament works, in which it had specialized particularly with a view to linking up allied concerns for reconstructional development; and the effect of the proposed combine will be to consolidate its various interests, thus enabling the Armstrong Co. to carry out the work in all branches of engineering.

EVENTS IN THE TRADE

Business Changes

Leamington, Ont.—Lenden & Cook have succeeded H. Lenden.

Mount Dennis, Ont.—W. F. Moon has purchased the hardware business of J. G. Marshall & Son.

Obituaries

The death occurred in the Western Hospital, at Toronto, of John Moffatt, aged 81, for many years a traveller for Clare Bros., of Preston, Ont. Mr. Moffatt was a native of Galt, Ont., but resided in Kitchener for 40 years. Recently he had resided in Toronto, where he was engaged in manufacturing a smoke consumer and fuel saver which he invented.

Following an operation in a hospital at Rochester, Minnesota, the death occurred of L. T. Hunt, of Thorold, Ont. Mr. Hunt was for many years in business at Alvinston, Ont. Ten years ago he went to Thorold, and with his son, W. H. Hunt, took over the hardware and plumbing business of the late C. N. Stevenson. Mr. Hunt had been in poor health for the past two years.

Personals

W. V. Gillespie, London, Ont., representative of Brandram-Henderson, Ltd., is spending a few days in Toronto.

R. T. Kerr, accountant at the Toronto branch of Brandram-Henderson, Ltd., spent the holiday at Lake of Bays.

A. S. Hadden, who returned recently after serving overseas, has resumed his duties in the hardware department of the Cowichan Merchants, Ltd., at Duncan, B.C.

R. M. Mowat, who has carried on a hardware business in Trenton for the past thirty-eight years, has decided to retire. Mr. Mowat came to Trenton from Kingston in 1881. Mr. and Mrs. Mowat will make their future home in British Columbia.

John D. Duncan, secretary-treasurer of the Renfrew Machinery Co., Ltd., Renfrew, Ont., has sailed for Scotland and will remain there until October. His duties are being filled by Mr. Dean Dewey.

Trade Notes

The Levis File Co., Ltd., Levis, Quebec, has been granted a charter.

The Quebec Asbestos Products Co., has been registered at Quebec City.

The Liberty Pressed Metal Company, of Kokomo, Indiana, has absorbed the Conron McNeal Company, manufacturers of roller and ice skates.

The Percival Plow and Stove Co., of Merrickville, Ont., plans to enlarge its plant.

A winding-up order has been granted for the Graphite Products, Ltd., Montreal.

Work has been commenced at Oshawa, Ont., on a new factory for the Spring and Axle Products Co.

The Electric Tin Products Company has been granted a Dominion charter and will locate a new plant for smelting tin at Brantford, Ont.

J. Wiss & Sons Canadian office and warehouse is now located at 62 Temperance St., Toronto, the firm having moved to larger quarters from Spadina Avenue.

Owing to delays caused by labor troubles it is stated that the big plant which is being erected at Granville Island, Vancouver, for the Morrison Steel Co., may not be in operation before August 1.

Montreal News

Mr. McCrae, of the American Pencil Co., New York, was in Montreal last week.

T. F. Shurley, of the T. F. Shurley Co., Lt., St. Catharines, spent a few days in Montreal last week.

W. S. McLennan, general sales manager, Brandram-Henderson, Ltd., Montreal, spent a few days' holidays in the Laurentian district.

John Richardson, of Richardson and Bureau, manufacturers' representatives, Montreal, is away to the Maritimes this week. Mr. Richardson will be away for a couple of weeks.

Chester A. Holkesvig, superintendent of the dry color department of McArthur, Irwin, Ltd., Montreal, spent several weeks in Montana and Dakota territory, returning last week to Montreal.

C. M. Ayres, of F. H. Ayres, Limited, makers of indoor and outdoor games, etc., 111 Aldersgate, London, England, called on the Montreal trade last week.

Colonel Robert Starke returned to Montreal after a ten-day holiday at Metis Beach, Lower St. Lawrence.

M. W. Shyne, representing the Peterborough Lock Co., was in Montreal this week.

Max Hill, of James Walker Hardware Co., Ltd., is away on holidays to his summer haunt at Grand Isle, Lake Champlain. Mr. Hill will be absent about a month.

Harry Hanson has assumed a position this week with Lewis Bros., Limited. Mr. Hanson comes from Peterborough and represented Hyslop Co., of Toronto, in Central Ontario territory for several years. He will continue to cover this field for Lewis Bros., Ltd., selling Auto Accessories and Equipment.

Andrew Dunn Sr., an old resident of Montreal, died in New York at the residence of his son. The late Mr. Dunn was for many years connected with the Consumers Cordage Company at Montreal, and was a superintendent with them. Some years ago he left to enter business on his own account. His widow, four sons and three daughters, survive.

Winnipeg News

T. P. Hessian, former sales manager for Merrick, Anderson Co., has just returned from overseas, where he has been serving in the artillery. Mr. Hessian spent a month's holidays in his old home town, Halifax, on his return journey.

W. Siddle, formerly with Miller, Morse Co., and Merrick, Anderson Co., has just returned from overseas and will resume his position with the latter firm. "Bill" is still able to pitch his usual stellar game of ball and won his first game in the senior league last week.

Incorporations

The Niagara Wire Weaving Co., Ltd., capital $220,000, head office Niagara Falls, Ont., plans to draw wire, weave and manufacture wire cloth, and manufacture steel and metal products.

Independent Concrete Pipe Co., Ltd., head office Woodstock, Ont., capital $200,000, plans to manufacture and deal in terra cotta, drain and sewer pipes, cement, lime, slate, etc.

The Lang Manufacturing Co., Ltd., capital $40,000, head office Guelph, Ont., plans to manufacture and deal in iron and steel products.

The Standard Computing Scale Co. of Canada, Ltd., capital $10,000, head office, Windsor, Ont., plans to manufacture and deal in weigh scales.

The Interprovincial Chemical Co., Ltd., head office Montreal, capital $99,000, plans to manufacture and deal in oil, leather goods, celluloid goods, and to manufacture and deal in bricks, stone, cement and concrete products.

Vimoline Co., Ltd., capital $40,000, head office Welland, Ont., plans to manufacture and deal in a liquid product

to be mixed with gasoline for gasoline motors.

North Star Oil and Refining Co., Ltd., capital $1,500,000, head office Winnipeg, plans to prospect for, refine and deal in petroleum products of all kinds.

National Standard Co. of Canada, Ltd., head office Guelph, Ont., capital $30,000, plans to manufacture and deal in wire, wire nails, cable, lightning rods, etc.

MAJOR J. H. PORTER DIES AT COLLINGWOOD

Following a long illness which resulted from hardships suffered while serving overseas, Major J. H. Porter died at his home in Collingwood, Ont.

Major Porter was connected with the 10th Regiment, Royal Grenadiers of Canada, for about twenty-five years previous to the war. The 10th regiment went overseas late in 1914, and Major Porter was left in Canada to train the new units that were rapidly being organized. He was then ordered to England with certain units and given more intensive training, and finally was reunited with his old regiment, which was then known as the 20th Battalion, and had several months of front line trench work. He was finally made town commandant, or "town major," and filled that position so acceptably that in a few months he was made district commandant in charge of a larger area close up to the front lines with several town majors under him. He was gassed several times, bombed on numerous occasions, and had several close calls from machine gun bullets, finding several in his cot on one occasion after a Hun raid.

Had he not been a genuine patriot as well as a true soldier, he might have sought refuge from war through his age, as he was over fifty, but as soon as Canada became involved he resigned his position with the Bissell Co., and offered his services.

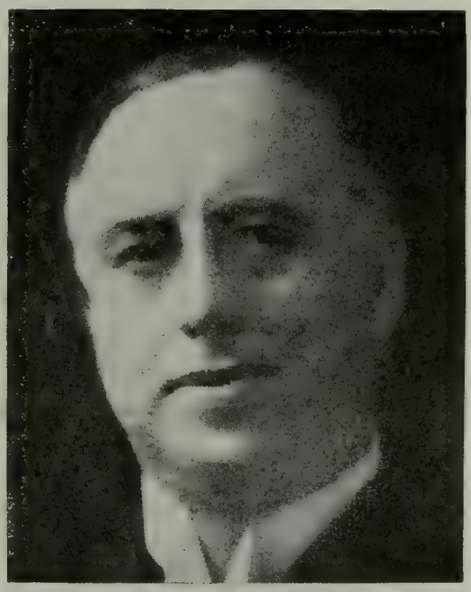
For over twenty-five years he was the Canadian representative of the Bissell Carpet Sweeper Co.

BUSINESS OUTLOOK AT COAST BRIGHTER

Mr. Geo. Mather, formerly of Martin, Finlayson & Mather Ltd., of Vancouver, B.C., and now representing Canada Foundry and Forgings Ltd., of Brockville and Welland, in British Columbia, is returning to Vancouver, after having spent the last few weeks in Toronto, Montreal, New York, and other manufacturing points in Eastern Canada and the United States. Mr. Mather states that business at the coast is improving, and whereas they have had their ups and downs, the outlook is optimistic at the present time. Shipbuilding has helped business, and the outlook is for it to continue. Prospects for lumber export seem brighter, representatives having been in British Columbia from Great Britain, who have placed some good orders. Indications point for an increased trade with China, Japan, Australia and New Zealand. Greater strides are also expected in mining as a result of incoming United States and British capital.

TOWN BAND CO-OPERATES WITH MERCHANTS IN ADVERTISING DIGBY, N. S.

The town band at Digby, Nova Scotia, is co-operating with the town merchants in a somewhat novel scheme which is bringing good results and may easily be adopted by other towns. An excursion is made once each month, usually about the middle, by the band. Different routes are taken on each occasion, and at each town or village at which the band stops on its itinerary a special newspaper called *"The Bandsman,"* is distributed. The band makes the impression and the paper does the rest. It is filled with seasonable advertisements inserted by the merchants of Digby, and as the band in its trips plans to cover the entire county the merchants are enabled to get in touch with a large number of buyers.



FRANK J. B. RUSSILL
Of the Russill Hardware Co., who has been elected a Director of the Home Bank of Canada.

TRADE OF CANADA AND NEWFOUNDLAND

Fred W. Field, trade commissioner at Toronto, has prepared a report on "The Trade of Canada and Newfoundland," together with a detailed report on the trade of the province of Ontario for 1918. In his report Mr. Field outlines the great increase in the capacity and volume of Canadian factories, and states that financial conditions in the country are excellent. The reputation of United Kingdom goods in Canadian markets, he points out, is excellent and it now remains for British manufacturers and traders to give the same vigorous attention to advertising and selling as is given by their chief competitors. Mention is made also of the increase of mining in Canada.

In discussing Ontario Mr. Field points out that this province is now responsible for one-half of the manufacturing output of Canada and about one-third of the agricultural production; as well as 46 per cent. of the mineral production and thirty per cent. of the wool clip. About 55 per cent. of the Canadian imports come to Ontario. United Kingdom manufacturers, he says, are not doing anything like the business they might do in Ontario, which he says is a great market and will continue to grow. He urges that British firms secure proper representation. Another important matter, he says, is for British firms which have been doing little advertising to take a lesson from American firms which are large advertisers and do a large business. Mr. Field urges British firms to visit Canada and Ontario, and go carefully into the market requirements.

Inland Trade Commission Favored

R.M.A. Secretary Advocates It Before Cost of Living Enquiry

Ottawa, July 3. (Special.) — Among those who gave evidence before the Cost of Living Committee at Ottawa the past week were E. M. Trowern, secretary of the Dominion Retail Merchants' Association. He said that he had been in this position for 25 years, consulting with 55 different sections of the retail trade. He said the trade had been badly handicapped because the retailer is not familiar with the wholesale and manufacturing end, and finds it hard to get the facts. This often causes dissatisfaction. He said the retailers had been asking the Government for the past ten years to create some sort of an Inland Trade Commission, modelled after the Federal Trades Commission of the United States, but, taking into consideration the difference in our laws. Mr. Trowern read to the Commission a paper on this subject. He thought the policy of the Government should be to see that everyone, from the consumer to the wholesaler, got a square deal.

He would advocate giving such a commission as he proposed all the power now given under the criminal code, which cannot now be operated. The man who wanted to fix prices should come before the board and make his case. Suppose the retailer has the suspicion that he has been paying too much for some article, he can get no explanation, but suspects the manufacturer is taking advantage of the market. That would be a matter for the Inland Trade Commission to take up. The retailers would lay the evidence before them and they would call the party concerned before them and find out if advantage were being taken of the market. Then an order could be passed saying that profits were excessive, and a price could be fixed fair to all. If it is found out that the profits are not excessive, the public mind is relieved. The whole question of the tariff and everything else relating to the question might come under the proposed commission.—T.M.F.

Western Canada Industrial Congress

Industrial Matters and Questions Pertaining to Development of the Western Markets Will be Discussed

WESTERN Canada is to have an industrial congress from August 11 to 16, to which manufacturers and industrial leaders of the continent, as well as those of the United Kingdom, are being invited. The purpose is educational to a large extent along industrial lines, though one of the intentions is to promote and increase the friendly relationships between the United States and Canada and to create a greater unity as between Eastern and Western Canada.

Discuss Markets

Subjects up for discussion are Western markets, Western industry, Pacific trade and transportation routes, Oriental commerce, the future alignment as between East and West in so far as manufacturing is concerned, and the great question of building up the Pacific regions and the adjacent inland territory.

The congress is assuming international importance, and thousands of American manufacturers as well as those of the eastern part of Canada as well as England will be on hand. The discussions are to be made by men foremost in industry and science as applied to industry on this continent.

The Speakers

Among those who will speak are Sir Robert Borden, Prime Minister of Canada; Henry Ford; Harold McCormick, head of the International Harvester Co.; E. W. Beatty, president of the Canadian Pacific Railway; Robert Dollar, head of the Dollar Steamship lines, and many others.

All interested in industrial development in the West or in Western markets are invited to attend. The movement is accompanied by a propaganda to the effect that Eastern factories which sell to Western markets in bulk should build branches in the West.

The Itinerary

The congress dates are August 13 and 14 at Calgary, Alta., though a trip through the territory and including other western cities will commence at Medicine Hat, Alta., August 11, and conclude at Edmonton, the capital city, where the Premier and Government members will entertain the guests. A side trip will be made to Canadian Rocky Mountain resorts.

Congress headquarters are open at the Palliser Hotel, Calgary.

RELATIVE PRICE OF HEMP AND SISAL

The relative price of Manila hemp is usually from 20 to 30 per cent. higher than that of Mexican sisal. This is accounted for by the fact that 1 pound of sisal is required to make 500 feet of binding twine, while 1 pound of Manila fibre will make 650 feet of twine.

BRAZIL POSSIBLE CANADIAN CUSTOMER

South America promises many trade opportunities for Canadian manufacturers in the opinion of John E. Riley, who returned to Montreal this week after a trip to Brazil, where he interested himself surveying commercial possibilities. Mr. Riley, who is a brother of Lt.-Col. J. J. Riley, has been away for nearly four years.

Mr. Riley stated that he had been informed by a large firm of merchants in Santos that Brazil this year would undoubtedly import more than two hundred million dollars' worth of goods, largely manufactured. This merchant thought Canada could supply Brazil with a large quantity of goods, naming steel goods, rails, tractors, agricultural implements, including plows, steam locomotives, wooden goods, such as furniture, including office furniture, filing cabinets, etc., timber for building purposes; coal, of which large quantities are imported, and a great variety of other articles, such as axes, hammers, saws, nickle-plated knives and forks, cement, and wallpaper.

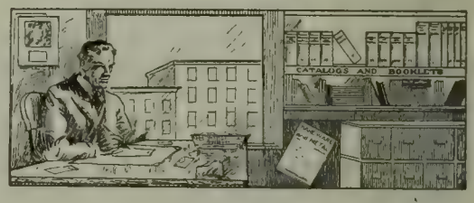


H. A. MAGUIRE

For the past six months connected with the Toronto office of the MacLean Publishing Company, has been transferred to the Chicago office of the company and will have charge of work on two of the MacLean papers, Hardware and Metal and Sanitary Engineer in the Chicago territory. Before joining the MacLean Publishing Company staff, Mr. Maguire spent 11 years in the hardware business. For several years he was on the traveling staff of D. H. Howden & Co., wholesale hardware, London, Ont.

EXPORT BUSINESS IN FIBRES

The Dutch East Indies expect to increase greatly its export business in fibres through the sale of Aren fibre. This material is obtained from the Aren palm (Arenga saccaharifera, Labill.). It is in the form of long, heavy fibres, which remain on the palm after the fall of the old leaf stems. It has a great water resistance, and is said to be suited for the covering of submarine cables. The natives use it for the repairing of canoes, thatching, rope making, and also in the manufacture of small, stiff brooms.



GILL MANUFACTURING COMPANY

The Gill Manufacturing Company, 351 West 59th St., Chicago, has just issued a piston ring size directory which, it is stated, is one of the most complete and up-to-date directories of the kind ever published. A section of the directory is devoted to the Gill Piston Ring and its development. The directory contains fifty-six pages and gives a large amount of valuable data. Copies of the directory will be sent free to dealers.



G. A. McMurtry Co., St. Thomas, Ont. —Kindly give us names of manufacturers of fireplaces suitable for coal burning.

These are manufactured by the Barton Netting Co., Windsor, Ont., and the Enterprise Foundry Co., Sackville, N.B.

BALDWINS, LTD., TO HAVE TIN PLATE MILL AT TORONTO

Baldwins, Ltd., of Swansea, Wales, is negotiating with the Imperial Munitions Board and the Harbor Commissioners of Toronto to purchase the plant of the British Forgings Co., at Toronto, Baldwins, Ltd., plans to establish a large tin plate mill and would use the electric furnace of the forgings plant in making steel ingots. The plant has a capacity of about 450 tons of steel per day. It would be adaptable to the manufacture of tin plate with few changes so far as the electric plant is concerned, but considerable additions would be required for the rolling and dipping of the plate.

Good Interior Display Has Real Value

Attractive Arrangement Can be Made a Big Factor in Increasing Sales — Always Keep the Goods Looking Their Best — Display Tables Always Help to Make Turnover Faster

A STORE interior that presents a clean, well arranged, attractive appearance to customers is one of the best sales stimulators that any hardware merchant can have. If a display of this kind backs a well-dressed window, or two of them for that matter, and both store and window are behind "punchy" advertising matter, a combination is created that cannot be beaten.

But aside from the others the interior arrangement is most important in itself. Everyone who enters a store likes to see it well kept. The man who thinks that people do not take note of the appearance of his store and how he displays his stock would very soon change his views if he could get out into the thousand and one homes all over his territory and hear the people talk.

IS FREE ADVERTISING

A very large percentage of people talk to others about what they see in stores. If they see a lot of stock, nicely displayed and in good condition, it involuntarily creates in them a favorable impression about the dealer and his store. In a great many cases it arouses also the desire to buy. Any number of merchants will tell you that they have made a great many sales by putting out the goods where people could see them. In many cases the customer came down town, went into the store to buy something else and had forgotten until he saw the goods right in front of him that he needed it. In numerous other instances people have bought because they saw something that they knew right away was good value and would give them good service in their home. It is important always to let the people who come into your store know what the prices are and in many of the stores where the greatest turnovers are made every article is plainly marked.

KEEP STOCK CLEAN

Keeping the stock clean and looking its best is a big factor in boosting sales. People do not like to buy goods they think are shop worn or that have been on the shelves for a long time. If they see goods that are covered with dust or fingermarked they are not favorably impressed, but a stock that is looking spotless and is well displayed will turn over steadily. No merchant has such chances as the hardware dealer to make an attractive interior display or one that will carry such a broad general appeal to so many actual buyers. This is because no other class of merchants come so closely and so directly into personal touch with the homemakers, and also because so much of the stock carried lends itself to making an attractive showing if a little care is exercised.



An interior display such as is shown above has a real sales value. The wall display, the silent salesmen right up at the front and the general attractive arrangement of the stock all combine to not only create a favorable impression of the store but the desire to buy. This is only one section of a store that is clean, bright and well ordered.

THE CLERKS DEPARTMENT

A Clerk's Capacity—Financial Thought

What is the Selling Capacity of a Clerk is Discussed — Pile Up Business Insurance Now—Set Aside a Definite Amount Each Month

ONE whose experience points to large sales per clerk writes interestingly, but without sufficient data, as follows:

Ontario, May 31, 1919.

Dear Sir,—I noticed some time ago your article on how much a clerk can sell. You are decidedly short for this section. I am running a little cash business which has been in operation less than seven months, and I sold in July just a little short of $3,500, and I do not call myself a fast man by any means.

In the store in which I was employed before starting for myself, we sold as high as $14,500 per month of general merchandise with a force of three men all told; one girl on the dry goods side, and one woman selling books. I have a girl to help this last six weeks, working the eight-hour day. She keeps the books. I do a cash business and load practically everything that goes out of the store on to the wagons, receive all the incoming goods, and deliver some stuff around town by hand.

I see no reason to doubt that if I had a girl with me long enough to train her to the work, we could turn out $4,500 per month in groceries, with some men's and women's furnishings, shoes, etc. I do not see where I am making any great big bunch of money at this game, but I am my own boss for the first time in years, and certainly that is worth something. We have chain store competition close by, so we have to go some.

I do business on a small margin and price my goods pretty much as nearly as I can on the speed with which I turn them. I am inclined to think that if you could induce John M. Sawyer of Eastern Montana to tell just how much his men sell, it would seem almost incredible, and he is supposed to operate on 10 per cent. gross. I do not see why any active man cannot sell $3,000 per month where he has nothing to do but sell, and the business is there for him to handle.

Yours very truly,

Got Premises Slightly Wrong

Perhaps it will be as well to wait for other comments on this important subject. But my friend has mistaken part of the premises. It is not a case of a clerk having nothing to do but sell. The former discussion covered average sales per employee, and in getting those statistics I included everybody—the proprietor himself, and in one instance the manager during a time when he was absent from his business for a month.

The man who reported sales of $1,206 per employee included himself, his cashier, his delivery man—everybody around his shop—to answer my question:

What are Your Sales Per Employee?

All the stores I examined were straight grocery stores of all kinds. I do not know whether the inclusion of other merchandise would make it easier or harder to run up the individual sales. I know that in the days before the war high-grade clerks in fine grocery stores used to consider their turnover pretty creditable when it reached $30,000 to $35,000 a year, or $100 a day, though of course many surpassed such records. Today, in those same stores, it might be easier to pile up sales, considering the high range of values; and it might be harder, because of the greater care with which people buy.

I shall be glad to have further information and suggestion from any quarter.

Business Insurance

Business insurance is the accumulation of a surplus in such form that it can be made available immediately. Money in the bank is the most available business insurance. It is also the easiest to understand. Every man knows that if he has money on hand beyond his needs, he is in a stronger position to meet unforeseen contingencies than if every cent is locked up in stock, accounts, fixtures and real estate, and he is weaker for every cent he does not offset by convertible assets.

But money in the bank earns nothing. The good business way is to have a surplus where you can get at it, and yet have it earn the maximum interest consistent with safety and availability.

The most difficult thing is to make the beginning. It is so hard just to lay aside the beginning of a surplus. But, if you once get started saving and laying aside your savings, that habit becomes fixed, too, and it clings with almost the persistence of a bad habit. So why not make the start?

Investment of Surplus

The usual way to start saving is through a plain, everyday, savings bank account. Every man should have one. Everyone should set out with a well-defined plan to set aside just so much each week, and then stick to the plan. Let nothing whatever turn you aside. Let that obligation be the first one fulfilled every week, no matter whether your bills are paid or not.

Of course, as I said last week, saving is made easy now, for we all are getting used to setting aside something regularly for Uncle Sam's loans. We have a way of saying that we are doing so much for our Government when we buy stamps and Liberty bonds; but, of course, what we really are doing is setting aside a surplus for ourselves in the future—getting well paid for providing our own business insurance.

Well, the habit grows. Pretty soon we find that we can put aside more than we think we need for Liberty bonds. Then a good way to figure is like this: "I have paid for my bonds, so now I'll pile up a little reserve to be ready for the next loan." Then when the next loan comes along you find you can handle it without breaking in on your reserve—and then you may feel that you have really learned how to save.

Invest With Greatest Care

When it comes to investing your surplus, two points come up for most careful consideration—what to do and what not to do. Let your thoughts dwell emphatically on the not.

Next, remember this tremendously important truth: There are more disasters in business as a result of going too fast than too slow, and this other truth: Very little money would be lost if men could only realize that one of the best ways to make money is to keep it. So just let your surplus lie in the savings account drawing its 3 to 4 per cent. while you decide how it can be invested to better advantage.

Another thing: Surplus should be divided into two sections. There must be the first line trenches, the first line of defence, made up of the strongest kind of securities, such as can be turned into money at once, with little or no shrinkage. Then there is to be the line of reserves —funds which earn a little more income but can be brought into service somewhat more slowly. To-day the first line is filled with Liberty bonds and war stamps, for those can be cashed at once with little loss, or can be borrowed against without a second's delay.

For the reserve forces there are plenty of good securities to be had nowadays which yield 6 per cent. or more with such features of soundness and convertibility as make them very attractive to a conservative investor, and that is all you want to be in handling your business insurance. It is well, therefore, to consult your banker as to what you may wisely do with your funds.

Bankers' Ways

To have a heart-to-heart talk with a banker on such a subject for the first time is a mighty interesting experience. Your first impression is apt to be one of disappointment, for you will find him so cautious, so doubtful of many things which to you seem so promising, he will seem so stuck on things which yield only 4½ to 5 per cent., that you will think there is just no use in trying to get good interest and security.

Then remember that the banker knows through long experience that not everything which promises well turns out well. He is used to being the guardian of others' funds, he feels his responsibility, he wants not to see you lose money. He knows that it is bad to fish for high interest and swallow the bait. So you will do well to be guided by what he says.

Then, as you go onward, accumulate more all the time and study investments and many things will be offered to you. Some of them will look very attractive, yield good interest, and yet seem secure. When such a thing tempts you, take it to your banker. He may know something of it not printed in the circular, or he may approve. In any event he will be able to guide you and save you from loss—the most discouraging thing that can come to an investor.

Well, think about this. Ask questions if you want to, but save some money from your business. It is almost perfectly safe to say that no merchant ever made any real money from his business until he learned to draw money out of it and put it to work outside.

Hardware Clerks of St. John, N.B., Now Issuing Monthly Bulletin

ANOTHER illustration has been furnished of the enterprise of the hardware clerks of St. John, N.B. The hardware clerks have taken the lead in many local movements, and recently they took a step forward by forming an association to aid in promoting their aims and ideas. So far as is known this is the first association of its kind in Canada in the trade. It is not a trades union but an association intended to develop co-operation between the clerks and employers.

Monthly Bulletin Issued

As one means of promulgating their ideas a monthly bulletin was suggested, and from this suggestion grew a larger plan. This scheme took form when the "Clerk," a monthly magazine devoted to the interests of all clerks, wholesale and retail, office and store, in all lines of business, was established. The new magazine is edited and published by H. P. Butler, a hardware clerk in the office staff of W. H. Thorne & Co., Ltd., and it has been made the official journal of the Hardware Clerks' Association, with its columns open also to the St. John Clerks' Association.

Shows Increase

The first number for June contained thirty-two pages, and the July number was increased by four pages to contain the increased volume of reading matter and advertising. The contents contain interesting articles by both clerks and merchants, and the last issue contains a page of appreciative comments by employers. The business men of the city also have shown their approval by substantial advertising support. The object of the magazine, according to editorial announcement, is to create a feeling of good fellowship between employer and employee.

It may be no more than a coincidence that the hardware clerks, who have shown themselves to be perhaps the most enterprising lot of clerks in St. John, are the keenest readers of trade journals, and a canvass of the recently formed association showed that practically all the members are regular students of the pages of HARDWARE AND METAL.

CANADA'S BANKRUPTCY ACT

Continued from page 39

Stringent provisions are made against preferential settlements or cases where fraud exists. The clauses are based largely on the English Act, and vary greatly compared with Ontario and Quebec Acts. Speaking generally, all cases of fraud or attempts to delay or any preference that is given one creditor over another are set aside, and if the money has been paid it may be reclaimed. Everything has been done in order to assure that the full benefit of the assets may be divided share and share alike, without preference or priority.

In regard to joint stock companies, the banks, railways, trust companies, and insurance companies, for which there is special legislation, are excepted. One of the difficulties under the present Act dealing with joint stock companies, is that it is difficult to settle the list of contributories. The new Act provides a very simple means; the trustee takes the books and settles the list of contributories himself. In the case, for instance, of John Brown, who has paid $60 each on his shares, he is called on to pay the remaining $40, and if he does not he can be sued in court within 30 days, and no new defence is allowed that was not in the original plea. This method is much more expeditious and less expensive than under the present procedure.

Priorities

The priorities allowed are as follows:

1. Expenses of trustees as a first charge.
2. Costs in obtaining judgment are allowed to the first man who has secured execution against the company.
3. Three months' preference only to wage earners.
4. Taxes due to provincial or Dominion Governments which are declared a lien on the property and must be paid.

Landlords Three Months Only

In regard to landlords—A change has been made in the law as it is in the Province of Quebec regarding landlords. As a result a criticism has been brought up that we are too hard on the landlords, while on the other hand the claim is made that they should rank as ordinary creditors. We have decided to allow the landlords three months' preference only on their claims. Again the criticism is raised that as soon as the law takes effect you will see all rents payable in advance. But that is not a hardship and as a matter of fact, in New York this is the custom in force. If more than three months rent are due him he will be treated as an ordinary creditor and obtain his dividend with the rest.

The main objects that will be obtained by this Act are thus:

1. It will grant uniformity in bankruptcy acts for all the provinces.
2. The proceedings will be as speedy, as cheap and as reliable as possible.
3. It will abolish preferential or priority creditor abuses.
4. It will provide for the honorable discharge of an honest bankrupt.
5. The whole Act will work out to the financial and commercial interests of Canada.

It may be six months or more before the Act is put into actual operation. The consensus of opinion is that a reasonable time should be allowed to pass before it comes into effect. Practice forms must be drawn up, rules of practice approved of, trustees chosen, etc., but in six or eight months the bill will be proclaimed as law and come into force.

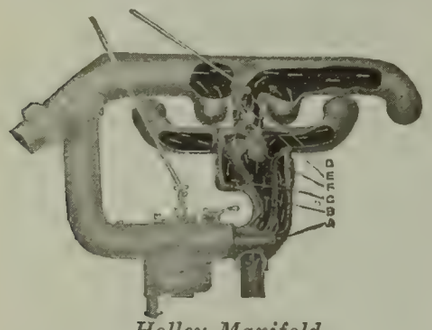
It is announced from Sarnia, Ont., that the next annual meeting of the National Committee on Lubrication will be held there. This will be the first time the society has met outside of the United States. The meeting will be held on September 22.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

MANIFOLD

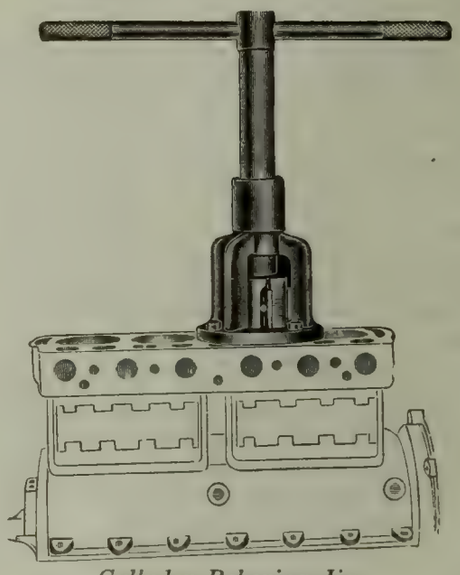
The Holley Manifold for Ford cars, manufactured by the Holley Carburetor Company, Detroit, will, it is claimed, vaporize successfully the lowest grade gasoline, give more power, make for smoother running and give greater efficiency the year around. It is stated that it will prevent excessive carbon accumulation, pounding and pre-ignition and also the thinning of lubricating oil. The Holley it is stated is easily installed and will provide a homogeneous and uniform mixture which has a greater explosive effect than the ordinary poorly vaporized mixture. The Holley manifold, it is claimed, makes the best possible use of fuel, heats every particle until it is thoroughly vaporized, and thus gives greater power. To facilitate starting a primer equipment with auxiliary gasoline tank is furnished it is stated. The primer is connected to the intake manifold at a correct position between throttle and engine to allow the extra amount of gasoline to enter directly into the cylinders, thus insuring, it is claimed, an easy and positive start regardless of temperature, making any change of needle valve adjustment unnecessary.



Holley Manifold

CYLINDER REBORING JIG

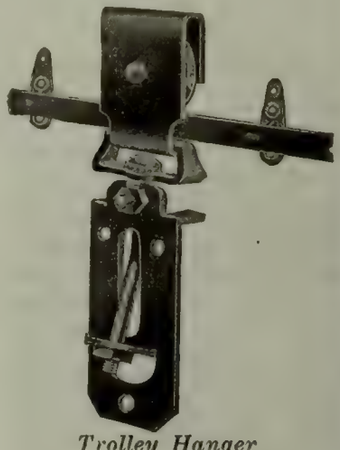
The Davis cylinder reboring jig and reamer manufactured by the Hinckley Machine Works, Hinckley, Illinois, it is stated is made in various sizes, one for boring Ford cylinders and other sizes which are furnished to order. With this device, it is stated, all knock and piston slap due to pistons not properly fitting the bore is stopped. Also it is claimed piston leak is stopped and higher compression is obtained, giving more power for hill climbing. It is also claimed that all fouling of spark plugs is eliminated and also that less lubricating oil is used. One cut, it is stated, does the job and leaves a gun barrel finish. The reamer blades, it is stated, are adjustable for setting out and regrinding to original size when dull or worn from long use.



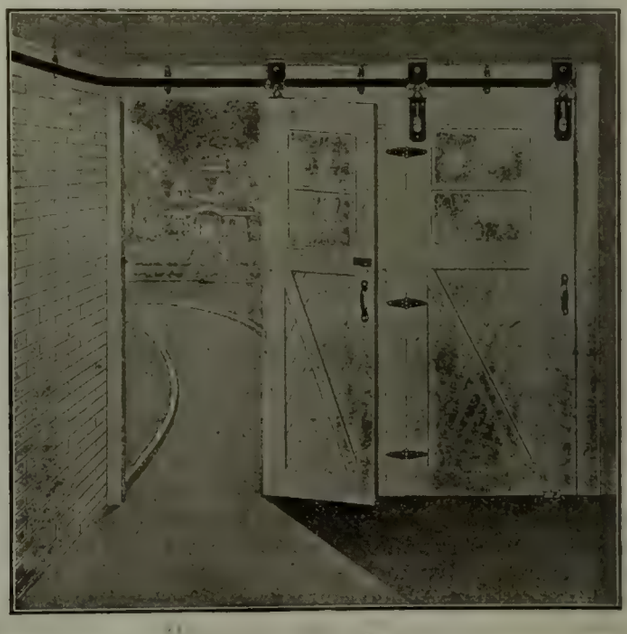
Cylinder Reboring Jig

GARAGE DOOR SET

A garage door set, manufactured by Slater and Barnard, Ltd., Allith Manufacturing Company, Limited, branch Hamilton, Ont., has a hanger, it is stated, which is not only swivel, but adjustable both ways. If the door drags or binds when erected, it can be adjusted, it is stated, without taking it off by simply raising or lowering an adjustment bolt. All parts, it is stated, are japanned. The swivel and adjustable hanger, it is claimed, can be used on any angle doors where flat track is used. The frame, it is stated, is constructed of boiler plate steel and sheave mounted with steel roller bearings. The hanger may be carried in stock and sold separately if desired, the manufacturers state.



Trolley Hanger



Garage Door Set

WILL INCREASE OIL OUTPUT

The Shell Royal Dutch Companies having acquired a large interest in the control of Mexican Eagle Oil Co., through the purchase of shares held by S. Pearson & Son, Ltd., expects to increase the oil production controlled by the Shell combination fully 50 per cent., and thus strengthen its position in the oil world. In addition to increasing its supplies of refined oil products, it will be able to cater for the fuel oil required by the mercantile marines and navies of the world.

The Eagle Oil Co.'s products will continue to be sold by the Anglo-American Petroleum Co., of London, but in association with the Shell products. British control of the Eagle Oil Co. will continue, while its combination with the Shell group is expected to insure a wider market for its products.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

LINSEED oil furnishes the feature of the markets again this week in advances which range from 28c to 40c per gallon. This is a direct reflection of the meteoric flight of flax seed which has soared tremendously in the past few days and it seems may go even higher. Germany has become a buyer and taken substantial quantities of seed. Crop reports from the Southern States are anything but encouraging and Canadian crop reports are none too optimistic, so all tendencies point to high prices, though how long the present record figures can be maintained seems problematical. Most certainly buying of oil will be restricted to absolute requirements.

Turpentine, which recorded substantial advances during the past few weeks, has reacted and a decline has been made showing prices 10c per gallon below last week's record figures. Supplies locally are fair and the easing away of the export movement overseas will undoubtedly relieve the strain so that shipments can be made here without any trouble. The crop is not expected to be any larger than last year and so the reaction in prices in view of world needs is not likely to be too great.

Woodenware of all kinds seems to be very strong and new prices are shown on many manufactured lines, including stepladders and extension ladders which are up 2c per foot all around. Ironing boards, sleeve boards, clothes bars, folding chairs and many kindred lines have also followed the upward trail.

Copper is showing decided strength, the metal advancing 3c per pound during the week and a similar move has been made in rods and sheets. Nickel-plated copper teakettles, coffee pots and tea pots have been revised upward and it seems probable that a general revision upward in manufactured copper goods may be found necessary.

Many lines have undergone revision this week, among which will be found wire hat and coat hooks, japanned tower bolts, food choppers, furniture casters and Paris green blowers, all of these undergoing revision upward. Sash pulleys, alarm clocks and air rifle shot have also moved up, with stove pipe dampers, shelf brackets and brass seam binding declining.

MONTREAL MARKETS

MONTREAL, July 3—Hardware markets reveal several changes this week, among them some advances, and some declines. Advances are applicable to wire hat and coat hooks, these advancing 10c per gross. Silverware prices are up 5 per cent. in one quarter as applying to "1847" goods. Jute twines are also higher in price, while nickel-plated teakettles, tea and coffee pots are advanced about 10 per cent. Hose couplings are increased about 10 per cent. There seems likely to be increases also for other goods made of copper. Winchester rifles are advancing in price, discounts and lists now being revised.

Among the declines are those for stove pipe dampers and shelf brackets and also for some lines of butts, refrigerator, inside blind, and other builders' special butts being affected. Tin is easier in price, while lead and aluminum were slightly reduced in the ingot list.

Hat Hooks, Silverware Higher; Brackets Down

Montreal.

SILVERWARE, HOOKS, BRACKETS —Increased prices to the extent of 5 per cent. have been effected in one quarter on 1847 spoons, knives, forks, etc. Common wire hat and coat hooks are advanced 10c per gross to $1.10, this applying to the 3 in. standard pattern. Bradley shelf brackets are reduced 10 per cent.

Lower Prices Apply Stove Pipe Dampers

Montreal.

DAMPERS.—Declines have been effected for cast stove pipe dampers, and the new prices available are as follows: 5 inch, per gross, $12.50; 6 in., $14, and 7 in., $19.

Jute Twines Higher; Butts Go Lower

Montreal.

JUTE TWINES.—Advances have been made in various jute twines and these will total 7½ to 10 per cent. The increases were not unlooked for and HARDWARE AND METAL has pointed out the strengthening of hemp prices in primary points. Various butts of Stanley Works make have been reduced in price. The discounts vary and the change will mean declines of from 10 to 20 per cent.

Rifles To Advance; Couplings Up 5-10%

Montreal.

RIFLES, COUPLINGS, ETC. — Advances are expected to be made in the price of certain Winchester rifles. Lists and discount are now under revision. Brass hose couplings are up about 10 per cent. in some cases, and in others 5 per cent. Copper rivets may be again revised to higher levels, for there has been a general stiffening of copper prices.

Nickeled Goods Up; Stoves Have Moved

Montreal.

STOVES AND WARES.—For summer lines of stoves there has been a splendid demand, and oil, gas and electric lines have figured prominently in the turnovers of manufacturers and jobbers. Prices are steadily maintained.

An advance to approximate 10 per cent. will be made at once on nickel-plated teakettles, teapots, coffee pots, etc. This is due to the firming of the ingot copper markets.

Wax Quoted Less; Oil, Gasoline Steady

Montreal.

GASOLINE, OILS. — Marketing of gasoline is heavy and there is a steady and unchanged basis at the held price of 33c per gallon. Coal oil is selling freely at 20-23c per gallon, and there is a summer movement of lubricating oils on the recently announced price basis. Wax has declined in price half a cent, but this is on the plain wax only.

For Wire and Nails Good Demand; Firm

Montreal.

NAILS AND WIRE.—There has been a decidedly better movement of some lines of wire. Hay wire is one of the big sellers these days. The basis is firm. Wire nails have been ready sellers and the basis is unchanged and firm at $4.75 per keg, this applying to cut nails also. No reductions are anticipated.

Soft Fibres Stiff; Rope is Steadied

Montreal.

ROPE AND CORDAGE.—A decided firmness characterizes the soft fibre markets and advances have been the order in the United States. These advances are reflected here in a higher basis for twines. It is expected that a good demand will soon manifest itself from Europe. Rope markets are fairly well maintained and there is a seasonable movement. Pure manila rope basis is held at 34c per pound; British manila, 30c; and sisal, 27½c.

Increased Business For Iron and Steel

Montreal.

STEEL AND IRON.—There is much better feeling in the iron and steel market and it is expected that increased selling will be apparent as a result of peace signing. The undertone is firm and orders received are for reasonably liberal quantities. The price undertone is, if anything, firmer.

Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22
Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75

BRIEFS FROM THE WEEK'S MARKETS

Linseed oil soars and soars—another 25c per gallon being added to the price this week.

* * *

Turpentine declined 10c per gallon this week and even somewhat further reductions seem probable.

* * *

Wire hat and coat hooks advanced 10c per gross this week.

* * *

..Nickel-plated teakettles, tea and coffee pots show an increased price.

* * *

Shelf brackets have registered a decline from former levels.

* * *

Stepladders and extension ladders show an increase of 2c per foot this week.

* * *

Copper is very strong, the metal going up 3c per pound, and sheet copper and rods also being affected.

Firm Basis Holds on Sheets and Plates

Montreal.

SHEETS AND PLATES.—Demand is better for sheets and the undertone is firmer as a consequence of manifestly better buying mood. There have been some fairly good sales lately and the tendency is to a maintenance of the price basis rather than toward a reduction of any kind.

	Per 100 lbs.	
BLACK SHEETS—		
10 gauge	$5 25	$6 25
12 gauge	5 30	6 30
14 gauge	5 35	6 35
16 gauge	5 45	6 50
18-20 gauge	6 00	6 35
22-24 gauge	6 05	6 40
26 gauge	6 10	6 50
28 gauge	6 4	7 00
GALVANIZED SHEETS—		
10¾ gauge	$8 35	$9 25
28 gauge	8 30	8 85
26 gauge	....	8 50
22 and 24 gauge	7 70	8 35
20 gauge	7 50	8 35
18 gauge	7 50	8 35
16 gauge	7 30	8 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Peace Will Help Move Old Material

Montreal.

OLD MATERIALS.—The movement of old material will be accelerated, it is expected, by larger orders from the mills for supplies of metal. There is a better feeling manifest now and prices are generally firm. The demand for heavy copper is good and prices are inclined to advance.

Dealers' Buying Prices—		
Pipe scrap, ton	7 00	8 00
Stove plate, ton	....	15 00
No. 2 busheling	....	5 00
Old rubbers, boots and shoes	0 07	0 07½
Overshoes, lumbermen's rubber boots	....	0 03½
Overshoes, etc. (trimmed)	....	0 05
Bicycle tires	....	0 03
Automobile tires	....	0 03
Yellow brass	0 07½	0 07¾
Red brass	....	0 14
Light brass	....	0 06
Scrap zinc	....	0 05
Heavy copper	0 16	0 16½
Wrought iron, No. 1, per gr. ton	....	12 00

Better Trade Sales For Lead Products

Montreal

LEAD PRODUCTS.—There is a fairly noticeable improvement for made-up lead products and this will be appreciated by the manufacturers. Some building activity is manifest here and there and plumbers are getting quite a lot of jobbing and other work. The tendencies of the market are firmer.

Lead pipe	....	0 11½
Lead waste	....	0 12½
Lead traps and bends	....	15½
Lead wool, lb.	....	0 13
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	....	0 10½
Lead sheets, 4 to 8 lbs, sq. ft.	....	0 09½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c. lb. extra.		
Solder, guaranteed, lb.	....	0 35½
Solder, strictly, lb.	....	0 31
Solder, commercial, lb.	....	0 29
Solder, wiping, lb.	....	0 27
Solder wire (8 gauge)—		
40-60	....	0 35
45-55	....	0 37½
50-50	....	0 40¼
Zinc sheets, casks	....	0 17
Do., broken lots	....	0 18

Copper Goes Higher; Tin and Lead Less

Montreal.

INGOT METALS.—Lower prices are available this week on tin and pig lead. There has been a somewhat lower condition on tin, but the general tendency of ingot markets is better. Copper has advanced again.

COPPER.—A steady firming of the market has been manifest for some weeks and the local condition is reflecting that of primary points. The basis this week is 22-22½c per lb.

TIN.—Two cents less is quoted this week, and 54c is the ruling price for block tin in this market. More trading would be welcomed.

LEAD.—The undertone is a trifle easier, with market quotations here 7¼c per lb.

ANTIMONY. — Changes are absent this week and the moderate amount of business being transacted is done around 9½c per lb.

ALUMINUM.—Prices are shaded this week one cent and 35c is the ruling basis.

SPELTER.—Although weakness was attributed to this market at primary points, there has been no change and quotations remain at 9¼c.

PIG IRON.—Excepting a continued firmness, there is no change this week, the price remaining at $48 per ton.

TORONTO MARKETS

TORONTO, July 3.—Woodenware has come in for revision upward in some quarters this week. Ingot metals are perhaps one of the most active lines and variations in quotations are shown in copper, spelter and antimony, which are tending upward, and tin, which is lower. Wire nails and rods are showing strength and indications seem to point to a slight revision upward following a similar move in some quarters in the United States. Sheet copper and rods are very firm and have moved up somewhat. Business is active and jobbers and retailers express satisfaction over the outlook.

Ironing Boards, Clothes Bars Move Higher

Toronto

IRONING BOARDS, CLOTHES BARS.—Practically all lines of woodenware seem to be coming in for revision, and the changes which are being made reveal a higher scale of quotations than those formerly in effect. This is shown in additional lines during the present week, ironing boards and clothes bars being two lines which are affected. New prices which are being quoted on ironing boards are for the No. 32, $12.00 per dozen; No. 33, $13.00; No. 35, $26.00; and No. 36, $30.00. These prices represent an advance of $1.00 per dozen all the way through. On clothes bars, the No. 4 is now being quoted at $11.00; No. 5 at $13.00; the No. 6 at $15.00, and the No. 38 at $15.00, all of which represent an advance of $1.00 per dozen.

Plated Hinges May be Revised

Toronto

HINGES.—It is understood that a revision in plated steel butts and kindred lines is under contemplation. As far as can be learned, the manufacturers have issued new prices which provide for a slight decline, but as yet these prices have not been generally adopted.

Woodenware Shows Much Firmness

Toronto

WOODENWARE. — Many lines of woodenware have been affected and quotations which represent a slight revision upwards named on: sleeve boards, bread boards, extension gates, child swings, baby swings, garden seats, folding chairs, kindergarten sets, folding tables and baby walkers.

Step Ladders Move Up 2c Per Foot

Toronto

STEPLADDERS.—There has been a general advance named in stepladders and extension ladders, the new quotations which now are being named to the trade providing for an advance of 2 cents per foot. This will provide for quotations being made on the following basis: Perfect, 34c per foot; Hercules, 36c per foot in four to ten foot lengths, and twelve to fourteen feet, 41c; Faultless, 32c; Ontario, 29c; Shelf Lock, 24c; Gardner No. 1, 21c; Gardner No. 2, bolted, 24c; Dominion No. 3, 25c; Dominion No. 4, bolted, 28c. Quotations which are now being named on extension ladders are for the 22 to 32 foot, 26c per foot; the 36 to 40 foot, 29c per foot; 44 foot, 32c per foot, and over 44 feet 42c per foot.

Bath Tubs, Kindred Lines Show Advance

Toronto

BATH TUBS, OTHER LINES. — A change became effective on Monday of this week on bath tubs and other kindred lines of enamelware. The advance on bath tubs amounts to 10%; on all other lines there is an increase of 5%. This, the manufacturers state, is the result of higher manufacturing costs, due to the increased demands of labor and the move in the Canadian market follows similar action taken in the States a few days ago. Business seems to be very fair and indications are that the present volume at least will be maintained, and probably a very satisfactory increase shown.

Nails Show Firm Tone; Wire Strong

Toronto

NAILS, WIRE.—Reports from the United States indicate that there is a much improved demand for wire nails and wire rods. This had had the tendency to eliminate all price cutting, indications of which were prevalent until the last two or three weeks, and one maker has announced an advance of $2.00 per 100 pounds on rods, and 25c per keg on nails. Whether this will result in a similar move being made in the Canadian market is still hard to determine, but the situation is undoubtedly stronger in view of conditions which prevail across the line. Quotations are steadily held, the wire nails selling at a base of $4.70 per 100 pounds, and the cut nails at $4.75.

There is nothing new in the ordinary grades of steel wire, the demand being fairly good and really improving, and the feeling is strong in some quarters that a revision to higher levels in the basis on wire may be looked forward to. The demand is certainly very much better, but production costs have not been lowered any, and this may mean that slightly higher levels will be reached. Opposition to any change at the present time has developed in some quarters and it may be that any move along these lines will not become immediately effective. There has been a change made in some quarters on the base on copper wire, the strength which has been shown in the metal being very largely responsible for this.

Oils Hold at Steady Levels

Toronto

OILS, GASOLINE. — The market shows no further revision this week and seems to have steadied down in line with changes recently announced. A big demand is in evidence, and this applies particularly on motor grades in Toronto, as well as gasoline, since the street car strike has been in effect. Gasoline remains at the unchanged figure of 32c per gallon, with big sales apparent all over.

Sales of coal oil have been heavy also, and there is no indication of any let-up in the demand. Prices are firm and unchanged at from 19½c to 22½c per gallon, according to grade.

Activity Marks Summer Stoves, Wares

Toronto

STOVES, WARES.—Activity continues to be the keynote marking operations of summer lines of stoves, which have enjoyed such a splendid sale the past few weeks. It is not any easier to obtain deliveries of some lines, and reports would indicate some slight delays in making shipments.

Sales of all lines of wares is considered satisfactory, and the market rules with a firm undertone.

Some manufacturers indicate that they are not pressing for fall business on stoves and ranges owing to uncertain labor outlook and the difficulty they may experience in getting supplies just when they want them. Even higher prices may result from the advancing production costs, it is indicated.

Steady Tone to Iron and Steel Bars

Toronto

IRON AND STEEL BARS.—The market holds in an unchanged position, with quotations generally very well maintained, though figures below show some slight revisions. There is a fair demand in evidence and no sign of any break from the prices being quoted herewith:

Common bar steel	$4 00	$4 25
Common bar iron	4 00	4 25
Angle base	4 25	4 50
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk steel	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel	4 00	4 25

Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45

Better Tone to Tubes and Pipe

Toronto

WROUGHT PIPE, BOILER TUBES.—Quotations generally show no revision whatever, but there are indications of an improved trade. Merchant tubes are not very active as yet, but indications seem to point to a betterment coming. Prices are steady and hold at figures shown below.

There is a better demand for pipes from all accounts, and the trade generally feel somewhat optimistic over the outlook. Prices remain at unchanged figures as shown in current market quotations.

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1¼ inch	27 00	.....
1½ inch	28 00	.....
1¾ inch	30 00	26 00
2 inch	30 00	26 00
2¼ inch	33 00	28 00
2½ inch	40 00	32 00
3 inch	46 00	38 00
3¼ inch	.....	45 00
3½ inch	56 00	42 00
4 inch	70 00	54 00

Solder Steady; Lead Products Hold

Toronto

LEAD AND ZINC PRODUCTS.—The market remains steady and no signs of any material change are in evidence. Tin is slightly easier, with lead generally pretty firm, so solder is fairly well balanced between the two. There is a fair demand and improvement is mentioned in connection with the sale of manufactured lead products.

Lead pipe, ib.	....	$0 11½
Lead waste pipe, lb.	....	0 12½
Lead traps and bends	....	15%
Lead wool, lb.	0 11	0 12½
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	$0 33	$0 37
Solder, strictly, lb.	0 31	0 35
Solder, commercial, lb.	0 28	0 31
Solder, wiping, lb.	0 27½	0 30
Solder, wire, lb.	0 34	0 40
Zinc sheets, per lb.	....	0 17

Sheets and Plates Maintain Activity

Toronto

SHEETS, PLATES.—"A very good demand" is the general view held in regard to business coming to hand at the present time on sheets and plates. Prices are very well maintained, although it is indicated some slightly lower figures are offered in some quarters on black sheets, though this is not expected to last. A report to-day from Buffalo shows where one big interest have stopped taking orders for wire products for the present, and that their tin plate mill is operating to 75 per cent. of capacity.

Sheet copper has registered a further advance this week and is being quoted at 32c per pound, with higher levels looked for.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$5 25	$6 25
12 gauge	5 30	6 30
14 gauge	5 35	6 35
16 gauge	5 45	6 50
18-20 gauge	6 00	6 35
22-24 gauge	6 05	6 40
26 gauge	6 10	6 50
28 gauge	6 40	7 00
GALVANIZED SHEETS—		
10¾ oz.	$8 35	$9 25
28 gauge	8 30	8 85
26 gauge	....	8 50
22 and 24 gauge	7 70	8 35
20 gauge	7 50	8 35
18 gauge	7 50	8 35
16 gauge	7 30	8 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Market Maintained on Corrugated Sheets

Toronto

CORRUGATED SHEETS.—The market is firm and well maintained, and manufacturers report a good volume of business coming to hand. Range of quotations to-day follows:

Corrugated Sheets—	Per 100 sq. ft. Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

BIG HAY WIRE MOVEMENT

In the Quebec district there is an immense hay crop. This will take a lot of wire to tie, and there is some possibility of a shortage of hay wire arising, it has been stated. In the meantime the movement is most active, hay packers being anxious to get along with the work of pressing as soon as may be.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

More Optimistic Note in Scrap

Toronto

OLD MATERIALS—The scrap yards are selling a fair amount of material right in Canada now to the foundries and mills. This is the first week that any movement of this sort has developed to any extent. There is a better feeling in the market, and that hesitation that was so manifest for some time is largely passing away. There is a certain amount of shipping directed to United States points. More material is being offered for sale than for some weeks past. Dealers are willing to part more freely with some of their material, and transportation and other companies are sending fair offerings to the market. It all points to better days for the scrap market. They are well nigh due, as the second-hand metal market has been a poor one nearly all the way through since the signing of the armistice.

There was at least one chap who was all optimistic this week. He is in the scrap metal business in a big way. He was not at the point where his optimisim led him to mark up prices, but he was quite willing to admit that it would come very soon, in fact values are a little better right now than the price list indicates, but it is not good to shove up the list for a few days and then lower again.

Dealers' Buying Prices—		
Tea lead		0 03
Heavy lead pipe		0 03
Pipe scrap		8 00
Stove plate, per ton		10 00
No. 2 busheling		8 00
Yellow Brass		0 07
Red Brass		0 10
Light Brass		0 05½
Scrap zinc		0 04½
Heavy copper		0 15
Wrought iron, No. 1, per gr. ton		15 00
No. 1 machinery cast		14 00
Heavy melting steel		9 00
Old rubbers, boots and shoes	0 06	0 06¼
Overshoes, lumbermen's rubber boots		0 04½
Bicycle tires		0 04½
Automobile tires	0 03½	0 04

Cotton Waste Prices Named; Oakum Holds

Toronto.

WASTE, OAKUM.—In line with information given out in these columns two or three weeks ago, prices on cotton waste have been revised downward and new quotations now available show a reduction of from ¼c to ½c per pound in some quarters. The figures now prevailing on white cotton waste are as follows: XXX, 18c per pound; XX, 16¾c; X, 15¾; XC, 13½c; Japanese 13c; those ruling on colored waste are; No. 5, 13¾c per pound; No. 1, 12¾c; No. 7, 11¾c; No. 1A, 10¾c; No. 1B, 9¾c.

Better Demand For Hay Fork Rope; Twine

Toronto.

CORDAGE, TWINE.—Manufacturers and jobbers report a very nice volume of business coming to hand on hay fork rope. Other kinds are not so active though sales are better than they have been for some time past. Prices remain firm, the following quotations being made: Pure manila, 34c per pound base; British manila, 30c; New Zealand hemp, 30c; sisal, 27½c; sisal lath yarn, 27½c. Repeat business is also coming to hand on binder twine, and indications are that retailers who are going after this business aggressively are securing a nice volume of orders in spite of the opposition of the farmers' clubs. As a matter of fact, many farmers have expressed themselves strongly in favor of supporting the local dealer another year, and retailers should be keen to take advantage of this attitude. Cotton twines are very firm and higher levels seem a possibility.

Copper, Spelter, Antimony Move Up

Toronto.

INGOT METALS.—Higher prices have been recorded in copper, spelter and antimony, and lead maintains a fairly strong position. A better feeling is

shown in markets in the United States and same is being reflected here. Tin is easier.

COPPER.—A sharp advance has been shown in copper this week, quotations moving up 3c per pound to 21½c. A much improved demand is in evidence with stocks reported ample.

TIN.—An easier tone is apparent in this metal, quotations being made at 55c to 56c per pound, a decline of from 2c to 3c per pound. Supplies are coming along satisfactorily, and a fair volume of business is being done.

SPELTER.—Quotations have stiffened, 8½c and 9c being asked for this. Business is showing some improvement.

LEAD.—The market maintains a fairly strong undertone and there is little new in the situation as it exists to-day. The price holds at 6½c to 6¾c per pound.

ANTIMONY. — Continued strength marks the position of this metal and a further ½c advance has been made this week, bringing quotations up to 9½c per pound.

ALUMINUM.—A little more activity is apparent in this metal with quotations now generally being named around 35c per pound.

LONDON MARKETS

LONDON, Ont., July 3.—New and higher quotations are in effect on putty, Gem food choppers, Gem furniture casters, dry Paris green blowers, lantern globes, steel sash pulleys, alarm clocks, rosin, shellac, and Winchester air rifle shot. Brass seam binding is the only line which shows a reduction. Business all through this district has been excellent. Crop prospects are splendid and although there are some labor troubles they have not in any way been a serious factor in disturbing business conditions. Building continues very active.

Higher Prices Named on Japanned Tower Bolts

London, Ont.

JAPANNED TOWER BOLTS. — Shipments of English japanned tower bolts are now arriving, and new and higher quotations are effective as follows:

No. 09 x 3 in., $1.45 doz.; No. 09 x 4 in., $1.65 doz.; No. 09 x 5 in., $2.00 doz.; No. 09 x 6 inch., $2.25 doz.; No. 09 x 8 inch, $3.25; No. 09 x 9 inch, $3.50 doz.

Gem Food Choppers Go to Higher Levels

London, Ont.

GEM FOOD CHOPPERS. — Gem food choppers have advanced and the new quotations are as follows:

No. 20, $24.00 doz.; No. 22, $30.00 dozen; No. 24, $40.50 doz.

Higher Prices Named For Gem Furniture Casters

London, Ont.

GEM FURNITURE CASTERS.—An advance has ben registered in the quotations on Gem furniture casters, and the new figures are:

Nos. 351, 352, 355, 356—36 cents per set.
Nos. 451, 452, 455, 456—40 cents per set.
Nos. 651, 652, 655, 656—45 cents per set.
Nos. 751, 752, 755, 756—51 cents per set.

Reduction Made in Brass Seam Binding

London, Ont.

BRASS SEAM BINDING.—Lower prices are being quoted on the new stocks of brass seam binding, which are now being received. The figures are:

9-16 inch, $5.50 per 100 yards; ¾ inch, $6.50 per 100 yards; ⅞ inch, $7.00 per 100 yards.

Paris Green Blowers Advance in Price

London, Ont.

PARIS GREEN BLOWERS.—A new and higher price of $13.50 per dozen is now in effect on Paris green blowers or bellows. There has been, and continues to be a brisk demand.

Higher Prices Named For Lantern Globes

London, Ont.

LANTERN GLOBES.—An advance has been made in lantern globes, and the new quotations are as follows:

1 dozen to case, $1.10 dozen; 3 dozen to case, $1.05 dozen; 6 dozen to case, $1.00 dozen.

Steel Sash Pulleys Register an Advance

London, Ont.

STEEL SASH PULLEYS.—Higher quotations on all steel sash pulleys are now in effect. The new figure is for the No. 12, 65c per dozen.

Advance is Shown In Alarm Clocks

London, Ont.

ALARM CLOCKS—Alarm clock prices show an advance, and the following quotations are now being made: Big Ben, $3.00 each; Baby Ben, $3.00 each.

Higher Prices For Air Rifle Shot

London, Ont.

AIR RIFLE SHOT—A new and higher quotation is now in effect on tubes Winchester air rifle shot, the figure being 75 cents per 100 tubes.

Demand is Brisk For Harvest Tools

London, Ont.

HARVEST TOOLS. — No price changes have been made on harvest tools. There is a brisk demand. Quotations are on the basis of 17½% discount. Hay forks have been unusually active, and prices are: 3-prong bent, plain, $11.40 per dozen; 3-prong bent, strapped, $13.00 per dozen, less 17½%.

Wire Nail Prices Are Holding Firmly

London, Ont.

WIRE NAILS.—Excellent sales of nails are being made. Prices show no change and are as follows, wire, $4.70 base, cut $4.75 base.

No Changes Shown in Prices of Rope

London, Ont.

ROPE.—While no changes are shown in rope prices, there has been a steady demand and large quantities are being sold. Quotations are as follows:

Pure Manila, 34c base; British Manila, 30c base; New Zealand Hemp, 30c base; Sisal, 27½c base.

Pure Putty is Up 55 Cents Per 100 lbs.

London, Ont.

PUTTY.—Putty prices have advanced, the quotations being figured at $2.50 per 100 pounds advance on Standard. Standard is up five cents per 100 pounds, prices being as follows: 100 pound drums, $6.80; 25 pound drums, $7.05; pure, 100 pound drums, $9.30 per 100 pounds; 25 pound, $9.55.

White Lead in Oil is in Brisk Demand

London, Ont.

WHITE LEAD IN OIL.—There is a brisk demand for white lead in oil. Prices are as follows:

Pure, in tons, $16.35 per 100 lbs.; less tons, $16.70.

Paris Green Demand Largest in Years

London, Ont.

PARIS GREEN.—Not in many years has there been such a brisk demand for Paris green to check the ravages of insect pests, especially potato bugs. Prices show no change and are as follows:

½ lb. pkgs., 54 cts. lb.; 1 lb. pkgs., 52c; 25 lb. drums, 50c; 50 lb. drums, 49c; 100 lb. drums, 49c.

Price of Rosin Shows an Advance

London, Ont.

ROSIN.—Rosin has joined the commodities which are soaring, and the new prices are as follows: Full casks, $9.50 per 100 lbs.; small lots, 12 cents per pound, gross weight.

Fifty-cent Jump in Price of Shellac

London, Ont.

SHELLAC—An advance of fifty cents per gallon is shown in the new prices of shellac. Quotations are as follows:

Orange, 1 gals., $5.65 gal.; ½ gals., $5.85; ¼ gals., $6.05.

White, 1 gals., $6.15 gal.; ½ gals., $6.35; ¼ gals., $6.55.

Further Advance in Linseed Oil Prices

London, Ont.

LINSEED OIL.—Linseed oil prices continue to climb and a further advance is shown over former quotations. The prices are, per gallon:

1 to 2 bbls., raw, $2.75; boiled, $2.78; 3 to 5 bbls., raw, $2.74, boiled, $2.77; 6 to 9 bbls., raw, $2.72, boiled, $2.75. Less bbls. add 10 cts. gal.

Turpentine Shows Easier Tendencies

London, Ont.

TURPENTINE.—Turpentine is down 15 cents and is showing a tendency to be a little easier. The new prices are:

1 bbl. lots, $1.55 Imp. gal.; 2 to 4 bbl. lots, $1.54; 5 gal. lots, $1.65.

WINNIPEG MARKETS

WINNIPEG, July 3—Price changes during the week are again fairly numerous, many revisions being made in lines of staple shelf hardware. Both advances and declines are recorded, the following being the principal articles affected: draw knives, combination anvil and vise, half soles, calf weaners, Weston chain blocks, brass escutcheon pins, spool wire, wash boards, wire rope clips, thimbles and pump leathers.

With the failure of the sympathetic strike movement in the city, many of the tradesmen have returned to work, and jobbers are working with full staffs. Freight shipments, however, are held up and it will no doubt be some time before the congested freight will be cleared away and shipments moving as in normal times. Business is reported very favorable at present, many lines of harvesters' supplies being in demand.

Draw Knives Register an Advance

Winnipeg.

DRAW KNIVES.—Prices on Gilmour draw knives show a further advance during the week, due to higher manufacturing costs, new prices being approximately 5 per cent. over former quotations. These are now selling at 45 per cent. off list, net prices being as follows: 8-in. $13.20; 9-in. $13.75; 10-in. $14.30 per dozen.

Half Soles Reach Higher Levels

Winnipeg.

HALF SOLES.—Prices on half soles which were on the decline a couple of months ago have advanced during the week, due to higher prices ruling on raw materials, the increase being from 5 to 10 per cent., which makes the net prices now ruling as follows: Half soles, No. 37½ $2.60; No. 122 $4.40; No. 123 $4.20; No. 126 $2.85 per dozen pair. Top lifts No. 50 $1.60 per dozen pair.

Decline in Brass Escutcheon Pins

Winnipeg.

ESCUTCHEON PINS. — Brass escutcheon pins. Brass escutcheon pins also show a drop during the week, due to recent declines in brass, new prices being approximately 10 per cent. better than former quotations on this line. New prices ruling to-day are given herewith: ½-in. 90c; ⅝-in. 88c; ¾-in. 86c; ⅞-in. 84c; 1-in. 83c per pound.

Chain Blocks Down 5 Per Cent.

Winnipeg.

CHAIN BLOCKS. — Weston chain blocks which have been steadily advancing for the past four years show a decline of 5 per cent. during the week, based on new manufacturers' prices, which makes to-day's market price as follows: ½-ton $22.30; 1 ton $27.55; 1½ ton $37; 2 ton $43.40 each.

Combination Anvil and Vise Goes Higher

Winnipeg.

COMBINATION ANVIL AND VISE. —Combination anvil and vise, as well as the attachments, register advanced prices during the week, and based on new factory prices, are now selling at the following figures: Anvil and vise DV, $7; attachment DD, $3.15 each.

Calf Weaners Show a Reduction

Winnipeg.

CALF WEANERS.—New prices just to hand on Shaw's calf weaners show a substantial reduction over former factory quotations, and new prices just issued by the Winnipeg jobbers are given herewith: No. 1, $5.25; No. 2, $6.20 per dozen.

Decline in Spool Wire of 10 Per Cent.

Winnipeg.

SPOOL WIRE.—New lists just to hand from the manufacturers show a decline in the prices of copper, brass, and hair wire of about 10 per cent., brought about by the reductions in the raw material. To-day's ruling prices are given as follows, based on 15 per cent. off list on copper and brass wire, and 20 per cent. off on hair wire: Hair wire, black, 28 ga. $2.80, 32 ga. $3.20 gross; tinned, 28 ga. $3.40; 32 ga. $3.80 gross. Assortments, No. 40 $3 each. Copper wire on spools, 16 ga. $1.90; 18 ga. $1.90; 20 ga. $1.90; 22 ga. $2.05 per dozen; brass wire on spools, 16 ga. $1.90; 18 ga. $1.90; 20 ga. $1.90; 22 ga. $2.05 per dozen.

Wash Boards Show Sharp Jump

Winnipeg.

WASH BOARDS.—Higher wages are principally responsible for this week's advance in wash board prices, which move up from 15 to 20 per cent. on the enamel, brass and glass, while the Globe line remains unchanged. Market prices now ruling are given herewith: Enamel, $8.05; brass, $7.65; glass, $6.75; Globe, $4.40 per dozen.

5 Per Cent. Advance In Pump Leathers

Winnipeg.

PUMP LEATHERS.—Advances in the leather market is reflected in the recent advance of pump leathers which move up approximately 5 per cent. and are now selling as follows: Cup, per dozen, 1-in. 70c; 1¼-in. 75c; 1½-in. 80c; 2-in. $1.10; 2½-in. $1.45; 3-in. $1.90; 3½-in. $2.45; 4-in. $2.95; 4½-in. $3.35. Valve, per dozen, 2-in. 85c; 2½-in. $1.05; 3-in. $1.35; 3½-in. $1.60; 4-in. $1.95; 4½-$2.80. Tank pump leathers, 5-in. $5 per dozen.

Wire Rope Clips and Thimbles Down 10%

Winnipeg.

WIRE ROPE CLIPS, THIMBLES.—Wire rope clips and thimbles have declined during the week approximately 10 per cent. following the reduction by American manufacturers, which went into effect recently. New prices ruling on these lines are as follows: Wire rope thimbles, ¼-in. $7; ⅜-in. $8; ½-in. $11; ⅝-in. $18; ¾-in. $20; ⅞-in. $25; 1-in. $33 per 100. Wire rope clips: ¼-in. $5.50; ⅜-in. $7; ½-in. $10; ⅝-in. $13; ¾-in. $19; ⅞-in. $27; 1-in. $31 per 100.

Linseed Oil Holds; Turpentine, Too

Winnipeg.

LINSEED OIL, TURPENTINE. — Linseed oil prices show no change during week and still hold at record prices, while flax seed is quoted around $5.50 per bushel with crop reports none too favorable, so that prices will no doubt

hold firm. To-day's market is confirmed as follows: Raw linseed oil $2.40; boiled linseed oil $2.43 per gallon. Turpentine prices also hold firm on the local market at former prices, and no immediate change is anticipated, to-day's prices being as follows: Barrel lots $1.65 per gallon; ½ barrel lots $1.68; 5-gal. lots $1.70; 1-gal. lots $1.70, plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., July 3.—The signing of the peace treaty is expected to bring out a great deal of additional demand for steel. It is pointed out that a great many construction projects, involving the consumption of steel, have undoubtedly been held back, as a matter of general policy, to await the actual signing of peace. It was the common appraisal of the future of business, before the armistice was signed, that business of all descriptions would be stifled to a greater or less extent during the interim period between the cessation of hostilities and agreement upon peace terms.

The demand for steel in the past few months, when analyzed in detail, has shown clearly the distinction between two classes of orders, those that involved ordinary everyday consumption of steel and those that involved investments, such as can be made or postponed according to the judgment or whim of the investor. For example, there has been an excellent demand upon the pipe mills for "oil country goods," because oil is high priced and there is a continuous demand for it, but there have been practically no projects involving the laying of long oil lines, such as are regarded as of an investment character. Again, there has been an excellent demand for nails, which are used in common, everyday life, while there has been little demand for structural shapes, which are used for building factories, skyscrapers and bridges. A comparison like this might be carried to great length. The investment buyer of steel is expected now to be a much greater factor in the market than in the past few months.

A further improvement is reported in the demand for sheets. Having operated at about 60 per cent. of capacity in May, the sheet mills operated last week at fully 75 per cent. This week there is some idleness on account of the holidays, the time being propitious for making repairs. One plant, the Deforest, at Niles, recently acquired by the Republic Iron & Steel Company, is down for the month, installing an electric drive. The steam plant is abandoned and current will be purchased from a public service corporation, although eventually the company may carry current from its main plant in Youngstown to the newly acquired plant.

There has been improvement in demand for butt weld pipe, which is now running at a rate of about 75 per cent. of capacity, while lap weld departments of the pipe mills, chiefly by reason of the heavy demand for oil country goods, are not only operating at capacity, but are filled quite solidly with orders for a couple of months to come.

In merchant bars there is improved demand, though the total is still far below mill capacity. Plates continue to present an extremely sluggish appearance, although perhaps the appearance would not be so bad if there had not been such a large increase in productive capacity in the past two years.

In addition to the 200,000 tons of rails recently purchased, the Railroad Administration will probably buy 300,000 tons, which will round out its requirements for the year.

Price cutting has not disappeared from the finished steel market, but there is less of it, apparently, than 30 days ago. The important feature, however, is that there has been price cutting for so long a time without its pulling down the general market level. The market has displayed an inherent strength that was hardly expected of it. Earlier in the year the philosophy of the mills was, in substance: "Let us hang together, so that we do not hang separately." Price cutting, it was then thought, would cause the bottom to drop out of the market. Accordingly, it was very unpopular to cut prices, but of late there have been several lines of finished steel product in which a mill could have felt free to cut prices, if it desired, because it had so many examples to follow. In sheets, for instance, while the leading interest has adhered strictly to regular prices at all times, there was a time when probably 25 per cent. of the tonnage booked by independents was at cut prices. The proportion is now less. The Inland Steel Company, for instance, has withdrawn from the market entirely, being comfortably filled with orders. In pipe the irregularities recently far from uncommon have practically disappeared.

Pickands, Mather & Company and M. A. Hanna & Company are each reported to have sold fully 100,000 tons of pig iron, chiefly foundry grades, in a period of 30 days. Other producers have also done well, and the merchant furnaces now operating, with perhaps an occasional exception, are now comfortably filled with business for the third quarter, with some tonnage booked for fourth quarter. As a result there is little disposition to shade regular prices, which are those of March 21, except where it has been necessary for individual districts to develop different levels in order to place their markets in normal trade relation with prices in other districts.

While the market has thus improved materially, furnacemen hardly expect any advance in prices to occur in the near future. They recognize that with so many furnaces out of blast the market would experience difficulty in advancing. The furnaces that went out of blast did so not because they wanted to be out of blast, of course, but because they wanted the situation to be liquidated. They did not want to take chances in trying to stay in blast by cutting prices, as there was no telling where prices would go in such case. Now, however, they are eager to get in blast again, and many of them would probably decide to blow in if they saw an opportunity to build up some backlog business for the start, even perhaps at the expense of cutting existing prices slightly. Thus while few are disposed to predict positively that pig iron will advance this year, there are many who express conviction that next year it will be above present levels.

Steel mill operations may be estimated at a rate of 65 per cent. of capacity, representing a rate of ingot production of about 32,000,000 gross tons a year, capacity being about 49,000,000 tons. This compares with an average rate of 54 per cent. during May, while about the middle of that month the rate had probably dropped to about 50 per cent. Thus there has been a very substantial recovery. The present rate is approximately equal to the average rate in April.

After making extremely strong demands in connection with the sheet and tin plate wage scales for the twelvemonth beginning July 1, the Amalgamated Association has accepted some slight advances for some members of the crews, whereby the total of sheet mill wages is advanced 3.6 per cent. and the total of tin mill wages about 2.6 per cent. The settlement refers only to the labor at the hot mills. Less than half the mills are organized, but the non-union mills, with few exceptions, pay at least union rates, and some make a practice of paying just a shade more.

JOINS RANKS OF BENEDICTS

The announcement is made by Mr. and Mrs. Wm. J. Rath of the marriage of their daughter, Clara Beatrice, to W. Fred Reynolds, of the Canada Foundries & Forgings, Ltd., James Smart plant, Brockville, Ont. The wedding took place on Saturday last, June 28, at St. Peter's Church, Brockville, Ont.

BEEN DONE

Giles returned from the city with a scarf-pin that contained a "diamond" of no usual size.

It was the pride of his heart, and the envy of his village companions.

He treated all inquiries from them as to its value and its authenticity with high scorn.

His employer, after a week of basking in radiance, asked Giles about its history.

"Giles," he said, "is it a real diamond?"

"Well," said Giles, "if it ain't I've been diddled out of one and sixpence."



Keep Up Big "Drive" for Business

It Has Been a Wonderful Season, But That is No Reason Why Paint Should Now be Pushed Into Background—There is Any Amount of Much Needed Painting That Has Not Been Touched Yet

IN the past six weeks most hardware men have sold more paint than they have sold in a long time, and the orders are still coming in. "It's been a wonderful season," is the verdict of most retailers and practically every manufacturer. The manufacturers have been put to it to keep up with their orders. They have been working overtime and with greatly increased staffs, and even then they were not able to get all their orders filled on time.

End is Not Yet

Even with business as good as it has been, there is any amount of goods yet to be sold. Only a mere fraction of the painting has been done that there is to do. Just because the summer season is on is no reason at all why dealers should push their paint stock into the background and forget all about it. The live ones are not doing that at all. Now that the first rush of business is beginning to slow up they are going right out after more. Many of them have realized just what a tremendous amount of painting there is to be done and how little of it has been done. They have caught the vision of the possibilities of paint selling and are planning to make it an "all year" line.

Keep It Before Them

One of the best ways of doing this is to keep the goods before the public. Don't for one minute give them a chance to forget that it pays, and pays well to protect property with paint, that there is an enormous lot of property that has not yet been given its protecting coats of paint, and that the summer time is the ideal time in which to do the work. Timely advertisements backed by good window displays, and good store displays will help a whole lot in maintaining paint sales all through the summer and fall. Aim to keep your paint stock moving all the time. It means a little work, but it is not difficult, and it will pay well. Keep on talking paint right along and have your sales force do the same thing. Work for more paint sales every day and you will surely get them.

A lot of people who talked to you about painting earlier in the season put off the work for one reason or another. Now is the time to get busy and follow these people. Get right after them and find out all about what they will need. Even if they reside out in the country give them a call by telephone and you will be surprised how much business you can round up. Don't forget your printed matter and the matter supplied by the manufacturers. Every parcel that goes out of your store, and every bill that is mailed can carry its "paint message" if you will simply go to the trouble to enclose the matter. It is surprising the results some firms obtain by closely working along this line.

Others Make Calls

Others keep their men going out through the country calling on farmers and others. Owing to the unprecedented hot weather many of the farmers have been so busy looking after their crops and keeping up with their farm work that they have had to put off a lot of painting they had planned. It has been a wonderful season for the paint sellers,

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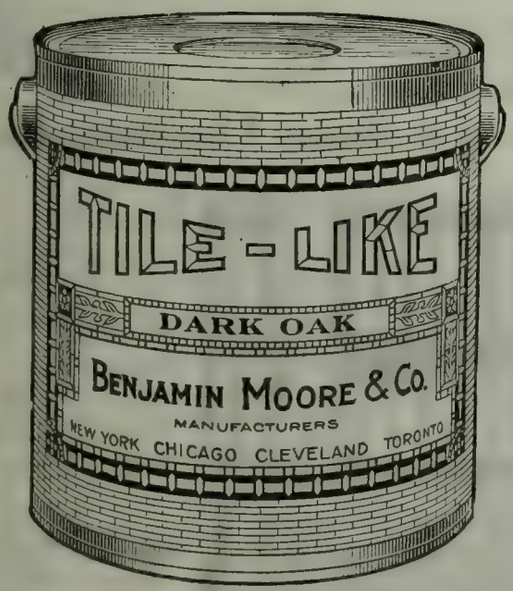


Retailers are employing the window as a means of developing paint sales. It is a good medium too, that is successful.

Tile-Like Finish

"Save the surface and you save all" *Paint & Varnish*

A Varnish and Stain Combined



Put up in large and small size cans.

For use on hard or soft wood floors, old furniture, wicker furniture, porch chairs, linoleum or oilcloth, etc.

Tile-Like is the greatest renovator of old furniture you can sell in your store. Makes everything look like new.

For beautiful effects and great durable wearing qualities recommend Tile-Like. It's sold at a reasonable price and there are splendid profits in it for the dealer.

Write to-day for our agency proposition. It will put you in touch with a line of Paint and Varnish products that are being recognized by the public as the **"best money value"** on the Canadian market to-day.

Benjamin Moore & Co., Limited

One of the Largest Paint and Varnish Industries on the American Continent

Toronto **Halifax** **Winnipeg**

The Brush Department

Knowing Brushes a Material Aid in Effecting Sales

TO effectively sell the higher grades of brushes, a very necessary policy, as has been said, especially to painters, knowledge of how the article is made is advantageous, as this knowledge given to a customer always makes the article under consideration of more interest as well as the value more apparent. Where more and better bristles are used, greater care to give the brush proper balance, so that working with it will be easier, a better finish, of how the bristles are held, and many little touches that add to its value, these things should be pointed out. Let your customer know you are selling them brush service and not only a brush, and you will be surprised at the ease you will sell the higher priced lines.

Always keep your paint brushes near your paint stock, and always remember to suggest, not one brush, but several when you sell paint. A sash tool, a paint brush, and a varnish brush, are nearly always required and an effort to sell one of each of these lines should always be made. And when the sale is made, advise your customer how to care for them—he will appreciate this service.

Nearly every town, your town, no doubt, after four years of war, requires painting. By having your brush and paint department kept up to a high standard you are sure to command the attention of prospective buyers of your town.

The foregoing remarks as to display apply principally to painters' brushes, but with scarcely a vacant house in the Dominion and building prospects so bright, do you as a hardware dealer realize the market possibilities offered for the sale of tremendous quantities of household brushes? Every house should have a hair floor broom, which sweeps better and cleaner without raising dust and are incomparably cheaper, as they wear so much longer than a corn broom. In European countries only hair floor brooms are used and the continually increasing use of them in this country is only limited by a little educational effort, as when a house wife gets accustomed to one she rarely would be without it.

What house is complete without a hair floor broom, a banister brush, a stove brush, a shoe brush, a scrub brush, a saucepan brush, a window brush, a nail brush, a vegetable brush, a flue brush, and others? House cleanliness demands all these, as well as others. As in paint brushes, sales of household brushes are stimulated and increased many fold by display. One way to do this is to use wire trays on counters or tables with one line of brush in each tray, several trays for each class of brush, covering price ranges. It is always advisable to have a price ticket. Make your display big enough and attractive enough to arrest your customers' attention. "That's just what I want," you will often hear, and as your sales mount up you will say, "I would not have thought it possible."

TORONTO RETAILERS PICNIC JULY 30

The Toronto Retail Hardware Dealers will hold their fourth annual picnic on Wednesday afternoon and evening, July 30, to Long Branch Park. A special car has been chartered and will leave Sunnyside about 2 p.m., tickets being $1. A full list of sports throughout the day and dancing in the evening are on the programme. It will be a basket picnic, with hot water and dishes being supplied by those in charge of the park. An invitation is being sent to all manufacturers and jobbers to send a representative and a big day is looked for.

A PRESENTATION

A very pleasant event took place at the Russill Hardware Co. last Saturday, June 28, when Chas. G. McMillan, on the occasion of his severing his connection with the firm, was presented by the members of the staff with a very handsome gold-headed cane, suitably engraved, and also by the firm with a substantial token of their recognition of his long and valuable services and the pleasant relations that had always existed between them. Mr. McMillan made a suitable acknowledgment.

How One Souris, Man., Merchant Displays Brushes



Most paint salesmen who visit the town of Souris are at once attracted on entering the store of F. & J. Field by a display of brushes in a small show case standing 50 inches high and measuring 40 inches in front by 26 inches deep. These salesmen are surprised to learn that the show case was manufactured during the winter months by one of the clerks in the store, assisted by the tinsmiths who fitted the drawers in the rear with a great number of metal compartments for all sizes of brushes. Altogether from 400 to 600 brushes are kept in this cabinet which is all the stock. As will be observed by the picture the show case is one of the prominent fixtures in the paint department, and as a "silent salesman" it has long since proven its worth. The paint department is at the front of the store.

Every Simms' Brush Sold Sells ANOTHER

The selling of Simms' Set-in-Rubber Paint and Varnish Brushes is like an endless chain. Each one used means another sold soon. They advertise themselves by solid merit. And there is a good profit on every brush you sell.

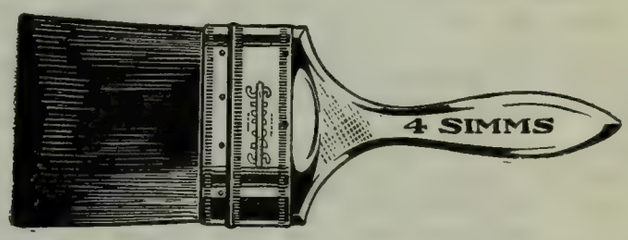
TRADE SIMMS SET IN RUBBER MARK

This Set-in-Rubber is our own patented process. You can find no other Brushes anywhere so good. The bristles are set in forever — they are absolutely guaranteed **never** to come out.

Each Brush is a perfect tool for the painter—doing everything that a good paint brush should do—and then a little more.

Made in every shape and style by skilled workmen for use in skilled work.

Don't let your stock run low. Order a new supply **now.**



T. S. SIMMS & CO., Limited
ST. JOHN, N. B.
Branches: Montreal, Toronto, London

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

BIG

RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.



It's Economy to Use King Cutter Razor Paste

Tell your customers how—at the cost of a few cents—they may save dollars. **King Cutter Razor Paste** used regularly increases the efficiency of any razor.

Write us for a display stand to put on your counter.

J. SAMUELS
275 Queen Street West
Toronto - Ontario

KEEP UP THE BIG DRIVE

Continued from page 66

but it is going to be a wonderful year for the farmers and at the prices they have been getting right along they are going to be enormous buyers. Their purchases will include a lot of paint, and they can be made to buy a lot more if they are gone after in the right way. There is no excuse for them now. They cannot talk high prices because no one has been getting any higher prices than they have. There is no question either about the great amount of work to be done.

All Need Painting

All over the country there are barns that cost a lot of money to build and have not been given any paint for perhaps four or five years. Every one of these is a real prospect. Any number of homes and interiors of homes have been let stand, not always because the farmer did not want to do the work, but because he has been so busy and so short of help that he has been unable to get at it. Now with the boys back from Europe and things straightened away nicely, and with lots of money coming in, he is in a mood to listen to all kinds of practical suggestions about painting his home and fixing things up generally. And when you are talking to him about his buildings, don't ever forget for one moment that he has a lot of costly farm implements, and that paint can be applied to them, and that it will render real service and result in an actual saving of the equipment that has a measurable value in dollars and cents.

Get Good Results

Many dealers have obtained most excellent results by going after business in this way and not waiting for it to come to them. They have found that they not only get immediate orders but they get a line of future business and also very frequently obtain orders for various lines of hardware. In addition to the business side of it, work of this kind brings the store into close personal touch with customers. The firm's representative acquires an intimacy with the farmer and his home and his family and general conditions that will stand him in good stead in the future and helps greatly in laying the foundation for future business.

Other Good Business

The manner in which building got under way this spring was a source of great satisfaction in most sections of the country. Now that peace has been signed and all prospects of further disturbance of conditions is removed, there will be even greater developments in construction work. All this means unlimited opportunities for the hardware dealer to sell more paint. Every new home that is erected means the sale of so many gallons of paints and varnishes. Someone has got to get the business, and the dealer who goes after it is very often the party who comes back with the order.

Another possible source of business in your community is the schools and churches. A great many of these buildings are renovated during the summer season, and many hardware men have landed nice orders by getting in touch with those in charge and bringing to their notice the line of paints they handle and giving information regarding the cost and the amount of material required. Service of this kind is appreciated.

Back Up the Goods

One of the complaints that manufacturers make about many dealers is that the dealers are afraid to stand behind the goods. The manufacturers frequently state that a dealer, instead of backing the paint he is selling to the limit, is inclined to express a doubtful attitude when asked what it will do, or else merely state that the manufacturer says it will do this or that. If the dealer is not prepared to talk up the goods he is selling and become enthusiastic about them; it is hardly to be expected that the customer will. There is absolutely no reason, the manufacturers state, why dealers should not boost the goods to the limit. They (the manufacturers) are prepared to stand fully behind the dealer, and the dealer should go the limit.

ANNUAL OUTING OF THE SHERWIN-WILLIAMS CO. OF CANADA, LIMITED

The annual outing of the employees of the Sherwin-Williams organization was held at Lavaltrie. The employees and their families, over 1,000 in number, reached the picnic grounds on the steamer "Three Rivers," which was chartered by the company for the occasion.

Immediately upon arrival at Lavaltrie a baseball match, factories vs. offices, was played, the factories team being victorious by a score of 14 to 12. Luncheon was then served, after which a program of games, consisting of races, tug-of-war, broad jump, weight-throwing contest, etc., wes staged.

An orchestra was in attendance throughout the day, and dancing was indulged in both on the boat and the pavilion on the grounds.

At the conclusion of the day's events the prizes were presented by Mr. W. S. Fallis, managing director of the company, who dwelt upon the loyalty and good feeling that had always characterized the relations of the staff of office and factory alike. He stated that it was the desire of the management to do everything possible to perpetuate this feeling and that it was the intention to see that the treatment of every single employee was founded on the business of a "square deal."

Dutro C. Cale, who was recently elected vice-president of the Certain-teed Products Corporation, leaves shortly on a world tour and will visit Australia, New Zealand, South Africa and other countries with a view to getting export business.

OPPOSE HARRISON BILL

The naval stores section of the Savannah Board of Trade has placed itself on record as opposed to the enactment of the Harrison naval stores bill.

Complying with the request of the naval stores section, the directors of the Board of Trade considered the bill and also opposed its passage, stating in a telegram to Georgia senators that they favored legislation to standardize grades and to prevent fraudulent practices in trade, but were opposed to centralization of power in the hands of the Secretary of Agriculture, as proposed by the Harrison bill. In a letter to the senators following the telegraphed resolutions it was stated that the directors believed that "The fixing of grades and the prevention of frauds could be accomplished in a much simpler and far less dangerous manner by a very brief rider attached to the agricultural bill, something similar to the legislation under which the Secretary of Agriculture fixes grades of cotton." The naval stores trade would not like to feel that it was practically in the hands and under the control of some Federal officer in Washington, as it feels would be the effect of the Harrison bill," said the directors.

ACTIVITY OF BIRMINGHAM SMALL-ARMS TRADE

Commenting on the local gun trade, particularly the outlook for the revolver and pistol branch, the Birmingham "Post" recently stated that large orders are being received from abroad with the prospect of more to follow. Orders for sporting guns are also said to be pouring into Birmingham from all the principal markets of the world. India is well at the fore, and there is a keen demand from Italy and Greece, while the requirements of Africa and Canada have accumulated until they reach large proportions. France, Spain, and other European customers are pressing for deliveries, and the United States, despite its extensive home production, is said to be eager to get Birmingham specialties.

It is anticipated that a greatly increased production will materialize in the near future. Birmingham manufacturers have cleared their Government contracts, and reorganization of production for the civil trade is being contemplated. It is considered a good augury for the revitalizing of the Birmingham gun trade that the leading firm of military rifle makers is taking part in a co-operative scheme of production. This, it is expected, will insure development of the trade on that side where international competition is most formidable—in the cheap breech-loading shotgun.

With regard to tubes, for which the Birmingham trade relied so largely on foreign sources before the war, it is stated that arrangements will assure local gunmakers of regular supplies of all the tubes they want.



The Painters' Good Word

THE painters' cordial endorsement of the merit of Berry Brothers' Varnishes, Enamels and Stains is one of the reasons why they are so favorably known and easy to sell. Sixty-one years' adherence to fixed quality standards has established the confidence of varnish buyers in all "Berry" products.

No varnish stock is complete without Berry brands, and it pays to push them because there is a permanent and increasing demand for them.

Partial list of distributors of Berry Brothers' products

Wood, Vallance Hardware Co., Ltd., Nelson, B.C.	Lariviere, Inc. - - - Montreal, Que.
Frank A. Gillis Co. - - Halifax, N.S.	L. H. Gaudry & Co. - - Quebec, P.Q.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.	Wood, Vallance, Ltd. - - Winnipeg, Man.
Whites, Ltd. - - - Collingwood, Ont.	Wood, Vallance & Adams, Ltd., Calgary, Alta.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.	Revillon Wholesale, Ltd. - Edmonton, Alta.
A. M. Bell & Co., Ltd. - - Halifax, N.S.	Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

Walkerville, Ont. No. 9

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, July 3.—On Wednesday of this week flax prices again scored, and the advance of 50c per bushel made the new high record of $5.45. This means that linseed oil, figured on the usual basis, is actually worth, on the spot market conditions, about $2.75 per gallon. The situation is strong, and this is made the stronger with seed supplies likely to remain small. The turpentine situation has been a little easier in the South, but is still quite firm here. As with oil, quotations are strictly nominal, some not quoting on either product. White lead in oil and putty are firm and steady, and prepared paints are very strong and active. The conditions are particularly good.

Strictly Nominal Linseed Oil Prices

Montreal.

LINSEED OIL.—The markets this week are harder to define than ever, and with most jobbers not quoting, prices are altogether of a nominal character. The flaxseed market is soaring greatly, and a jump of 50c per bushel was made in flax on Wednesday of this week, the new high being $5.46 per bushel. Spot seed is very scarce, and yet crushers state that they are getting small supplies forward from day to day and that they are endeavoring to take care of regular business. The outlook is for very high oil, and at present it looks as though $2.60 to $2.75 will be the quotable price within a week. The lowest and only quotation this week is $2.55, and this is not likely to obtain throughout the week.

Raw—	Imp. Gal.
1 to 4 barrels	$2 55
5 to 9 barrels	....
10 to 25 barrels	....
Boiled—	**Imp. Gal.**
1 to 4 barrels	$ 257½
5 to 9 barrels	....
10 to 25 barrels	....

Turpentine Short; Makes Price Range

Montreal

TURPENTINE.—In view of the difficulties experienced in getting supplies of turpentine regularly, the basis is really nominal. There has been an easier feeling, and tendency in the South during the past few days, but locally conditions are not so easy. Quotations range from $1.40 per gallon to $1.70. Demand has somewhat lessened and this may have a welcome result in helping toward a slightly better supply.

Turpentine—	Imp. Gal.	
1 to 4 barrels	$1 40	$1 55
Small lots	....	....
(Packages extra.)		

Putty is Steady; Selling Continues

Montreal.

PUTTY.—A continued demand exists for putty from the trade, for such quantities as are required at this season of the year. The undertone is very firm, but there are no price changes in addition to that made last week for pure linseed oil putty. If the oil market advances more, however, it is not improbable that there will be an increase soon for ordinary putty.

	5 ton	1 ton	Less Quanty.
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases	7 15	7 40	7 75

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs advance on above prices.

Terms—2%, 15 days, net 60.

Sales Still Good; White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—Marketing of white lead in oil continues on a satisfactory basis. There has been a big outturn by the corroders, and the tendency of the market is steadily firm. Prices are bound to be held fully as high as those obtaining to-day, the corroders state, and there will probably continue to be a strong demand. Five-ton lots are selling at $15 50 per 100 pounds; ton lots at $16, and smaller quantities at $16.35.

Big Repeat Sales For Mixed Paints

Montreal.

MIXED PAINTS.—From all reports, 1919 will present an excellent record in paint selling circles. The demands have been large and these are continuing heavy. Manufacturers have planned to take care of their customers well, and to this end have made prompt shipments where transportation could be regularly secured. Many have worked overtime to fill the trade's requirements with the minimum of delay. There is much strength of undertone. Two weeks ago, when changes were made, it was not expected that linseed oil would pass the $2.50 per gallon mark. With flax well over the $5 mark the situation is different. The prepared paint market is stronger than ever.

TORONTO

TORONTO, July 3.—A sensational advance of 68 cents in the price of flax seed in two days has shot linseed prices up until the range of quotations to-day is from $2.75 to $2.90, with every indication of a further advance. Turpentine has been decidedly easier and the market shows a tendency to decline still further. The rosin market is steady. In some quarters it is stated that further advances in paint prices would cause no surprise. If an increase is made it is stated that it will include all lines. Some of the manufacturers, it is stated, do not think that the advances made recently in a few lines were sufficient to meet conditions.

Linseed Oil Prices Smashing All Records

Toron'o

LINSEED OIL.—All previous records have been smashed by the present prices of flax seed and linseed oil and the tendency is towards even higher levels. Reports that owing to the hot dry weather the flax crop in the South-western States is a failure has caused a sensational advance in flax seed prices. On Saturday it was quoted at $4.92 and to-day had jumped to $5.60. This is one of the biggest jumps on record. Crushers are now beginning to wonder if there will be enough flax seed to go around until the new crops come in. The American markets are reported bare. From Saskatchewan come reports of a very light crop owing to unfavorable weather conditions. Other reports regarding flaxseed from the West are not reassuring. Added to these conditions is another factor. With the signing of peace Germany comes into the market, and according to reports large shipments have already been made from England to Germany. In the meantime, European buyers are getting the big share of all the seed that is being shipped from the Argentine. As a result of conditions that have developed many firms have withdrawn all quotations temporarily. Those who are still quoting state that the market is very strong and will ad-



Build your store on this firm foundation. Brandram's Genuine B.B. White Lead is nearly two centuries old—it has a long and honorable history behind it. In the world competition of all these years Brandram's process is the only survivor of all the Patented White Lead processes which were in use at the time it came into being.

This is the white lead which is used in B-H "English Paint."

Your guarantee and your customer's satisfac ion lie in that two centuries of history.

Write us for particulars of our agency proposition.

"Save the surface and you save all" *Paint & Varnish*

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG

MEDICINE HAT CALGARY EDMONTON VANCOUVER

vance. The range of quotations is from $2.75 to $2.90.

Linseed Oil—	Raw	
1 to 2 barrels, gal.	$2 75	$2 90
3 to 5 barrels, gal.	2 74	2 89
10 barrels and over	2 72	2 87
	Boiled	
1 to 2 barrels, gal.	$2 78	$2 93
3 to 5 barrels, gal.	2 77	2 92
10 barrels and over	2 75	2 90

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

Turpentine Declines; Rosin Holds Firmly

Toronto

TURPENTINE—As stated in HARDWARE AND METAL last week the turpentine market is steadily declining and to-day's quotations are ten cents lower than former figures. The market is still weak and further declines are expected. The only factor that may steady prices at the Southern ports, it is stated, will be a resumption of buying from overseas. It is believed, however, that European needs are temporarily filled. England especially is well supplied, not only with actual stocks, but with shipments now en route. No one, however, is looking for the bottom to drop out of the market, as the crop is not heavy and as soon as prices are stabilized a little from the recent new high records a good volume of home business is expected to offer. This year's crop will not, it is stated, be any larger than that of last year. Prices are as follows:

Turpentine—	Imp. gal.
1 barrel (barrel included)	$1 55
2 to 5 barrels (barrel included)	1 54
5 gallon lots	1 65

Paint Manufacturers Still Very Busy

Toronto.

MIXED PAINTS.—Further advances in paint prices are not at all unlikely, it is stated. Some of the paint firms are of the opinion that the advance made recently of 25 cents a gallon in oil paints was not sufficient to meet present day conditions, high production costs and record prices of linseed oil. If another advance is made, it is stated that all lines will be affected. No changes are shown beyond those mentioned in last week's issue of HARDWARE AND METAL.

Window Glass May Advance 10 Per Cent.

Toronto.

GLASS, PUTTY.—While no changes have been made yet in window glass prices a revision upwards is expected shortly and it is stated that the new figures will be at least ten per cent. higher than present quotations. A fair volume of business is offering. Putty prices show no changes from the revisions reported last week. Prices are as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 35	$5 60	$5 95
Do., 100 lb. iron	6 20	6 45	6 60
Do., 25 lb. iron	6 45	6 70	6 85
Do., 12½ lb. irons	6 70	6 95	7 30
Bladder, in barrels	7 10	7 35	7 50

Pure putty advance $2.50 per 100 lbs. over above.

White Lead in Oil May Advance Shortly

Toronto.

WHITE LEAD IN OIL.—Just what effect the recent heavy advances in linseed oil will have on white lead in oil remain to be seen, but higher prices are looked for. A good volume of business is being handled. Quotations are as follows: 5 ton lots, $15.85 per 100 pounds; one ton lots, $16.35; and in smaller quantities, $16.70.

Retailers Strongly Supporting Move to Eliminate Unfair Advertising

Merchants Are Much More Alert Than Manufacturers and Jobbers, Says Bulletin Issued by the Associated Advertising Clubs of the World

SOME manufacturers who so often complain that the retailer is behind times in movements for the improvement of business methods may be greatly surprised, says a bulletin from the Associated Advertising Clubs of the World, to learn that retailers are, on the average, very much more alert than manufacturers and jobbers in their interest in the elimination of unfair advertising and other unfair practices in selling, such as are dealt with by the National Vigilance Committee of the Associated Advertising Clubs, and by the local vigilance committees of advertising clubs affiliated with the A.A.C. of W.

Support The Movement

"Perhaps there could be no better indication of the interest of local advertisers," says a bulletin from the Associated Advertising Clubs, "than the way the retailers contribute toward the support of the truth in advertising movement. Some local stores contribute $1,000 or more a year toward local better business bureau work, and a large number are paying more than $250 a year. One store pays $1,300, and says it is getting its money's worth.

"When the Better Business Commission of Toledo was recently organized," continues the bulletin, "there were eleven subscriptions of $300 each from local business men, while the local Chamber of Commerce signed up at $1,000 a year. In Cleveland, Indianapolis, Detroit, and in numerous other cities, payments of $250 a year and more are not unusual.

"These figures are cited," says the bulletin, "to show that the local retailer is very much interested in better advertising, and that he proposes to see the movement go forward. In the meantime, some of these stores which are investing considerable sums in local vigilance work are paying considerable sums toward the general work of the Associated Advertising Clubs of the World. One store which pays more than $1,000 locally is paying $200 a year as a member of the general movement, another which pays $300 locally pays $100 to the general cause, etc.

"While the retailers may be slow in some things, they have not been slow at all in their support of the movement for truthful advertising and for the elimination of unfair selling competition."

NO BIG DROP IN PRICES SCHEDULED

One of the chief reasons for high price levels is the presence of gold in abnormal quantities. Prior to the outbreak of the European war the United States was carrying a normal stock of approximately $1,900,000,000. The demands of war brought additional gold to our shores so that now we have over three billion dollars of gold money, over two billion of which is in the Federal Reserve Banks.

Is there any immediate prospect of the gold leaving our shores? Figure it out for yourself.

Gold moves back and forth between countries in response to international trade conditions, to settle international trade and other financial balances. For a number of years to come vast sums of money will be due and payable in the United States in interest and principal on war loans made to foreign countries. These loans have amounted to $10,000,000,000, and the annual interest will approximate $400,000,000. This will have a strong tendency to keep our gold at home; indeed, unless checked by counter moves, as in a wholesale investment of our foreign credit moneys in the securities of these debtor countries, more gold is likely to come this way. In addition to this, the trade balances between all European countries are sure to be immensely in favor of the United States and for some years to come, for Europe must look to us to repair, in a large measure, the ravages of war, and our exports are sure to be vastly in advance of our imports.

The logical conclusion, then, cannot fail to be that our gold, our abnormal gold, will remain in our hands; stimulating credits, business and prompting high price levels.—*Forbes' Magazine.*

ADDITION TO HALF-HOLIDAY LIST ONTARIO

COBALT.—Half holiday is observed during the Summer months, on Saturday afternoons, when the stores close at one o'clock. On other days the hardware stores close at six o'clock.

RAMSAY'S SHINGLE STAINS

WILL SAVE THE SURFACE

"Save the surface and you save all" Paint & Varnish



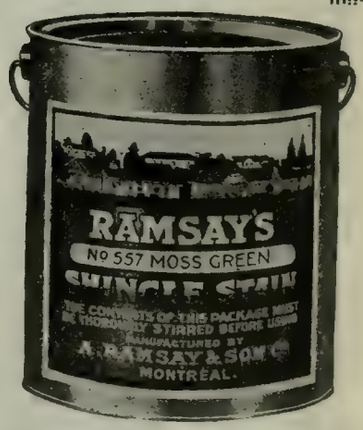
"Save the surface and you save all" Paint & Varnish

The Right Shingle Stain to Shingle Stain Right



Now is the time to push this line
and boost our
Surface Saving Products.

If you haven't a stock—order
now and go after the business.



A. Ramsay & Son Company

Makers of Property Preserving Paints & Varnishes for 77 years

Toronto **MONTREAL** **Vancouver**

Distributors

EDMONTON DISTRICT
Revillon Wholesale Limited, Edmonton

CALGARY DISTRICT
The McDonald-Baker Co., 818 8th Ave. W., Calgary

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25% B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M, net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. Lesmos concave ball, $4.40; 22 short $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 37½%
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% off list in Catalogue o. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.....	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz...	12 50	13 20
No. 3, doz...	13 50	14 20
No. 4, doz...	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 8 00
No. 2, dozen	10 80
No. 3, dozen	8 40
No. 4, dozen	11 00
No. 5, dozen	13 00
No. 6, dozen	15 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30%.
Standard Quality, 30, 10%.
Side Lace Leather, lb., $1.75-$1.95.
Cut Lace Leather, lb... 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.....	$4 0
No. 2 x 50, lb.....	5 00
No. 3 x 60, lb.....	7 50
No. 4 x 100 lb.....	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, SLEEVE—

No. 3, dozen	$ 5 50

BOARDS, IRONING—

No. 31, dozen	$11 00
No. 32, dozen	12 00
No. 35, dozen	26 00
No. 36, dozen	30 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and arger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends,, 25%.
Plow Bolts, 30%.
Elevator Bolts 25%.
Fancy Head Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list), 25%.
Whiffltree Bolts, 25%.
Nuts, square, blank, add to list .75.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list, $1.25.
Stove Bolts, 65%. Tire bolts, 50%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 33
Rods, base ½ to 1 in., round	0 32
Tubing, seamless, base	0 38

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$12 50
30-gal., Standard	11 00

BOARDS (Wash), Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond Ring (glass)	6 30

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4.....	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Proof Coil		Welded	
	Mont'l	Tor'to	Mont'l	Tor'to
3-16 in.	$22.75	$21.40	$.....	$27.40
¼ in.	16.75	17.75	20.60	23.60
5-16 in.	14.75	14.60	16.40	18.40
⅜ in.	13.00	13.40	15.00	17.25
7-16 in.	12.75	13.15	14.40	16.65
½ in.	12.50	12.80	14.15	16.50
5/8 in.	12.35	12.75	13.85	16.15
¾ in.	12.25	12.70	13.50	16.00
⅞ in.	12.05	12.40	13.40	15.80
1 in.	11.90	12.30	13.30	15.65

	Electric Welded		B.B.	B.B.B.
⅛ in.	19.00	.....	22.00	.....
3-16 in.	18.00	.....	20.00	.....
¼ in.	15.00	16.00	18.00	.....
5-16 in.	13.50	13.50	16.50	.....
⅜ in.	11.60	12.25	14.60	.....
7-16 in.	11.50	12.00	14.50	.....
½ in.	11.25	11.80	14.25	.....
5/8 in.	11.00	11.55	14.00	.....
¾ in.	9.75	11.25	12.25	.....

F.O.B. Toronto, Montreal

American Proof Coil Chain

	B.B.	B.B.B
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
5/8 in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 20%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 8 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. pe rbbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen $27 30

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36 60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths..	$6.85
17—7-strand, 50 ft. lengths..	7 00
18—6-strand, 100 ft. lengths..	5 60
18—6-strand, 50 ft. lengths..	5 33
19—6-strand, 100 ft. lengths..	4 50
19—6-strand, 50 ft. lengths..	5 00

F.O.B. Montreal, Toronto, London

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report		
Rods, ½ to 2 in.	0 32	0 33
Plain sheets, base, 16 oz. and heavier ..	0 34	0 35
Hot rolled (tinned one side)	0 38	0 39
Copper sheet, planished, base 16 oz. and heavier	0 42	0 50
Tubing, lb.	0 39	0 41

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	71
No. 7, lb.	70
Nos. 8, 9, 10, 12	69

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets..	$7 75	$7 35
Do., 60 sheets	7 85	7 45

COKE, TIN PLATES

	Per box
IC, 20x28 base	$18 00
IX, 20x28 base	21 00
IXX, 20x28 base	23 00
IXXX, 20x28 base	25 00

F.O.B. Toronto

TERNE PLATES

I. C. 20x28, 112 sheets $19 00
F.O.B. Toronto.

"DOMINION CROWN BEST" DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B Montreal.



SPECIALISTS

Some doctors are just doctors. Some doctors are specialists. Did you ever go to a doctor who prescribed for you, and the beastly stuff cost you $3.00, and after shaking and taking you felt worse? Another visit and the doctor said: "We will try something else"—another $3.00 and results as before.

One visit to a specialist who can diagnose your case correctly and prescribe what is necessary and all is well.

There are doctors and specialists in every business. A Specialist in white metal alloys never needs to experiment with his customer. All experimenting has been done long ago and that is why we

THE CANADA METAL CO., LTD., ARE SPECIALISTS.

All experiments are conducted by our own chemists in our own laboratories, and whether you are interested in

BABBITT METALS—SOLDER—SHEET LEAD—LEAD PIPE

or any other white metal alloy, you cannot do better than get in touch with us. You will never be advised to "try something else." You will get exactly what you want the first time.

THE CANADA METAL CO., LIMITED

Hamilton Montreal TORONTO Winnipeg Vancouver

Vacation Time is Bicycle Time

In the country, on the seashore or at home, a vacation is not complete without a bicycle.

Many people need only a reminder to see their need and purchase.

During vacation the money needed to buy a bicycle can often be earned. Just try getting a bunch of boys working on this.

C·C·M· Bicycles

The Principal C.C.M. nameplates are:

Massey
Gendron
Columbia
Ivanhoe
Perfect
Cleveland
Brantford
Red Bird

are well made and well known, so they sell readily and build up good-will.

For agencies open, prices and full particulars, write head office or nearest branch.

Canada Cycle & Motor Co.

LIMITED

Montreal Toronto WESTON Winnipeg Vancouver

CLOCKS

Big Ben	$3 00
Good Morning, each	1 30
Lookout	1 70
Sleepmeter	1 80

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $9.50 per 100 lbs.

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank List each.			
1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.85	7/8	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—			
3/32	$2 70	3/8	$ 8 50
1/8	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	5/8	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	7/8	30 00

Bit Stock Drills	40%
Blacksmiths', ½-in. shank	40%
Straight Shank	40%
Straight Shank, wire	40%
Taper Shank	40%

DOORS

See Screen Doors.
F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 30%-35%; cast bushings, 30-35%; unions, 40-45%; plugs, 35% off list. Net prices Class B, black, 21c lb.; Class C, 14c lb.; galvanized, Class B, 30c lb.; Class C, 21c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼"	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼".	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.
F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz.	Tee pairs.
4-inch	$ 2 70	$ 2 30
5-inch	3 33	2 88
6-inch	3 60	3 24
8-inch	4 86	3 69
10-inch	8 64	6 57
12-inch	10 71	10 44
14-inch	12 24	10 62

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch		

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 35%.
F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lighting	12 50
Heath's	12 50
HOES, Grub	$10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	
Barden Patent	6 00	

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	
Special-countersunk	0-4	10 10	
Toe-weight (front only)	1-4	10 60	

Less 20c.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	
72x30, 26 gauge, case lots	

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 85
Mrs. Potts, No. 50, nickelplated, set	1 90- 1 95
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 34
Hercules, 4 to 10 ft.	0 36
Hercules, 12 to 14 ft.	0 41
Faultless, 4 to 10 ft. only	0 32
Ontario, 4 to 10 ft. only	0 29
Shelf Lock, 4 to 8 ft. only	0 24
Gardner, No. 1	0 21
Do., No. 2, bolted	0 24
Dominion, No. 3	0 25
Do., No. 4, bolted	0 28

Single and Fruit Picking

10 ft. to 16 ft.	22c ft.
18 ft. to 20 ft.	25c ft.

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 26
36 to 40 ft.	0 29
44 ft.	0 32
Over 44 ft.	0 42

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby	$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$11 00
Dowswell	11 25
Noiseless	15 50
Hamilton	12 50
Ottawa	11 50
Peerless	11 50
Snowball	17 00
Momentum	18 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	110 00
Seafoam, engine drive	50 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	11 50
Popular, No. 2	11 00
Economic	13 50
Champion	18 50
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	51 50
Do., do., electric	111 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	59 50
Perfection, electric	119 50
Gem	18 50
Winner	17 00
Connor Improved	10 75
Jubilee	10 25
Canada First	21 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$13 00
Pick, doz.	13 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$38 10 39 60
No. 8, dozen	46 40 48 60

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound. $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

Every Motorist In Your Town



Is A Prospective Customer--
---When You Carry

DOUGALL DA-COTE

MOTOR CAR ENAMEL

A splendid chance to build up and add to your business. Every Da-Cote customer is a satisfied customer too.

Da-Cote is made of the finest Dougall Varnish and finest pigments, ground into an enamel as fine as cream which flows on so smoothly that no brush marks show.

You can sell it to your customers in handy form. Get after the Accessory business of your town. Da-Cote will help you do it. Get after it now, while it's going.

DA-COTE

can also be used to refinish or repaint Buggies, Go-Carts, Baby Carriages, Bicycles, Velocipedes, Delivery Waggons, etc. It makes them look like new.

THE COLORS

RED	BLUE
GREEN	GREY
CREAM	BLACK
YELLOW	WHITE
BROWN	KHAKI

SELLING HELPS

Window Trims, Store Display Cards, Color Cards, Direction Books and Da-Cote Literature--are yours for the asking.

The Dougall Varnish Company, Limited
MONTREAL

ASSOCIATED WITH MURPHY VARNISH COMPANY, U.S.A.

Moulding, Flooring, Slating, Box. Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	1⅝"	$19 75
4	1¾"	9 75
5	1 15-16"	4 75
6	2⅛"	4 50
7	2 5-16"	4 25
8	2½"	4 25
9	2 11-16"	4 00
10	2⅞"	4 00
11	3 1-16"	4 00
12	3¼"	4 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 95
36-inch, per roll	6 50
48-inch, per roll	7 60
60-inch, per roll	9 00
72-inch, per roll	10 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	9 00

F.o.b. Montreal, Toronto.

OILS

	Montreal	Toronto
Royalite, gal.	0 20½	0 19½
Palacine, gal.	0 23½	0 22½
Gasoline, net, gal.	0 34	0 33
	List	Gallon
Black oil (Summer)	0 19½	0 16
Black oil (Winter)	0 20½	0 18½
Imperial Kerosene		
Tractor	0 59	
Capital cylinder	0 62	0 58
Machine oil, regular grades	0 36	0 36
Standard gas engine oil	0 40½	0 37
Parafine	0 25	0 21

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list.	0 90
Polarine A, list	1 00
Gargoyle Mobiloil, list	1 30

List, less 25% on above.

Fuel oil, bbls. net	0 08
Fuel oil, tank cars, net	0 07

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	0 70
Tarred Fibre, No. 1 roll	1 25-1 30
Tarred Fibre, No. 2 roll	0 78
Surprise Fibre	0 66
Tarred felt, per cwt.	3 75
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 60
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 100 lbs.)	4 75
Straw, sheathing, dry, per cwt.	3 05
Do., Do., tarred, per cwt.	3 20

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—		
5 to 6 lbs., doz.	$11 00	$11 25
6 to 7 lbs., doz.	12 00	12 25
Rock—		
7 to 8 lbs., doz.	13 00	

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 39, April 3, 1919

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$....
¼ in..	4 53	6 60	5 13	7 23
⅜ in..	4 53	6 66	5 13	7 26
½ in..	5 99	7 57	6 84	8 42
¾ in..	7 53	9 66	8 68	10 81
1 in..	11 14	14 28	12 84	15 98
1¼ in..	15 07	19 32	17 37	21 62
1½ in..	18 01	23 10	20 76	25 85
2 in..	22 24	31 08	27 94	34 78
2 in..	22 24	31 08	27 94	34 78
2½ in..	38 90	49 73	....	....
3 in..	50 87	65 03	....	....
3½ in..	64 86	81 88	....	....
4 in..	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$27 94	$34 78	$31 64	$38 11
2½ in..	40 66	51 48	46 51	57 35
3 in..	53 17	67 32	60 82	74 97
3½ in..	66 70	83 72	75 90	92 92
4 in..	79 03	99 19	89 98	110 09
4½ in..	88 00	113 00	107 00	132 00
5 in..	103 00	132 00	125 00	154 00
6 in..	133 00	171 00	162 00	200 00
7 in..	175 00	224 00	211 00	259 00
8 L in..	184 00	235 00	221 00	273 00
8 in..	212 00	271 00	255 00	314 00
9 in..	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in..	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 60%.

4½" and larger, 50%.

4" and under, running thread, 30%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list.	3 00
12-oz. bottles, doz., list.	6 00
1-qt. can, doz., list.	15 00
½-gal. cans, doz., list.	24 00
1-gal. cans, doz., list.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton

Size	Case	Doz.	Case
¼ pts., 3 doz.		$1 15	$3 40
½ pts., 3 doz.		2 10	6 00
Pints, 2 doz.		3 15	6 00
Quarts, 2 doz.		4 65	9 00
½ gal., 1 doz.		8 40	8 40
Gal., ½ doz.		....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, discount 15%; burrs, add 20 to 25%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 70
Good Luck, 2-ply	2 00
Good Luck, 3-ply	2 35
McCombe Sp., 1-ply	1 60
McCombe Sp., 2-ply	1 85
McCombe Sp., 3-ply	2 20
Black Cat, 1-ply	1 95
Black Cat, 2-ply	2 25
Black Cat, 3-ply	2 60
Black Diamond Ready Roofing, 2-ply	1 35
Black Diamond Ready Roofing, 3-ply	1 65
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 25
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto and Montreal.

ROPE

	Lb
Pure Manila basis	34
British Manila basis	30
New Zealand hemp basis	30
Sisal basis	27½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42

Italian rope basis. On application

Cotton, ⅛ in.	0 81¾
5-32 in.	0 80¾
3-16 in.	0 64
¼-in. and up	0 63

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)

651B (68), $2.10 dozen; 751 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 762B (7), $6; 386 (32), $6.90; 3851 (66½), $5.85; 465 (69), $1.80; 171 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)

	Each
263, 50 ft. Challenge Steel	$3 95
103, 50 ft. Reliable Jr. Steel	4 05
243, 50 ft. Rival Steel	3 50
1243, 50 ft. Rival Jr. Steel	3 50
603, 50 ft. Metallic	3 00
604, 66 ft.	3 30
403, 50 ft. Linen	2 15
	Dozen
713, 50 ft. Ass Skin	5 40
714, 66 ft. Ass Skin	6 50
143, 3 ft. Steel Pocket	7 10
145, 5 ft. Steel Pocket	9 65
175, 5 ft. Linnine Pocket	5 55
165, 5 ft. Cotton Pocket	1 60

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00

Helping you sell more Munro's Pure Paris Green

The First Line of Defence

A plentiful supply of ammunition is the first line of defence against the enemy. When waging war against the Potato Bug army, make sure that your first line of defence is impregnable by using Munro's Pure Paris Green—the only ammunition you'll need. When the first Potato Bug appears spray the plants with a liquid solution of this old reliable Killer, and the enemy will be destroyed and your potato crop saved.

MUNRO'S PURE PARIS GREEN

is a fine fluffy rich green powder made to Government standard. It has been killing potato bugs for years, and this year will kill more than ever, because more people will use this old standby to make sure of getting a good crop of potatoes. Be sure you get Munro's from your Hardware, Drug, Grocery and General Store.

Manufactured by

McARTHUR, IRWIN, LIMITED MONTREAL



The potato bug's deadliest foe



GET after Mr Potato Bug early and often with Munro's Pure Paris Green. It is the most efficient bug exterminator on the market. Sprayed on thoroughly it rids your plants of the pest and permits the development of bigger and better potatoes.

Munro's Pure Paris Green
(GOVERNMENT STANDARD)

is a fine, fluffy powder that sprays out evenly, covers thoroughly and adheres to the foliage without scorching it. It has better "killing records" than any other insecticide and is much the cheapest, judged by results. At hardware, drug, grocery and general stores.

Make sure you get the genuine Munro's Pure Paris Green manufactured by

McARTHUR, IRWIN, LIMITED
MONTREAL



Don't Let Him Sneak Up on You

Old Potato Bug doesn't blow a horn to let you know he is coming. Just when your potato plants are shooting out tender green leaves this deadly destroyer sneaks in and begins to chew them up. Have a hot reception all ready for the pest by spraying plants with

MUNRO'S PURE PARIS GREEN

It is the good old killer that always does the job right. Spray early and as often as required and your Potato plants will be impervious to attack.

Munro's Pure Paris Green is made to conform to Government standard. It is a fine fluffy rich green powder which mixes evenly in water. Ask for it by name at all stores where garden supplies are sold.

Manufactured by

McARTHUR, IRWIN, LIMITED
MONTREAL



Get a Bigger Potato Crop

Authorities will tell you that spraying is as important as plowing and cultivating. Spraying saves your crop of healthy, full-sized potatoes that will command top-notch prices.

The well-timed use of

MUNRO'S PURE PARIS GREEN

will keep your plants free of bugs and give Nature the chance she asks to produce good sound tubers, and lots of them.

Don't experiment with new-fangled "bug powders." Use the old reliable Munro's Pure Paris Green, that is sure and deadly in its action and never harms the plants.

Ask for Munro's by name, and make sure you get it. At hardware, drug, grocery and general stores.

Manufactured by

McARTHUR, IRWIN, LIMITED
MONTREAL

A CAREFULLY selected list of one hundred and ninety-three newspapers and ten magazines is carrying these advertisements. Destruction to potato bugs is being preached broadcast and there can be only one result—increased sales of Munro's Pure Paris Green.

But—increased sales will come only to those dealers who are prepared to handle them. Is your stock adequate?

Order through your jobber or direct.

McARTHUR, IRWIN, LIMITED

Established 1842 **MONTREAL**

Bush 15 50
F.o.b. Toronto, London.

SCREEN DOORS
Kasement No. 1—2 ft. 8in. $28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	77½%
Wood, R. H., bright	75%
Wood, O. H., bright	75%
Wood, F. H., brass	55%
Wood, R. H., brass	52½%
Wood, O. H., brass	52½%
Wood, F. H., bronze	50%
Wood, R. H., bronze	47½%
Wood, O. H., bronze	47½%
Square cap	20
Hexagon cap	20

Wooden Bench Screws
Dozen $7 00

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 25
18 and 20	7 10
16	6 95
14	6 80

F.o.b. Hamilton and Toronto.

SHINGLES METAL

Standard galvanized	$10 00
Standard painted	8 00

Discount 7½%.

SIDING METAL

Standard galvanized	$8 50
Standard painted	6 50

Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
Base, 3 to 8 lbs., 42c, F.o.b. Toronto and Hamilton.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M.....$13 50 $16 50

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection, No. 33, 3-burner	24 25
Perfection, No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	$21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz.	$2 60
Sampson, doz.	7 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	25 and 25	25 and 25	25 and 25
Draining Tools	25 and 25	25 and 25	.....
Hollow Back Scoops	25 and 25	.....	25 and 25
Sand Shovels	25 and 25	.....	25 and 25
Hollow Back Shovels	25 and 25	.....	25 and 25
Hollow Back Coal Shovels	25 and 25	.....	25 and 25
Riveted Back Scoops	25 and 25	25 and 25	25 and 25
Miners' Spring Point Shovels	25 and 25	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net.
F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.
Prices guaranteed by manufacturers against their own decline to Dec. 31, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917	Net List
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.o.b. Toronto, Oshawa, Ottawa.

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	0.65½
4-ply wrapping, lb.	0.69

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket.

VALVES

	%
Compression work, standard	50
High grade	49
Fuller work, standard	45
High grade	38
Basin cocks, No. 0, Standard	40
High grade	40
Bath cocks, compression	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard	10% advance on list
Radiator valves, standard	31
Do., removable seat	Net list
Patent quick opening valves	30
Globe, angle and check valves, standard	23
Do., Jenkins Disc,	22
Jenkins Valves	10%
Standard Gate	85

F.o.b. Toronto.

Penberthy Brass Valves

Compodisk Valves	15-5 p.c.
Gate Valves	25
Regrinding Valves	15-2½ p.c.
Swing Check Valves	10-2½ p.c.

WARES, ETC.
Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%, White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware. White, list, plus 30%.
Plain and Jap. Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, Japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Board, 30% and 5%.
Stove Pipe, Standard, list plus 33 1-3%
Stove Pipe Thimbles, 50%.
Copper Boilers, net list.
Copper Tea Kettles, net list.
Copper Tea Kettles, 3 doz. lots, list less 10%.
Copper Tea and Coffee Pots, net list.
Copper Tea and Coffee Pots in 3 doz lots, less 10%.
Nickel-plated Ware, 50%.
F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS
Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¾ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¾ in., 1 5-16 in., $18.00; 1⅝ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 25 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4.75	$4.00	$4.75
Section, ½ lb., per 100 lbs.	4.75	4.50	4.50
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

WHEELBARROWS

Navvy, steel wheel, doz.	$60 00
Garden, steel, doz.	64 25
Light garden, doz.	46 80

F.o.b. Montreal, Toronto, London.

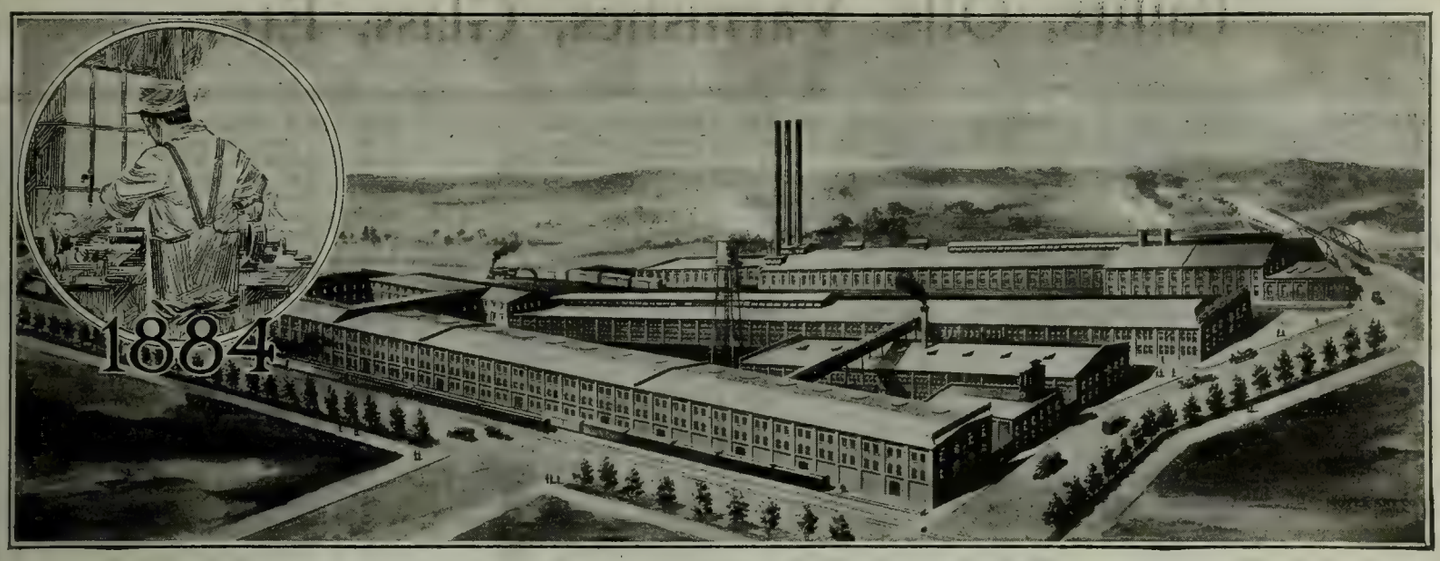
WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

Cut Hay Wire	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	6 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.
Smooth Steel Wire
Nos. 0-9 gauge, base 5 00
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings



SHARPLES

PIONEER IN 1884
LEADER IN 1919

The above is more than the picture of the oldest and largest separator works in North America. It is convincing evidence, expressed in bricks, machines and men, of the support given Sharples by the dairymen of the world.

Back in 1884, P. M. Sharples, a machinist at West Chester, Pa., began studying the problems of dairymen. Quickly realizing, through actual experience, that foreign separators were inefficient, he invented the first American separator. Not only is Sharples the pioneer North American separator, but every notable improvement in separator construction has been a Sharples achievement. The Sharples Suction-feed Separator is to-day the only separator that skims clean at any speed —and has no discs in the bowl.

Sharples Milker—the only milker with a positive squeeze—is another Sharples pioneer achievement.

Now, Here's what the above means to you

Through a Sharples Dealer Contract, you can take advantage of the Sharples 35 years of goodwill; the Sharples pioneering; the Sharples 100% Americanism; the Sharples mechanical supremacy. But the Sharples Contract is not being "hawked" around—we only want dealers who measure up to the Sharples standard. For such dealers there are opportunities now that may not be available in six months—as the Sharples Contract is naturally being eagerly sought after.

Correspondence invited from progressive dealers

Sharples Separator Company

TORONTO, ONT. ∴ **REGINA, SASK.**

The Lounsbury Co., Newcastle, N.B. **J. Clark & Son, Fredericton, N.B.**

"There are no substitutes for Dairy Foods"

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE Montreal Toronto
Per lb. 11-12c 12

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100 lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100-lb. kegs	0 14
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100-lb. kg	0 10
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100-lb. k.	0 06
Lamp black 0 23-0	25
Venetian red, best bright	0 04
Venetian red, No. 1	0 03
Drop black, pure dry	0 20
Golden ochre, 100-lb. kegs	0 06½
White ochre, 100-lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	0 03½-5
French ochre, barrels	0 08
Spruce ochre, 100-lb. kegs	0 07-8
Canadian red oxide, bbls...0	02-2¼
Super magnetic red 0	02¼-2½
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1 lb. tins—

Venetian red	0 20
Indian red	0 30
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-35
Siennas	0 26
Umbers	0 26
Ultramarine blue	0 45
Prussian blue	1 50
Chinese blue	1 50
Drop black	0 27
Ivory black	0 31
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50 1-lb. pkgs.	$25 00
Case No. 8—100 ½-lb. pkgs.	28 00
Case No. 9—200 ¼-lb. pkgs.	35 00
Discount—	
French medal (prices withdrawn).	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	0 24

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 35c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$16 00	$16 30
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine	16 50	16 80

B.B. Genuine Lead, less than tons, $18.45, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$13 50 $14 50
Genuine, 100-pound kegs, per cwt.	15 50
Less quantity	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Eelephant, white	$4 45
Elephant, colors	4 05
B.H. English, white	4 55
B.H. English, colors	4 30
B.H. Floor	3 75
B.H. Porch Floor	4 30
Minerva, white	4 15
Minerva, colors	3 90
Crown Diamond, white	4 30
Crown Diamond, colors	4 05
Crown Diamond, floor	3 75
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 50
Moore's House Colors, colors	4 35
Moore's Egyptian Paint, white	3 50
Do., colors	3 35
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 50
Moore's Mooramel	7 50
Jamieson's Crown Anchor	3 80
C.P.C. Pure, white	4 55
C.P.C. Pure, colors	4 30
O.P.W. Canada Brand, white	4 30
O.P.W. Canada Brand, colors	4 00
O.P.W. Canada Brand, floor	3 50
O.P.W. Flat Wall, white	3 35
O P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 40
Ramsay's Pure, colors	4 10
Martin-Senour, 100%, white	4 55
Martin-Senour, 100%, colors	4 30
Martin-Senour, Porch Paint	4 30
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 75
Sherwin-Williams, white	4 55
Sherwin-Williams, colors	4 30
Sherwin-Williams, floor	3 75
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 55
Lowe Bros., H.S., colors	4 30
Lowe Bros., hard drying floor	3 75
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 55
Maple Leaf, colors 6	4 30
Maple Leaf, floor	3 50
Pearcy's Prepared, colors	3 75
Pearcy's Prepared, white	4 00

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs.	$0 48
In kegs, about 250 lbs.	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 65	$5 95
Bulk, 100-lb. drums	6 50	6 80
Bulk, 25-lb. drums	6 75	7 05
Bulk, 12½-lb irons	7 00	7 30
Bladder, in bbls.	7 00	7 70

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

ROSIN
Barrels, 100 lbs. $9 50
Less, per lb. 0 12

SHELLAC
Pure White, gal. (1 gal. tins), $5.65; pure Orange, gal. (1 gal. tins), $5.50; Gum Shellac, TN, $1 to $1.80 lb.; finest orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50.
F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	2 75
O.P.W. Presto	2 75
Lingerwett	2 55-3 00
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.48
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 50
Sun Varnish	2 60
Sun Spar	4 63
Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 84
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 40
Rexspar	4 62
Smear-Not	3 34
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 50
Luxeberry granite	4 50
Luxeberry spar	5 62
Ramsay's Universal	2 92
Crown Diamond Floor	2 60

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white.	0 07
Coralite, 5-lb. pkgs., colors.	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21½

WHITE	
XXX	0 18
XX	0 16¾
X	0 15¾
XC	0 13½
Japanese	0 13
XXX Extra	0 19½
XX, grand.	0 18½
XLCR	0 17
X Empire	0 15½
X Press	0 14

COLORED	
No. 5	0 13¾
No. 1	0 12¾
No. 7	0 11¾
No. 1A	0 10¾
No. 1B	0 09¾
Fancy	0 15
Lion	0 14
Standard	0 12½
Popular	0 11
Keen	0 09½

Above lines subject to trade discount for quantity.

WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 35
Imperial Floor Wax	0 40
Anchor	0 38
O.P.W. Lion Brand	0 45
Old English	0 53 0 62
Johnson's	0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls.	$2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00
WOOD ALCOHOL	Per gal
In five gallons	2 20
In barrels	2 15

$4 extra for barrels.
F.o.b. Montreal, Toronto, London

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are arctively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

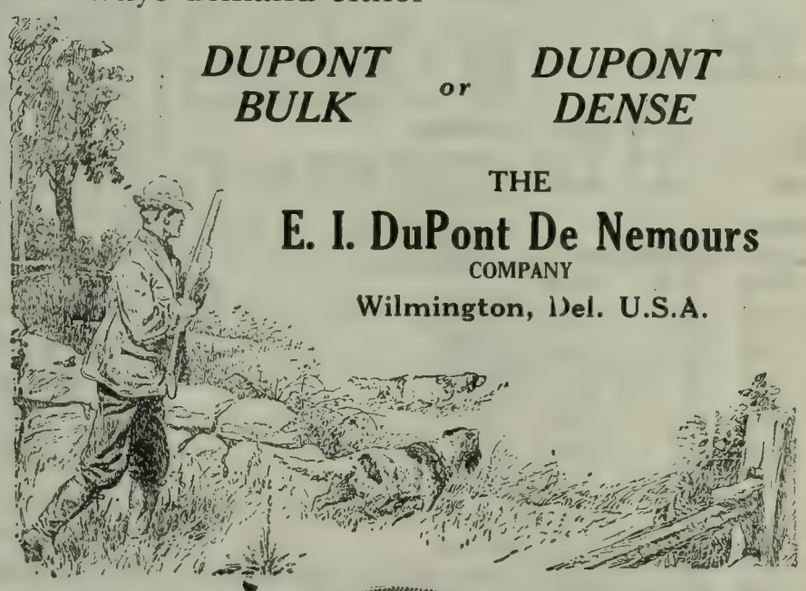
DU PONT CANADIAN INDUSTRIES

Skilled Shooters Choose "DUPONT" Loads

Trapshooters are particular people when it comes to choosing loads for their pet shotguns. Each and every one of them has championship aspirations and to that end they are mighty careful to choose "Dupont" loads, at all times.

High velocity, perfect patterns and absolute dependability are features of all "Dupont" loads. Good shooters know these points of excellence and always demand either

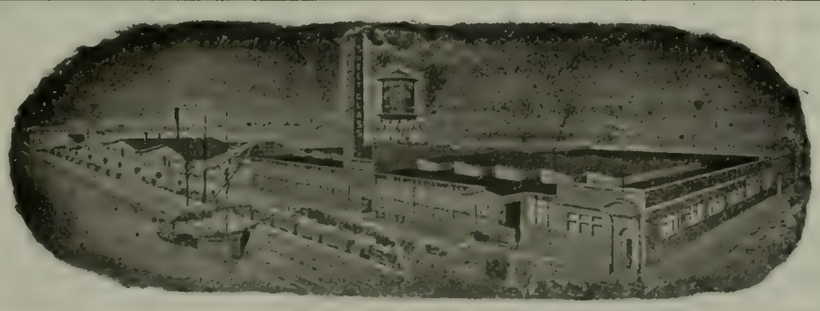
DUPONT BULK or *DUPONT DENSE*



THE
E. I. DuPont De Nemours
COMPANY
Wilmington, Del. U.S.A.

DU PONT

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 35% off American list.

American Metallics — B.B. Caps, $3.25; C.B. Caps, $4.10; 2 2Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Rouble Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	16/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch, 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 20%; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 85
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 70 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 3 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60-10%
Class B and C, off new list	20%
Bushings	20%
Unions	40%
Nipples 4" and under	55%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 2 8Eng.	$9 40
28 Am. or 26 Eng.	9 00
26 Am. or 26 Eng	8 70
24	8 55
22	8 55
18 and 20	8 40
16	8 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

20% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz.. $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 50

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 00	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%

Banner Netting, 24 in., $4.75; 30 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Caster machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.65; Silkstone colors, $3.40; Silkstone white, $3.50; Stephens' Barn Paint, $1.45.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page

Bon Ton—

	Doz.
¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
Gal.	15 00
½ gal.	9 00



Stephen House Paint Especially Adapted for Service in Canada's Extreme Climate

How much do jobs, on which poor paint is used, really cost? How many customers do you lose through selling certain brands of paints and varnishes on which profits are greater, but on which you have your doubts as to quality wear, etc.?

Think it over.

If you are not satisfied with your paint for this season, if you feel that your increase will not be as great as you deserve, get in touch with us at once.

We have a special proposition to make you.

THE G. F. STEPHENS CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG AND CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 33	10 71
1 inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 70
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 45c lb.; No. 8, 46c; No. 10, 50c; No. 12, 54c.

Five-lb. assorted boxes, No. 8, 52c; No. 10, 55c lb.

Copper Burrs, No. 7, 45c; No. 8, 46c; No. 10, 50c; No. 12, 54c.

ROPE

Sisal, 28¼c base; pure Manila, 35¼c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 66c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—

00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 62	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%; flat head, brass, 35%; coach, 45%. Set Screws, 40%.

SCYTHES—

	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to December 31, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 35 to 36c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring $7.50; machine, $8.00 base; tire $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—

Doz.	Victor	H.& N.	Jumr
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—

	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 90
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)

Lb.	
Cotton, 3-ply, cones	$0 66
Cotton, 3-ply, balls	0 69
Cotton, 4-ply, cones	0 70
Cotton, 4-ply, balls	0 73

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list plus 40%.

Pieced Tinware, copper bottoms list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list plus 20%.

Heavy Galv'd Pails and Tubs plus 80%.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 45% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $4.85 Winnipeg; Glidden Cattle, 2-pt., $4.65 Winnipeg; Baker, 2-pt., $4.55 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.25 Winnipeg; $6.75 Ft. William Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.00; 10, $6.06; 12, $6.20; 14, $6.40; 15, $6.55; 16, $6.70 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$6 70
8 in.	8 00
10 in.	9 40
12 in.	12 00
15 in.	16 80

Perfect Handle—	
6 in.	12 00
8 in.	14 40
10 in.	16 80
12 in.	21 60
15 in.	28 80
18 in.	38 40

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 15
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 65
36 in.	6 75

Trimo—	
10 in.	$1 60
14 in.	2 10
18 in.	3 00
24 in.	4 35

Always Ready—	Dozen Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz. Reliance

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

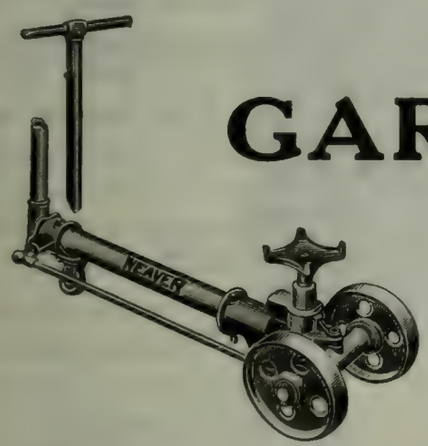
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THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED



WEAVER GARAGE AND SHOP EQUIPMENT

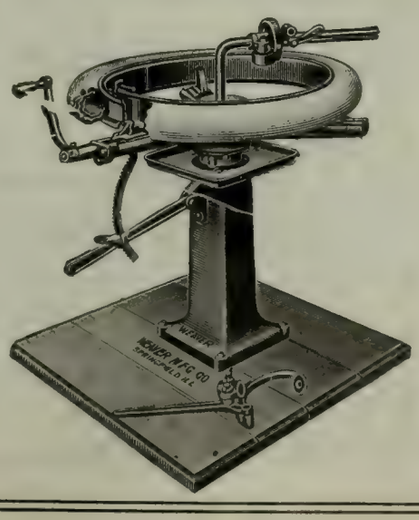
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Quickly and Economically

and with a minimum of labor.

Each device in this very complete line is an article of real merit and a practical necessity to the garage or repair man.

Ask for a copy of the WEAVER BOOKLET and also a copy of our 1919 ACCESSORY CATALOGUE.



GREAT WEST ELECTRIC CO., LTD.

WINNIPEG

Distributors of LACO TUNGSTEN and NITRO LAMPS.

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Auto Accessories, Ltd., Winnipeg, Man.
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North American Hardware Co., Ltd., Montreal.
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W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Barcalo Mfg. Co., Buffalo, N.Y.
The Burrowes Mfg. Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durkee-Atwood Co., Toronto, Ont.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
The Prismolite Sales Co., Westfield, N.Y.
Will. B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
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The Steel Trough & Machine Co., Ltd., Tweed, Ont.
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Trimont Mfg. Co., Roxbury, Mass.
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The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal.

Automobile Hoods (Ford)
The Burrowes Mfg. Co., Toronto.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Awnings
Finnie & Murray, Ltd., Winnipeg.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Windsor, Ont.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Usona Mfg. Co., Windsor, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
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Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

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Jas. Morrison Brass Mfg. Co., Toronto.
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Bibbs, Basin and Bath Cocks, Fuller
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Ont.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Boats
Canadian Canoe Co., Ltd., Peterboro, Ont.
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg.
The Steel Co. of Canada, Ltd., Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.

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The Largest Wholesale Hardware Dealers in Canada

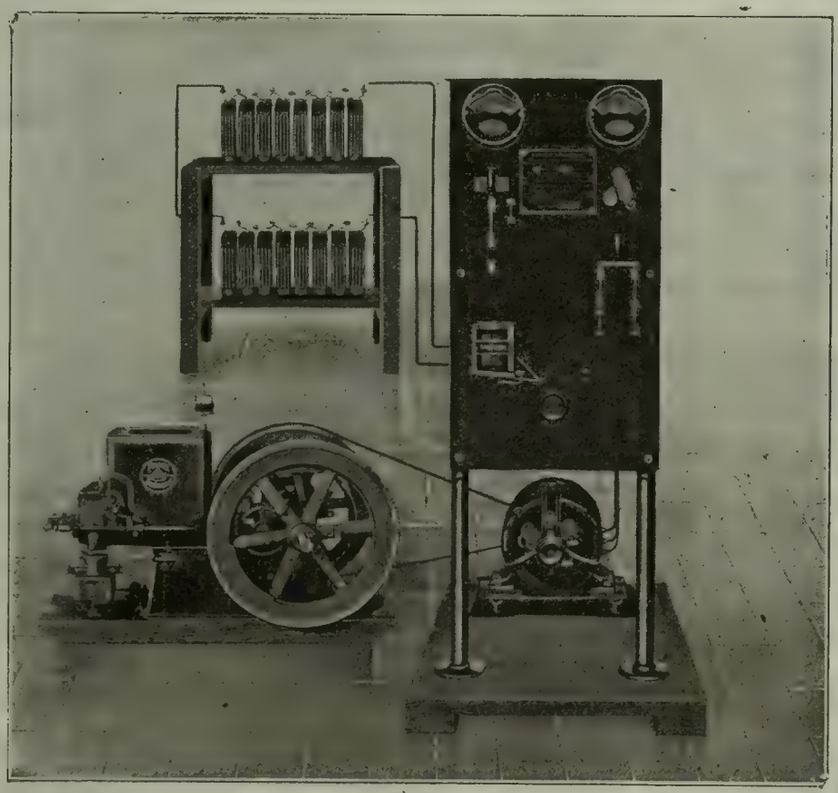
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Diamond "A" Electric Light Plants

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Every one's a prospect



Diamond "A" Electric Light Plants are safe, sane and far more than satisfactory

Standard Belt Driven Plant

B.1 to B.4 with type "B" switchboard mounted on pipe stand frame with 40-volt generator, all on a wood skid; 16-cell Faure Glass Jar Battery mounted on rack for easy inspection; battery shipped fully charged, ready for service when installed, and can be re-charged in 5 to 8 hours. Furnished with or without engine or battery rack, as desired.

Our Guarantee Gives Confidence

to both the customer and yourself that you are handling a dependable plant. To you it gives assurance of a satisfied customer with continued respect for your judgment.

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The J. H. ASHDOWN HARDWARE CO., Limited

CALGARY WINNIPEG SASKATOON

THE BUYERS' GUIDE

Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Burlap
Dominion Oil Cloth Co., Ltd., Montreal, Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull. Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton. Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.
Yates & Co., Halifax, Eng.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Brushes, Shaving, Manufacturers
The Boeckh Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Meakins & Sons, Ltd., Hamilton, Ont.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Yates & Co., Halifax, Eng.

Brushes, Floor, Manufacturers
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Yates & Co., Halifax, Eng.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Ltd., Peterborough, Ont.
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mig. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
Containers Limited, 350 Sorauren Ave., Toronto.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION RUBBER SYSTEM AND ASSOCIATED COMPANIES

LAWN AND GARDEN HOSE

Dominion Rubber System Brands Always Give Satisfactory Service

In Dominion Rubber System Hose, every ounce of material and every detail of workmanship must test up to a fixed quality standard—a standard that has proved its worth under the severest tests. It is the result of over half a century of hose-making experience by the oldest and largest rubber organization in Canada.

Dominion Rubber System Lawn and Garden Hose is always sure to give satisfactory service. That is why hardware dealers all over Canada insist on having Dominion Rubber System brands.

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Halifax	Kitchener	Regina
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Quebec	North Bay	Calgary
Montreal	Fort William	Lethbridge
Ottawa	Winnipeg	Edmonton
Toronto	Brandon	Vancouver
Hamilton		Victoria

THE BUYERS' GUIDE

Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers' Son & Co., Ltd., Sheffield, En.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Curry Combs
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Drain Pipe Cleaners
Herbert Terry & Sons, Redditch, Eng.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg
Martin-Senour Co., Ltd., Montreal
McArthur Irwin, Montreal
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto
Perfection Sanitary Brush Co., Toronto, Ont.

Dynamite
Du Pont American Industries, Wilmington, Del

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg. Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Egg Beaters
Louis McLain Co., Ltd., Winnipeg. Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg. Man
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg. Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg. Man

Electric Plates
Louis McLain Co., Ltd., Winnipeg. Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Windsor, Ont.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man
D. Ackland & Son, Ltd., Winnipeg Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Garanoque, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Common Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
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Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
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Wheeler & Bain, Toronto.

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Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

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Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

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Barton-Netting Co., Ltd., Windsor, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

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Canada Wire & Iron Goods Co., Hamilton, Ont

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Scythes & Co., Ltd., Toronto, Ont.
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J. J. Turner & Sons, Ltd., Peterboro, Ont.

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Canadian National Carbon Co., Toronto.
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Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
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Oneida Community, Ltd., Oneida, N.Y.

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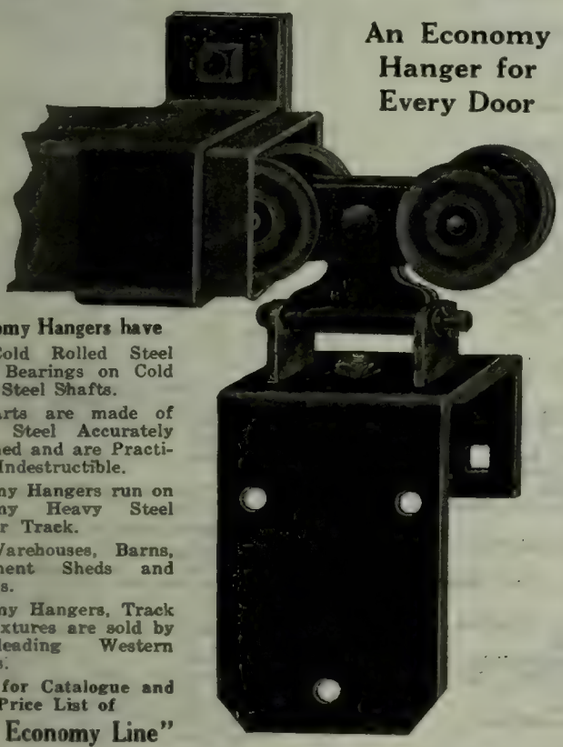
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Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
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Winnipeg Ceiling & Roofing Co., Winnipeg

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Eureka Planter Co., Woodstock.

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Garden Tools
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National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

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Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

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Soren Bros., Toronto.

Galvanized Ware
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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

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Great West Electric Co., Ltd., Winnipeg, Man.

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Prairie City Oil Co., Winnipeg.

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The Strong Machinery & Supply Co., New York, N.Y.

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Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
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Plewes Ltd., Winnipeg, Man.
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Fry's (London), Limited, London, Eng.
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Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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The Louden Machinery Co. of Can., Ltd., Guelph.

Hangers, Door and Track
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Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
The Louden Machinery Co. of Can., Ltd., Guelph.
National Mfg. Co., Sterling, Ill.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

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The Brainerd Mfg. Co., East Rochester, N.Y.
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Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
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Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.
Trees Spriggs Co., Ltd., Winnipeg, Man.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

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National Mfg. Co., Sterling, Ill.

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The Carborundum Co., Niagara Falls, N.Y.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Hooks, Whiffletree
The International Malleable Iron Co., Ltd., Guelph, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
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Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

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The Penberthy Injector Co., Ltd., Windsor, Ont.

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Iron, Corrugated
Canada Metal Co., Toronto.

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Can. Foundries & Forgings, Ltd., Brockville, Ont

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
The Royal Self-Heating Iron Co., Big Prairie, O.

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Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont

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Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

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Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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Bridgeport Hardware Co., Bridgeport, Conn.

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Kitchen Ware
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Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

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Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
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Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

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Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal.

Lamps, Acetylene
The Brilliant Searchlight Mfg. Co., Duluth, Minn.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.
Powerlight Co., Winnipeg, Man.

Lanterns, Electric Hand
Usona Mfg. Co., Windsor, Ont.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

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H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.

Lock Springs
Herbert Terry & Sons, Redditch, Eng.

Lockers
Dennis Wire and Iron Works Co., Ltd., London

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs, Malleable Iron Bands
The International Malleable Iron Co., Ltd., Guelph, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co. Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Cameron & Campbell, Toronto.

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A. C. Leslie & Co., Montreal.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
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Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Hamilton Stamp & Stencil Works, Hamilton, Ont.

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Mica Co. of Canada, Ltd., Hull, Que.

Meters
Canadian General Electric Co., Toronto.

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Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal
Vol-Peek Mfg. Co., Montreal.

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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

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Pratt & Whitney Co. of Canada, Ltd., Dundas

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

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Toronto Plate Glass Importing Co., Toronto.
Leeks and Potts, Limited, Hamilton, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
The Enfield Cycle Co., Ltd., Redditch, Eng.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
North American Hardware Co., Ltd., Montreal, Q

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.

Name Plate Transfers
Canada Decalomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Pressmen & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont

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E. B. Eddy Co., Ltd., Hull, Que.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Burners, Kerosene
The Canada Oil Burner Co., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
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Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

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Thos. Davidson Mfg. Co., Ltd., Montreal
The Gilbert & Barker Mfg. Co., Springfield, Mass.

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British America Paint Co., Ltd., Victoria, B.C.

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Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal
Sheet Metal Products Co. of Canada, Ltd., Toronto

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Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

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Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
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Imperial Varnish & Color Co., Toronto
Lowe Bros. Ltd., Toronto.
Martin-Senour Co., Montreal
McArthur-Irwin, Ltd
The Ottawa Paint Works, Limited, Ottawa.
A. Ramsay & Son Co., Montreal
Sanderson, Pearcy Co., Ltd., Toronto
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Roeckh Bros., Toronto.
Meaking & Sons, Hamilton
The Rubberset Co., Limited, Toronto
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

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Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal
Dowsall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

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Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal

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Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

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Walter Woods & Co., Hamilton.

Paper Napkins
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Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

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Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

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Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

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Stuart & Foster, Toronto.

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Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

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Cushman Motor Works, Ltd., Winnipeg.

Peelers, Vegetable
John Burns & Co., Montreal, Que.

Pick Handles
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Pidgeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

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The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
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Canada Metal Co., Ltd., Toronto.

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Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

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Steel Co. of Canada, Ltd., Hamilton

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Parmenter & Bulloch, Gananoque

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Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
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Wells Bros. Co., of Canada, Ltd., Galt

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American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Planters and Diggers, Potato
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
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Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

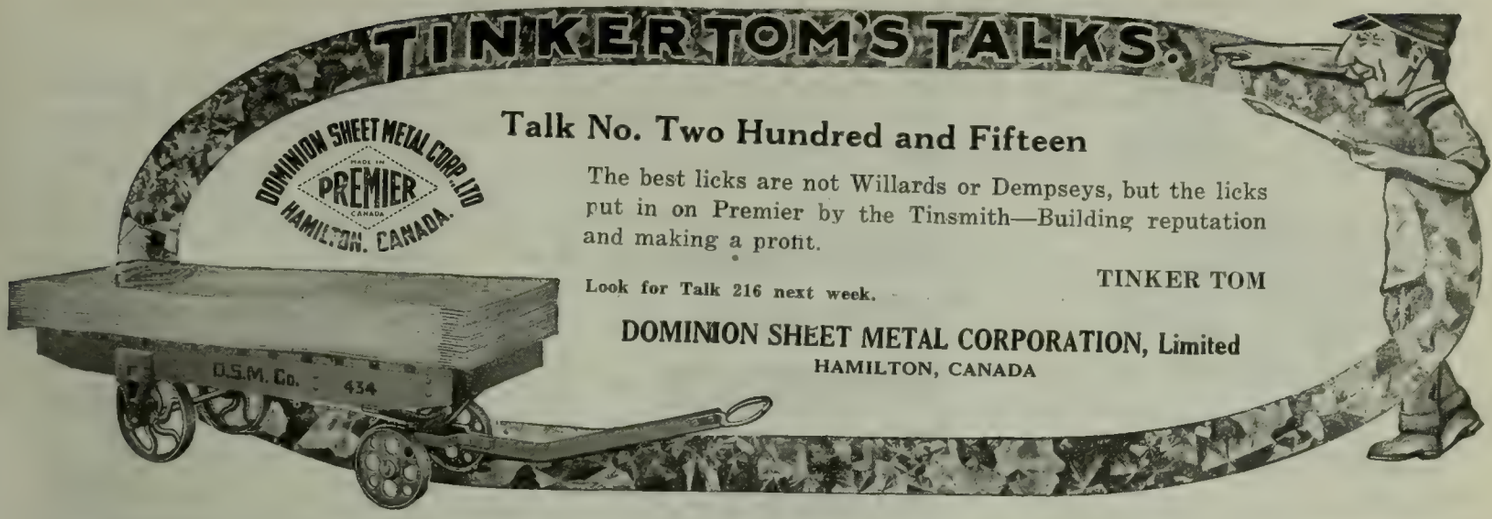
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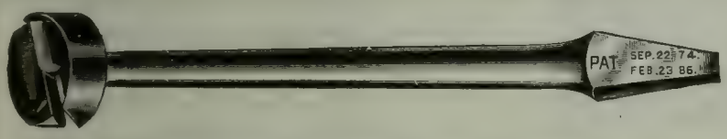
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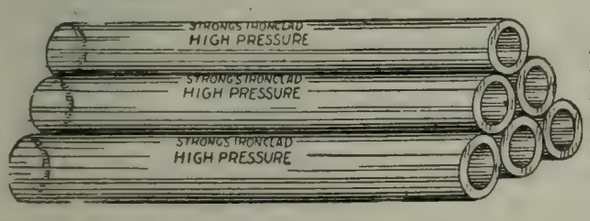
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Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

Polishes, Brass
Stuart & Foster, Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polish, Silver
Stuart & Foster, Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

Polish, Cream, Metal
Stuart & Foster, Toronto.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
The Steel Co. of Canada, Ltd., Hamilton, Ont

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Pumps, Hand and Power for Paints, Oils, Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Dominion Radiator Co., Ltd., Toronto.
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto

Rat Poison
The Common Sense Mfg. Co., Toronto.

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Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

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Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn
Wilkinson Sword Co., Limited, London, Eng.

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Butterfield & Co., Rock Island, Que
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Parmenter Bulloch Co., Gananoque, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Bird & Son, Hamilton, Can
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co., of Canada, Ltd., Montreal
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
The Lufkin Rule Co. of Canada, Ltd., Windsor Ont.

Rules, Spring Joint
The Lufkin Rule Co. of Canada, Ltd., Windsor Ont.

Rules, Board and Log
The Lufkin Rule Co. of Canada, Ltd., Windsor Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Butcher's
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

Saws, Hack
The Millers Falls Co., Millers Falls, Mass.

Scissors
The Acme Shear Co., Bridgeport, Conn.

Scales
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

Scales, Machinists'
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrap, Iron and Steel (Buyers)
S. Solway & Sons, Toronto, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Gorden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

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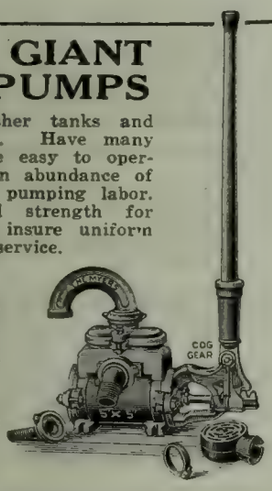
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Ultimate Strength	54.600	54.300	52.000	50.000
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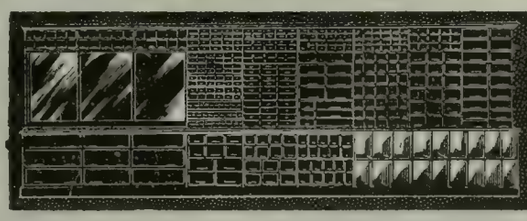
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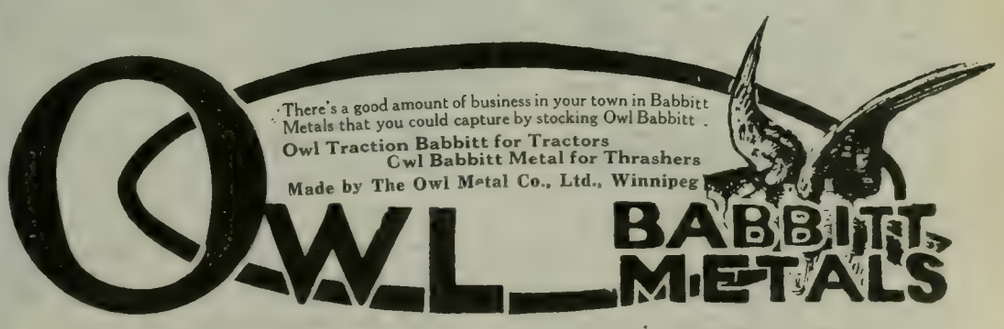
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The quality stays long after the price is forgotten. Price right.

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Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal, Que.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont

Silver Plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Snow Shoes
The Northland Ski Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Co., St. Paul, Minn.

Skis
The Northland Ski Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont
The Can. Flexible Skate Co., Ltd., Parry Sound

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Anglo-Canadian Leather Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton Ont.
D. F. Jones Mfg. Co., Gananoque, Ont.

Spark Plugs
The Can...an National Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
The Lockwood-Ash Motor Co., Jackson, Mich
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Herbert Terry & Sons, Redditch, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spring and Presswork Specialties
Herbert Terry & Sons, Ltd., Redditch, Eng.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
R. J. Coghlin Co., Ltd., Montreal, Que
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Manton Bros., Toronto.
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Steel Wool
The American Steel Wool Mfg. Co., New York.

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville N.B
The Empire Stove and Furnace Co., Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zyed Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Foundry & Machine Co., Moncton, N.B
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stove Renovators
The Flexible Conduit Co., Ltd., Guelph, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Gurney Foundry Co., Ltd., Toronto.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
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Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

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Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton

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American Pad & Textile Co., Chatham

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Northern Electric Co., Montreal.

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Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

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Tanks and Pumps, Lubricating Oil Storage
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Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
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Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Finnie & Murray, Ltd., Winnipeg.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville Ont

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

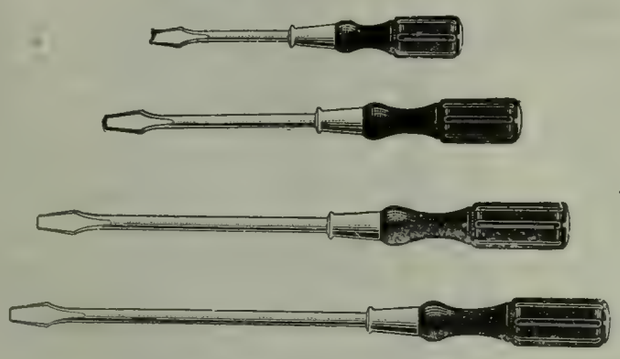
Tinware
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Tin Plate
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Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.

Tires and Tubes, Automobile and Motor Truck
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Crown Cycle & Motor Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
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The Van Der Linde Rubber Co., Toronto.

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Unsurpassed for **Strength** and **Durability.**
Blade, Shank and Hand are of one piece of steel.

The Blades are finely tempered and well finished.
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Many styles and sizes from which to select your stock.

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—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

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with a good stock of Stover

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Stover screen door hinges are made of strong, smooth castings with the best grade of spring wire. That is why people that know the hinge business order the Stover hinges.

Stover hinges are made in non-hold-back, hold-back, detachable and double-acting styles.

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W. C. Wood Co., Minneapolis, Minn.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q
Kribs, Wm. A., Hespeler, Ont.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q

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Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Co., Ltd., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Co., St. Paul, Minn.

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E. B. Eddy Co., Ltd., Hull, Que.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
R. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool and Machine Co, Ltd., Montreal
Smith & Heminway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Hay
Louden Machinery Co., of Canada, Ltd., Guelph.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co., Montreal, Que.
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
Coleman Fare Box Co., Toronto.
The Crown Mfg. Co., Hamilton, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Transfer Decalcomania
Canada Decalomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Lace-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube, Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
K & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Turpentine
Brown Corporation, Portland, Maine.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Clements Mfg. Co., Ltd., Toronto.
The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal
Can. Foundries & Forgings, Ltd., Brockville, Ont
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng

Varnishes—Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventilators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vermin Exterminator
The Common Sense Mfg. Co., Toronto.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
Steel Co. of Canada, Ltd., Hamilton.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Geo. C. Kaitting & Son, Galt, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Maxwells Ltd., St. Mary's, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
The One Minute Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows, Garden and Contractors
Erie Iron Works, Ltd., St. Thomas, Ont.
Bateman, Wilkinson Co., Ltd., Toronto, Ont.

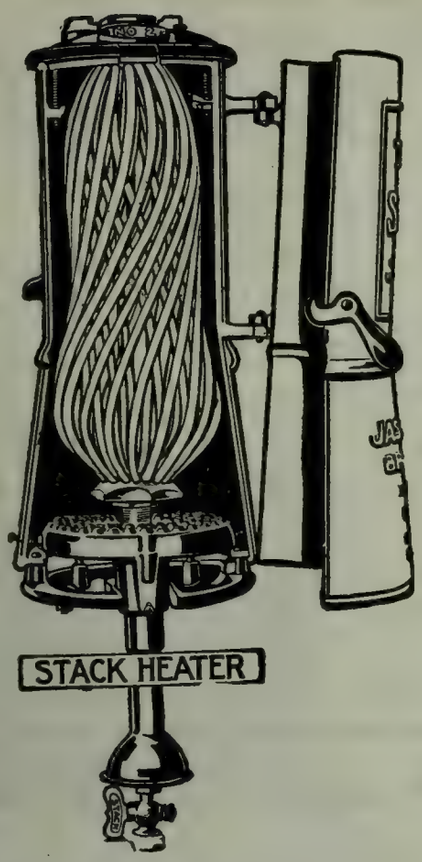
Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheeled Goods
The Crown Mfg. Co., Hamilton, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
J. E. Beauchamp & Co., Montreal, Que.
Frothingham & Workman, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Sons Ltd., Toronto, Ont.
White's, Ltd., Collingwood, Ont.



The Evidence Is There

The big feature of the Stack Gas Water Heater is readily apparent.

Your arguments may be clinched by simply opening up the Heater. Those near perpendicular copper tubes will convince your customers. They can see at once that the water is subjected to intense heat. They will understand how small columns of water will heat quicker than in a large coil. The fact that the *Stack Gas Water Heater* heats water in one minute will make sales for you. You will have no trouble convincing your customers that this is the best heater on the market to-day.

Display card sent on request.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West - TORONTO



Note Change in Prices

	Per doz. pairs
Grade "X"—No. 120 Men's Heavy Tap Sole	$4.85
Grade "X"—No. 121 Men's Heavy Medium Tap Sole	4.60
Grade "X"—No. 122 Men's Medium Tap Sole	4.40
Grade "X"—No. 123 Men's Light Tap Sole	4.20
or	
Grade "C"—No. 124 Men's Heavy Tap Sole	3.00
Grade "C"—No. 125 Men's Heavy Medium Tap Sole	2.80
Grade "C"—No. 126 Men's Medium Tap Sole	2.55
Grade "C"—No. 127 Men's Light Tap Sole	2.40
Grade "C"—No. 128 Men's Light Tap Sole, 3½-4"	2.20

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665 KING ST. WEST, TORONTO, CANADA

Head Office, Montreal. Branch Office, Quebec. Tanneries, Huntsville and Bracebridge.

THE LARGEST SOLE LEATHER TANNERS IN THE BRITISH EMPIRE

THE BUYERS' GUIDE

Windshield Cleaner
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White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Tronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
The Graham Nail Works, Toronto.

Wire, Bright
The Graham Nail Works, Toronto.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Wire, Hay
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
The Graham Nail Works, Toronto.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
International Malleable Iron Co., Ltd., Guelph, Ont.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill
Plewes Ltd., Winnipeg, Man.
J. H. Williams Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Wrench Sets
Williams & Co., J. H., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal.

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

Wrought Washers
The Union Iron & Metal Co., Ltd., Toronto.

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal.
Connor & Son, Ltd., J. H., Ottawa. Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.
Nineteen Hundred Washer Co., Inc., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.

Zinc, Sheet
B. & S. H Thompson & Co., Ltd., Montreal, Que.

Comfortable Lawn Chairs Are Always Good Sellers!



The extra comfort to be had in the use of this Lawn Chair has always been a tremendous factor in making sales.
Made of well-seasoned wood in the most up-to-date and careful manner. Gives a maximum service at minimum cost. Made with foot rest.
Order in time to capture the summer business.
Write to-day for catalogue D.

The Stratford Mfg. Co., Limited
STRATFORD, ONTARIO

Trade with Gt. Britain

Extract from the "Times," London, May 2nd, of cable sent to Ottawa by Canadian Mission:

"Caradian manufacturers should realize the advantage of having representatives in England, they should not overlook the British market, where a great variety of commodities is needed, and the market is favorably open and worthy of individual effort."

The Opportunity Now Before You.

A director of an influential British firm will be visiting Canada during June and July to buy from Canadan manufacturers, or would act as selling agents throughout Great Britain.

The goods of interest are Enamelled and Aluminum Kitchen Utensils, Domestic Woodware and Household Hardware.

Propositions carefully considered; Please communicate (in confidence) with
SIDNEY S. FREEMAN, (London,) Eng.
National Park Bank, New York.

Buy "BON-TON" Cream



Canada's National Metal Polish
Has no superior.
Polishes in **half the time with** less labor.
Retains its brilliancy.
Contains **no acid or injurious** chemicals.
Order a case **to-day from your** wholesaler.

Manufactured only by
Stuart & Foster, Limited
Toronto, Can.

"EASY EMPTYING" GRASS CATCHERS

"Favorably Known the World Over."

Rigid — Light — Durable

Many exclusive patented features and strong selling points explained in catalog.



THE SPECIALTY MFG. CO.
St. Paul, Minn., U.S.A.

When Writing to Advertisers Kindly Mention this Paper

A Peace Time Resolution

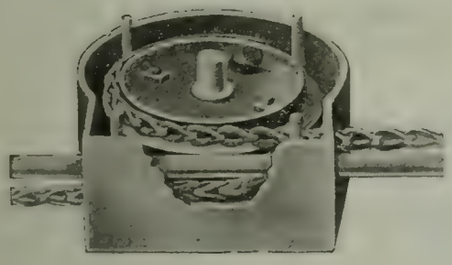


to include the NOISELESS washer with your up-to-date, quick-selling lines of household labor-savers will be profitable and satisfactory.

The NOISELESS is the easiest running dolly-type washing machine on the market. There is not a gear, spring, rack, pinion, fly-wheel or piece of intricate mechanism about it. It washes quickly without effort.

So easy a child can operate it.

Also is moderately priced.



Note the NOISELESS in your order book and get them from your jobber or direct from us. Special descriptive folder on request.

DOWSWELL, LEES & CO.,

LIMITED

HAMILTON, CANADA

Eastern Representative:
JOHN R. ANDERSON
Montreal

Western Representative:
HARRY F. MOULDEN & SON
Winnipeg

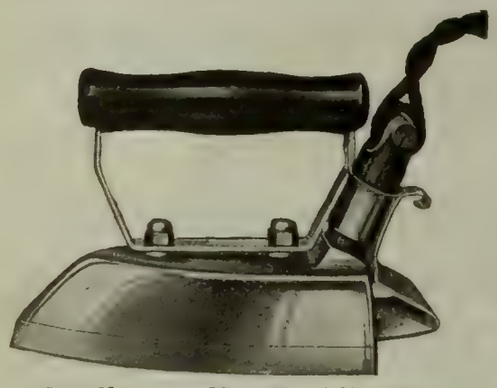


Cat. No. 310—Two-Burner Hot Plate and Cat. No. 300—One-Burner Hot Plate.

Make Sure You Have These Popular Summer Appliances in Stock

National ELECTRIC

If you haven't — we have



Cat. No. 106—Model B. 6-lb. Iron.

Send in your order to-day.



Cat. No. 180—Toaster.

THE NATIONAL ELECTRIC HEATING CO., LIMITED

TORONTO, CANADA

SUPREME AMONG WASHERS

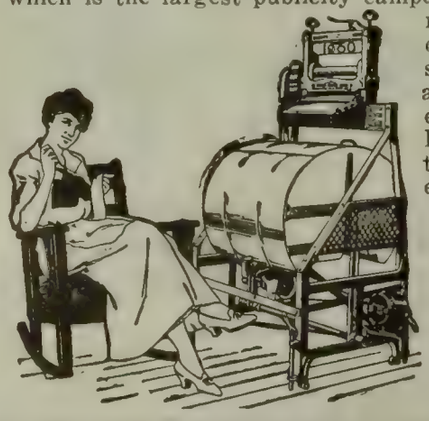
The "1900" Complete Line Pays You Best

For over twenty years we have been making washing machines **exclusively.** The best types of washers have been developed and patented by us in this time.

Recently we have perfected two new models representing the highest development the Washing Machine has ever attained.

"1900" Cataract Electric Washer

These most modern washers, as well as the other various "1900" machines—the Gravity, Water Power and Gasoline Motor Washers—are sold everywhere through our extensive advertising, which is the largest publicity campaign conducted for washing machines in Canada. Inquiries in large numbers result from this advertising, and these inquiries are turned over to such "1900" Dealers as have proven their worth in their different territories.



"1900" Agitator Electric Washer

Is there a live "1900" Dealer in your district? Would you like to know more about the "1900" line?

If there is no one selling "1900" Washers in your territory there is a chance for you. Make use of it by writing to-day to the Wholesale Department.



THE "1900" WASHER COMPANY

357 YONGE STREET

TORONTO



Install Laco Lamps In Your Own Store

And Watch Results

You'll make money directly by saving the 50 per cent. longer life they will give you.

You will make money indirectly by the improvement of your store's appearance, and add to its reputation as a Quality store.

Then by your enthusiasm of the Laco performance you will quickly demonstrate to your customers the value of Laco for them — and you'll sell more Laco Lamps.

And you'll not only get volume of sales, but you'll make a good price-protected profit when you handle

LACO LAMPS

Canadian Laco-Philips Co., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER

Fifty Subscriptions from One Firm

THE International Business Machines Company, of which Mr. Frank E. Mutton is vice-president and general manager, subscribed to 10 copies of THE FINANCIAL POST some months ago—these copies to go to their travelling salesmen. Now this company has increased the number of these subscriptions to 50 because the results of the experimental subscriptions have proved so satisfactory.



FRANK E. MUTTON

Mr. Mutton explained that the object of putting THE POST in the hands of the men of his company was to keep them intelligently acquainted with general business conditions in Canada. He said he knew no better paper than THE POST for the purpose. It would seem that his men have responded fully to effort made to keep them well informed about Canadian business affairs—so much so that the management have added 40 other men to the original 10 to receive THE POST.

When Mr. Mutton was with the National Cash Register Company as its Canadian manager, he was the king of all managers in the matter of sales records. In this position he achieved a big reputation built on solid achievements. He learned salesmanship in a school where competition was of the hottest kind, and where the competitors were brilliant men. Giving Mr. Mutton full credit for superior personal qualities and energy of the most ardent kind, it is taking nothing away from him when it is said that not a little of his success was due to his intimate and sympathetic knowledge of the other man's business. And he taught the men associated with him as salesmen to know the point of view and requirements of the men they called on to sell machines to.

As vice-president and general manager of the International Business Machines Company, Mr. Mutton is putting into operation an idea used by him in past days with brilliant results—he is causing his salesmen to know the business and requirements of their prospective customers. To establish points of contact swiftly and surely is one of the open secrets of successful selling.

In the case of **your** solicitations of customers and desired customers, it is excellent strategy to have your salesmen so well informed about business conditions generally, and about the interests of the men they canvass, that they will be able almost instantly to relate their proposals to the interests of the buyer. When a salesman shows himself intimate with the interests or business or objectives of the man whose order he wants, he is immensely strengthened as a salesman, and his percentage of successful canvasses goes steadily up.

Our definite suggestion to you is: Subscribe to THE POST yourself, and learn from its pages how your salesmen or executives can draw power from this newspaper. Then, having acquired the sought-for knowledge, subscribe to THE POST for each man in your service who can profit you by knowing what is in THE POST each week. If Frank Mutton and other prominent executives are making a success of THE POST as a salesman's aid, it is reasonable to suppose that other managers of salesmen and executives can likewise employ THE POST as a producing agent. And so we ask you to sign and forward the coupon below.

The MacLean Publishing Company, Limited,
143-153 University Ave., Toronto.

Send me us THE FINANCIAL POST OF CANADA (weekly). Subscription price of $3 will be remitted on receipt of invoice in the usual way. Have this copy sent to

.....

H.M. .....

Have The Maritimes Had Fair Play?

THE Maritime Provinces did not enter Confederation very willingly and it may surprise people in other parts of the Dominion to learn that at the present time the people of New Brunswick and Nova Scotia are not altogether pleased with the results of the bargain. There is a distinct feeling among them that the advantages of Confederation have gone to the other Provinces. In the course of an article in the July issue of MACLEAN'S MAGAZINE, Thomas M. Fraser explains why this feeling has grown and the basis for it.

This article was written for the purpose of letting the other provinces know that the feeling exists but it will be of intense interest to people in the Maritimes. Be sure to read it—"The Spirit of the Maritimes."

"The Land of National Leaders"

An article on the political aspect of the Eastern Provinces and the achievements of their leading statesmen.

"Guarding Our Coast Line"

An extremely interesting description of the measures that were taken to patrol and guard the Atlantic seaboard during the war.

Bonar Law, the man from the Maritimes, who has been the able lieutenant of Lloyd George at all crises in Great Britain, appears on the cover in a handsome three-color reproduction.

Other Big Features of the Number

"With the Snowball Brigade"

By Captain Louis Keene

Just back from Siberia—Captain Keene tells some sensational and intensely gripping things about conditions in that country which the Canadian forces are helping to stabilize. It is a record of international complications, strange atrocities and almost unbelievable living conditions.

"The Three Tommies"

By Robert W. Service

A war poem of unusual strength.

"Solving the Problem of the Arctic"

By Vilhjalmur Stefansson

The fourth instalment of his remarkable story of the five years he spent in the north for the Canadian Government, appearing exclusively in MACLEAN'S.

Three Magnificent Stories

The best fiction obtainable is found in this issue: "Owners Up," a race horse story by W. A. Fraser; "His Majesty's Well Beloved," by Baroness Orczy; "Bunkered," by Allen C. Shore.

The Review of Reviews

Here are a few of the articles in this splendid department chosen as the best published during the past month in all magazines:

Finding Husbands For Three Million Women.
Will England Become an Agricultural Country?
Germany Can be Prosperous Under the Peace Terms.
The Woman Who Wrecked the World.
The Great Lama Rides in Motor Car.
Strange Personalities at Paris.
Making All Men Equal.
Winning the Secrets of the Desert.

Over 70,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

JULY ISSUE *Now On Sale At All News Dealers* ***20c.***

If there are no newsdealers in your town, or if your newsdealers cannot supply you, send 20 cents for a sample copy or $2.00 for a whole year's subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto, Canada.

Dealer Co-operation is Essential

You can't afford to ignore the dealer—he is the man whose enthusiasm or indifference, knowledge or ignorance can make or mar the success of an advertising campaign.

You can secure the enthusiastic support of the dealers who are selling or should be selling your goods in just one way — by showing them that it will be profitable for them.

Every dealer is in business to make money. He is always figuring on what lines are profitable and what lines are stickers or slackers. He frequently finds that some line moves slowly because he has not been giving it the proper display or attention.

It is money in his pocket to find out

(1) What to stock.

(2) How to sell the goods after he has stocked them.

Usually point (2) comes first. A dealer wants to be assured before he stocks a line that he can sell it.

Now don't take our word for this next statement, but make inquiries from dealers or ask us to send you the proof in the form of unsolicited letters we have received. Here is the point.

Wholesale and retail dealers throughout Canada subscribe for HARDWARE AND METAL to get this information in the news and advertising pages, and many dealers and their clerks tell us that they look through the advertising pages first.

The shrewdest hardware buyers in Canada are regular readers of HARDWARE AND METAL. The shrewdest advertisers in Canada are advertisers in HARDWARE AND METAL—and they get results.

HARDWARE DEALERS

The Trade Mark Name BANNER on Ash Sifters is Your Guarantee.

The No. 2 BANNER is the common-sense, popular-priced ash sifter that your customers will demand shortly. Lay in a stock in good time. It is an A1 ash sifter at a popular price.

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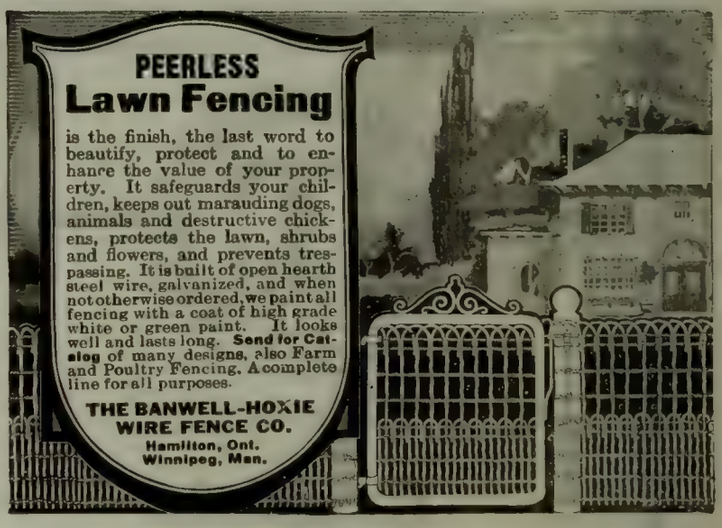
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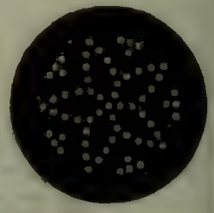


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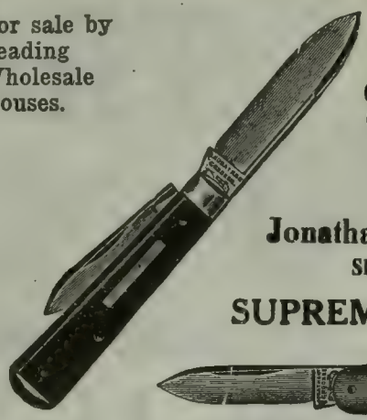
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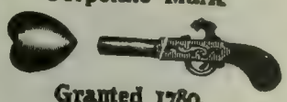
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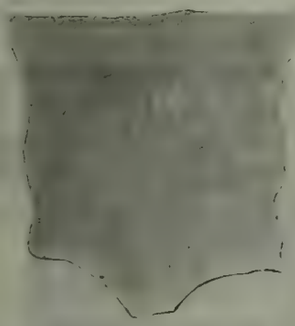
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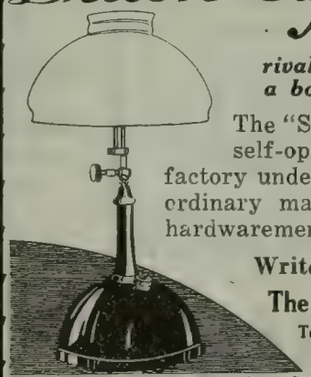
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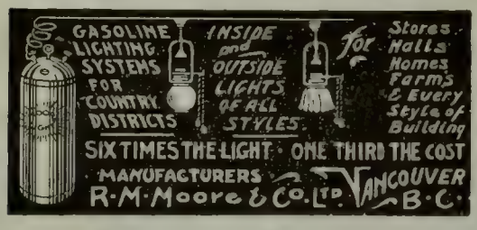
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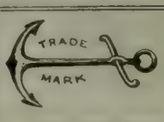
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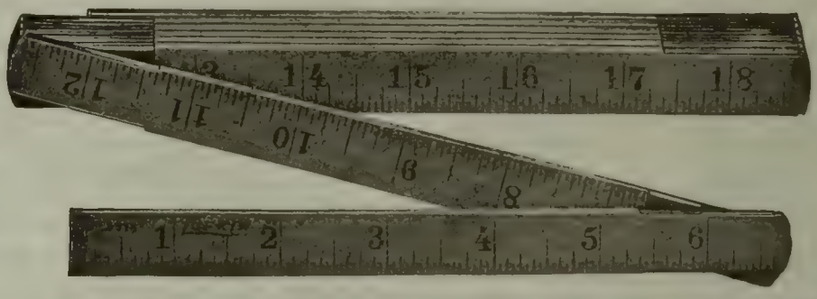
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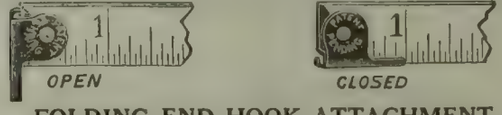
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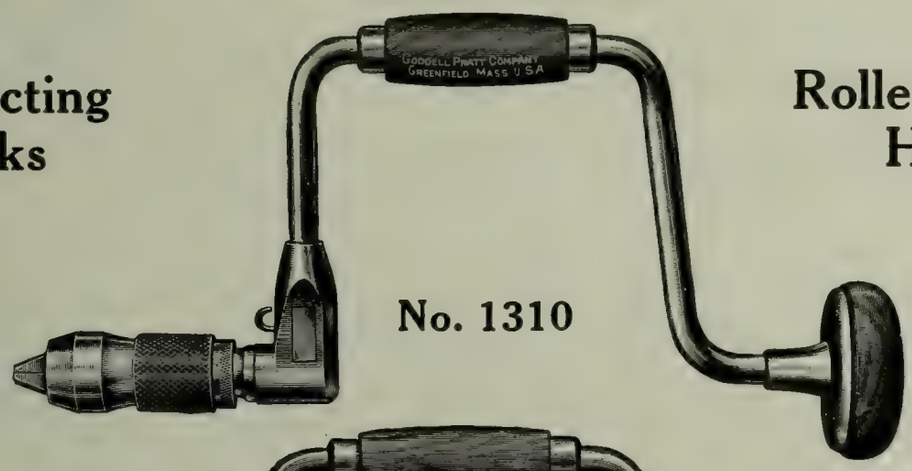
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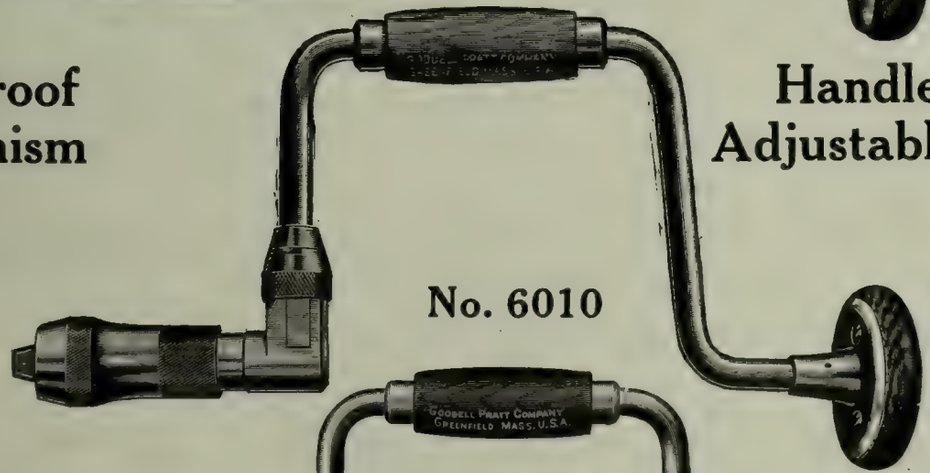
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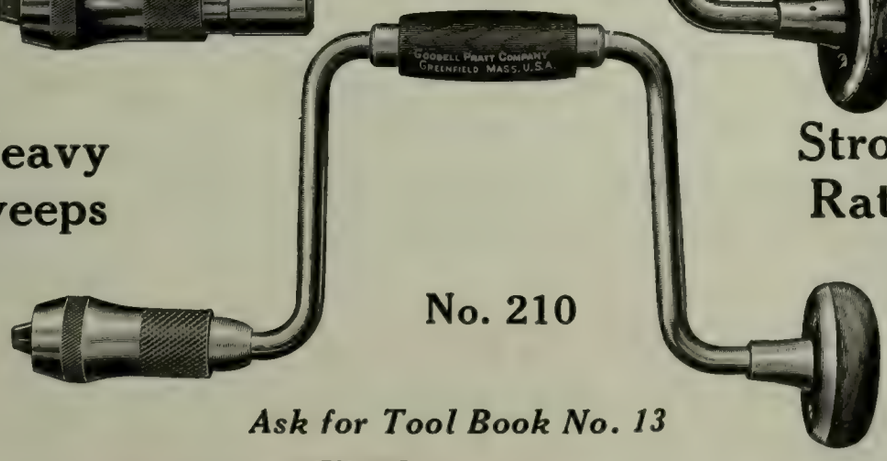
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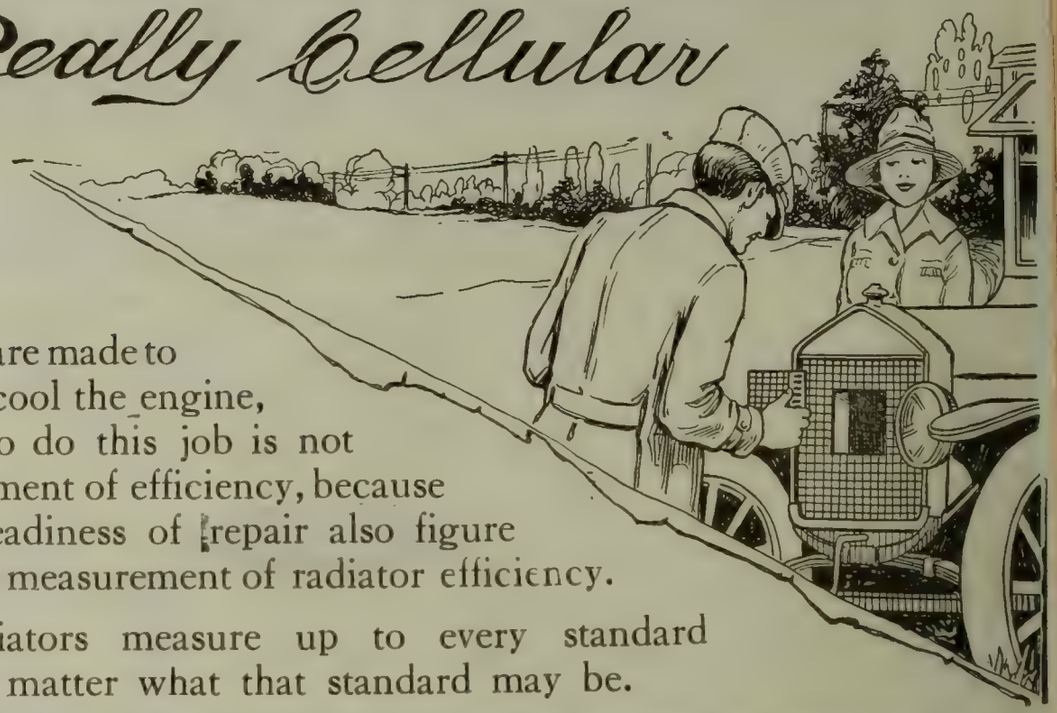
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RADIATORS are made to protect and cool the engine, but their ability to do this job is not the only measurement of efficiency, because durability and readiness of repair also figure very largely in the measurement of radiator efficiency.

McKinnon Radiators measure up to every standard of efficiency, no matter what that standard may be.

They cannot positively clog with sediment because the interior is corrugated to keep the water in constant agitated action. The cells and the air passages are so scientifically proportioned that a strong cooling draught is sucked through the air passages to keep the water cool, so that your engine hits regularly, runs smoothly and does not get over-heated during the summer days.

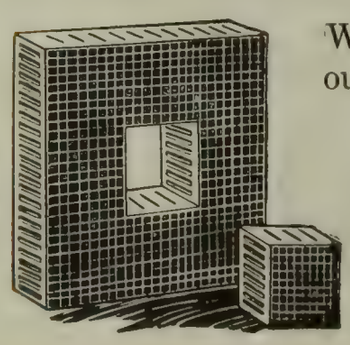
McKinnon Radiators are simply a combination of indivdiual cells. Each rectangular section is made by wrapping the metal around the forming mandrels, not stretching or drawing it around the core; the very method that hardens the metal and makes it crack so easily.

You dealers and garage men will readily see what a perfect radiator it is, how easy it is to repair by the simple soldering in of new cells.

Over 750,000 of these radiators are in use.

They are now being nationally advertised.

You dealers and garage men should be ready to sell this line, or to make repairs, as accidents will happen to the most careful drivers.



Write us for information—Address your communication to our "General Sales Department."

McKinnon Industries
Limited
St. Catharines, Ontario

HARDWARE AND METAL

Vol. XXXI
No. 28

PUBLISHED EVERY SATURDAY SINCE 1888

JULY 12
1919

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA



1864—1919

FIFTY-FIVE YEARS RECOGNIZED

THE

STANDARD

"The Kind Your Grandfather Used"

Livingston Brand

Best in Quality—Most Reliable

GUARANTEED ALWAYS

THERE IS NOTHING BETTER THAN THE BEST



GET WHAT YOU WANT

THE

Dominion Linseed Oil Co.

LIMITED

Baden, Toronto, Montreal, Winnipeg

Lowering The "Overhead"

The percentage of "Overhead" is lowered by the rapid turnover of merchandise.

If you sell brooms, brushes, woodenware and other household supplies, why not consider the buying of another household necessity which, with its demand and frequent sales, would cut down the "overhead" and add to your real profits.



O-Cedar Polish

and O-Cedar Polish Mops are known to the public; the margin is fair; you do not need to stock heavily; the goods are easily obtained from your jobber; therefore, you get small "overhead" and many turnovers which assure you a real profit.

Another big feature of O-Cedar Products is that after a customer is once sold she must buy again as her supply of O-Cedar Polish must be replenished. The repeat sales bring the customer to your store and enable you to sell other goods as well as O-Cedar Products.

Devote a little more effort to O-Cedar Products by displaying them prominently about store or in window—and watch how your efforts are rewarded and your "overhead" lowered.

CHANNELL CHEMICAL CO., LIMITED
TORONTO

HARDWARE AND METAL, July 12th, 1919. Volume XXXI., No. 28. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office

—then comes the time when the cold water bath fails to renew the lustre, the time when the motor knocks on the pull, the time when little things go wrong— That time is right now

This has been a big automobile spring. Not only have there been thousands of cars sold, but there has been, owing to the fine weather, a more general use of the automobile. Then, too, the several street car strikes have brought hundreds of cars into use which had been practically discarded.

Now is the time to keep the cars running by bringing into action the remedies which will temporarily or permanently prevent the laying up of the car for overhauling.

Johnson's Auto Products

will make and keep the car young

RICE LEWIS & SON LIMITED TORONTO HARDWARE ESTD 1847

Johnson's Carbon Remover

Will clean a most stubborn coat of carbon from any engine. Its regular use will keep it clean.

Johnson's Radiator Cement

Stops, as effectively as solder, all leaky spots with one application without even stopping the car.

Johnson's Stop Squeak Oil

The bug-bear of the motorist, squeaks can be eliminated with this most penetrating of all oils.

Johnson's Hastee Patch

Pure rubber patches put up in handy form ready for instant use.

Johnson's Prepared Wax

The finest auto body polish on the market; put up in paste and liquid.

Johnson's Cleaner

When used to clean the car before polishing gives a most luxurious finish.

O-Cedar Polish Mop

(Reg. Can. Pat. Office) (Made in Canada)

"O-Cedar" polish has become so extensively used in polishing automobiles that amongst autoists the name "O'Cedar" is a byword. It is taking a permanent place in the garage as well as in the home.

"O-Cedar" may be used on the car with a regular "O-Cedar" dust cloth, or with cheesecloth. The "O-Cedar" hand duster has a permanent place in many cars.





For the home, the mop, either round or triangle lends itself to the daily dusting. This is dust season. Keep your stock of "O-Cedar" mops and polish complete.

Liquid Veneer

for the home or Auto

"Liquid Veneer" has proven its great worth to the home and garage as a cleaner and polisher of highly finished surfaces. We stock the "Liquid Veneer" Sprayer which is especially recommended for use in applying "Liquid Veneer" evenly to the surface of the car. It makes possible the dry-cleaning of the car when the use of water is impractical or unnecessary.

WAIT FOR THE "RICE LEWIS" REPRESENTATIVE or WRITE DIRECT

THREE ESSENTIAL AIDS TO EVERY KITCHEN

UNIVERSAL

Bread Makers - Food Choppers - Percolators



Universal Food Chopper No. 1 $2.25

DEALERS!

Here they are---three pieces of saleable merchandise that will please your customers and turn over a good quick profit.

When You See This Trade Mark:

The Trade Mark Known
UNIVERSAL
in Every Home



Universal Percolator No. 76 $6.00

You know that you are getting full value. Secure a stock of these well advertised goods today from your jobber or write direct to us.

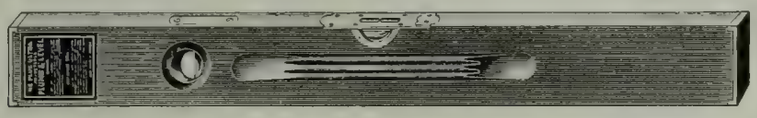


Universal Bread Maker No. 4 $3.75

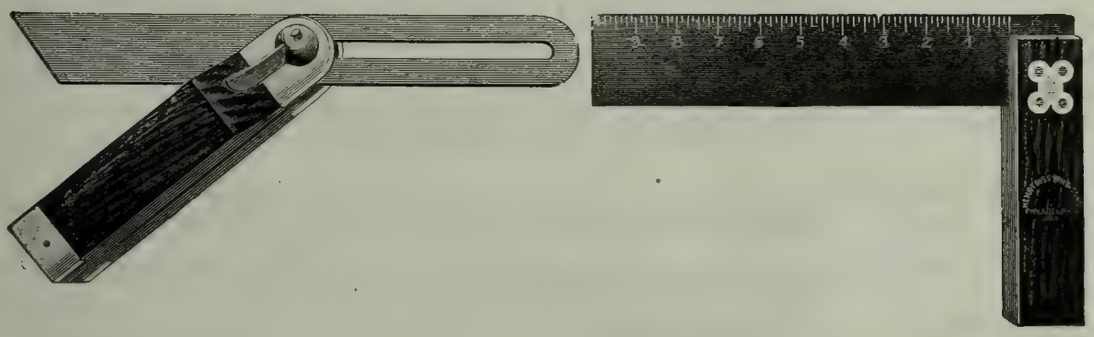
CANADIAN REPRESENTATIVES:
A. MACFARLANE & CO., Limited - MONTREAL

LANDERS · FRARY & CLARK
· NEW-BRITAIN CONNECTICUT ·

DISSTON BRAND



TOOLS



Well-made Service-giving
That Last for GENERATIONS



Headquarters
LEWIS BROS., LIMITED
MONTREAL

Save Freight—Gain Quality

W&B
Trade Mark

Order any or all of these Wrenches in one shipment:

Agricultural (Regular)
Alligator Type (Bull Dog)
"Always Ready"
"Bull Dog" (Twin)
Machinists' Knife Handle ("W and B"))
Railroad Special
Angle, Double Head.
Box, Single Head
Cap Screw, Hexagon Single Head
Cap Screw, Hexagon Double Head
Car Builders' Double Head
Check Nut, Thin, Single Head
Construction (Spud)
Engineers', Single Head
Engineers', Double Head
General Purpose ("S")
Set Screw, Single Head
Set Screw, Double Head
Set Screw, Tool Post
Set Screw, Triple Head
Socket, Single Head Hexagon
Socket, Single Head, Square.

Wrenches for Every Industry.

We can pack a greater variety of high grade Screw and Drop Forged Wrenches in one shipment than any other manufacturer in the world.

Instead of ordering Screw Wrenches of one branch, Drop Forged Wrenches of another, and Socket Wrenches of a third—paying freight on so many shipments and having a variety of trade marks, order all your wrenches in one lot—all trademarked with the dependable "W & B" in the Diamond.

National and vocational publicity is carrying this trade mark into every home and workshop in the world.

Sixty-five years of excellent repute, stand back of this mark as a guaranty of quality.

The widest range of styles and sizes under this trade mark enables you to meet your needs as you like, with all possible advantages of economy in freight, time and selling arguments.

The Whitman & Barnes Manufacturing Co.

Office and Factory: St. Catharines, Ont.
European Office: 139 Queen Victoria St., London, E.C.

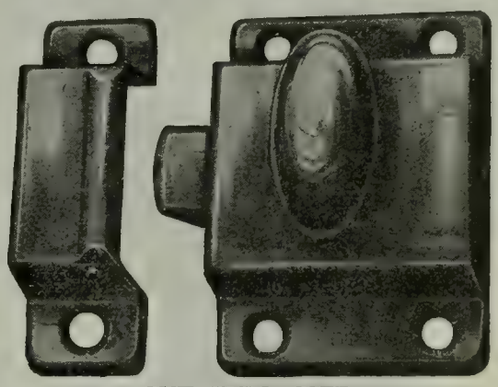
Established 65 Years
Whitman & Barnes
TWIST DRILLS — REAMERS — WRENCHES — HAMMERS

National



Sash Locks and Cupboard Turns

(All Steel or Solid Brass)



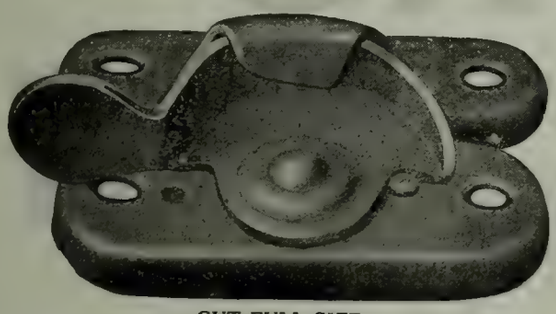
CUT FULL SIZE

With building activities excelling all records of recent years and builders demanding the best you should stock a full assortment of these.

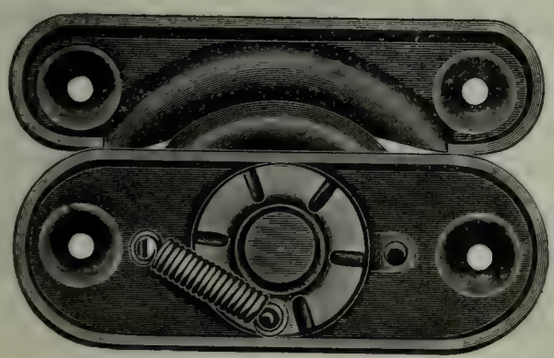
The National range of Sash Locks and Cupboard Turns is a very wide one. They are made up in many attractive designs and finishes.

The sash lock here illustrated is our latest model, and one which we consider to be the best. The lock is made of cold rolled steel throughout, taking an exceptionally fine finish; also furnished in solid brass. Owing to the simple construction of the lock, friction is reduced to the minimum and the rigidity of the lock is retained. You will have no difficulty in selling the No. 600 Sash Lock. Each lock is wrapped in a separate package, complete with screws. Packed one dozen in a box. Seventy-two dozen in a case.

The No. 699 Pressed Steel or Brass Cupboard Turn above illustrated is only one of the many designs for your customer to choose from. These turns are simple in construction and cannot get out of order. Each turn is wrapped in a separate package; complete with screws. Packed one dozen in a box.



CUT FULL SIZE

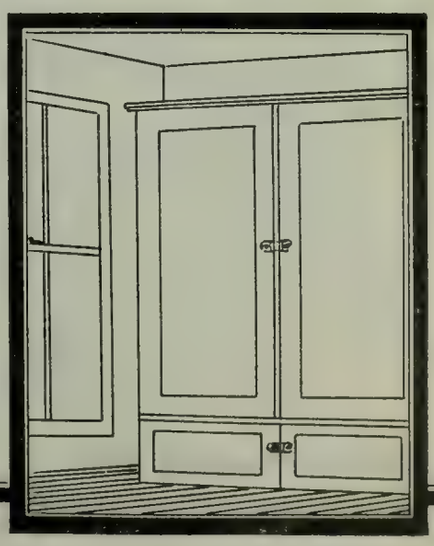


BOTTOM VIEW OF SASH LOCK

National Manufacturing Co.

Sterling, Ill.

Our big catalogue of Builders' Supplies will acquaint you with our profitable lines. Write for it to-day.



The Great West Trolley Door Hanger



A hanger built for service and especially recommended for use on heavy doors.

The axles pass through seamless tubes and turn on steel roller bearings, making it anti-friction and very easy running.

A leading feature of the "Great West" is the vertical and lateral adjustments, allowing the door to be raised or lowered, or the space between the door and building increased or decreased as desired.

The track is made of heavy steel and double grooved attached to the building with heavy corrugated brackets.

We will gladly look after your door-hanger prospects. Write us.

Canada Steel Goods Company, Limited
HAMILTON, ONTARIO

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

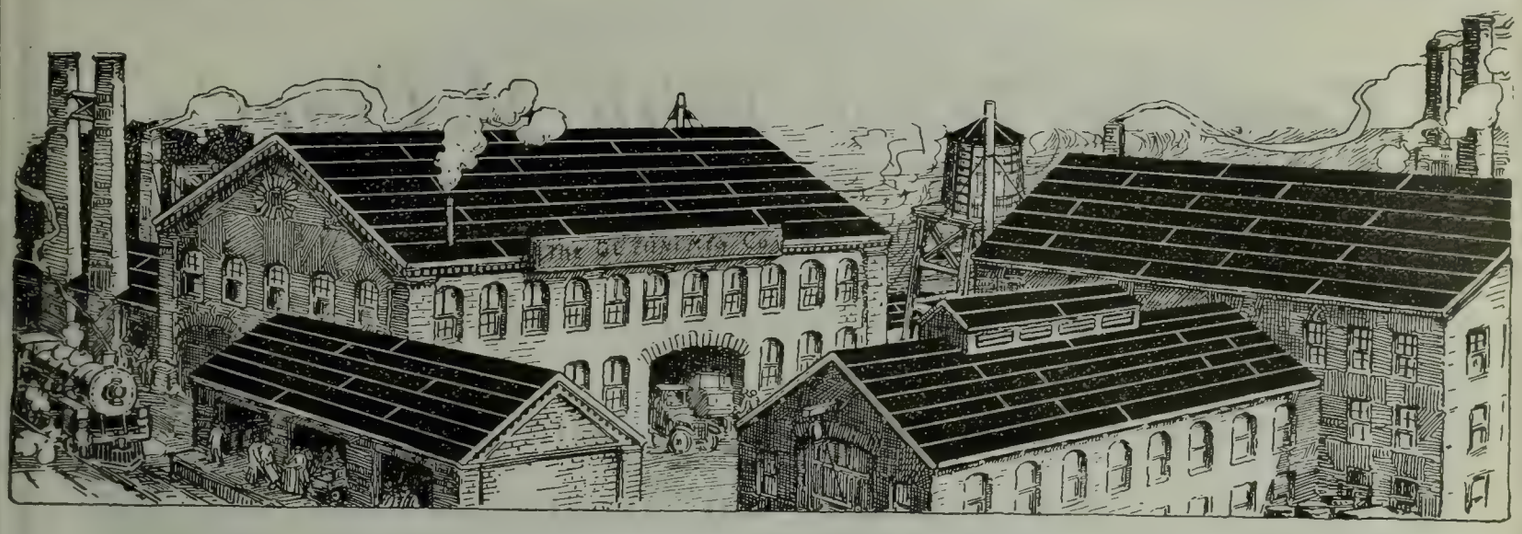
Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**



SAMSON ROOFING

FOR ALL BUILDINGS

Is truly a perfect roofing. You will find it not only most profitable, but actually a pleasure to handle, for the quality of materials and expert workmanship go to make a roofing which you can depend upon to give the very best of satisfaction.

FULLY GUARANTEED

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

Keep In Touch With McClary's

THERE isn't a sensible heating or cooking appliance on the market that is not included in McClary's lines.

Coal and Wood Ranges and Heaters.
Gas Ranges and Heaters.
Electric Ranges and Heaters.
Coal and Gas Interchangeable Ranges.
Oil Cook Stoves and Oil Heaters.
Furnaces---Warming systems of all kinds.
McClary's manufacture them all.

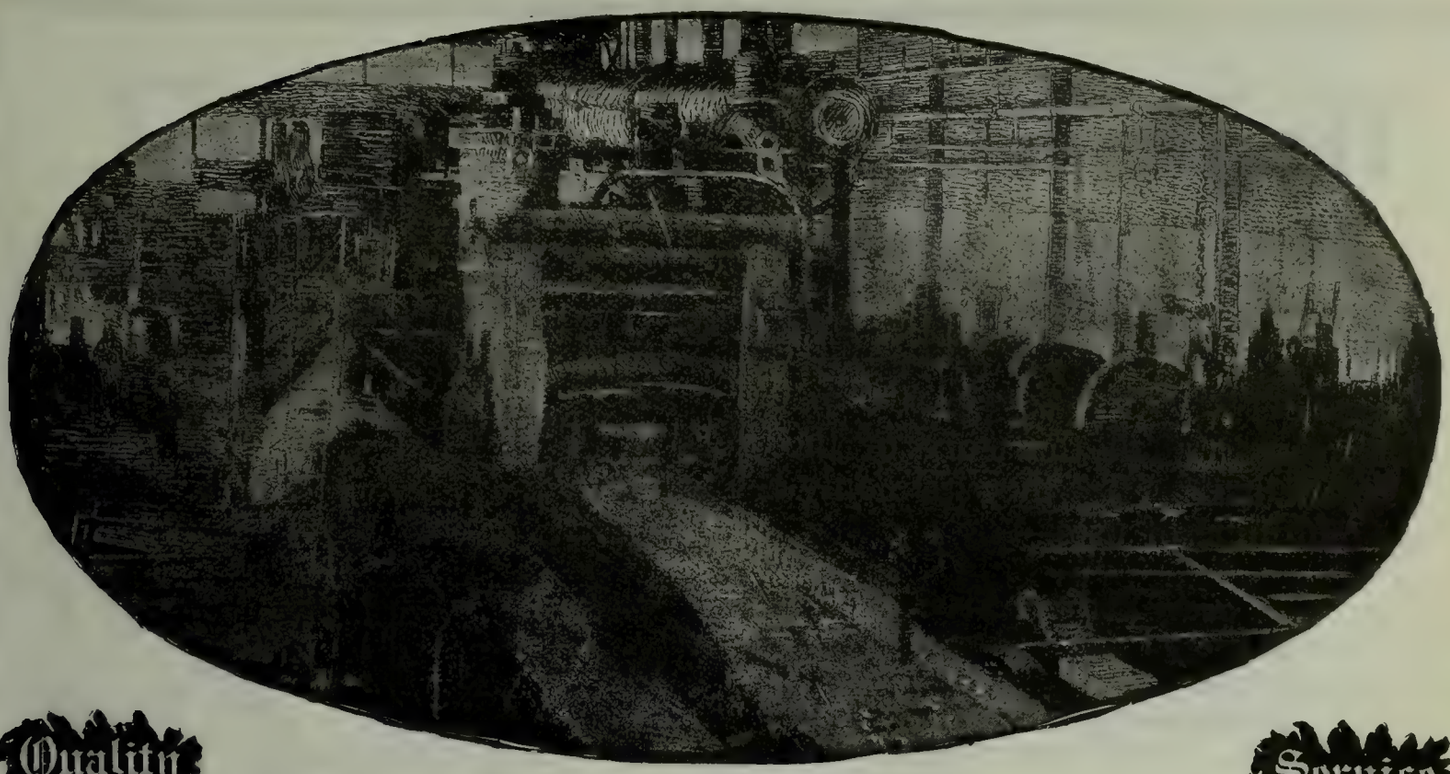
The name McClary's is an assurance of reliability and dependability.

The consumers know there is no speculation with McClary's products—they are always as they have been for over seventy years, the best McClary's can produce. The standing of McClary's—first among makers of cooking and heating appliances in the British Empire—is a living evidence of just how good that "best" is.

Keep well stocked with McClary's lines. Keep them on display. From the smallest sauce-pan to the largest range McClary's products meet kitchen requirements—they are the high class goods a first class dealer's trade demands.

McClary's

Branches at:—London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B., Hamilton, Calgary, Saskatoon and Edmonton



Quality Service

REASON IT OUT

Demand full value for every dollar by spending it where you earn it

PURCHASE THE PRODUCTS OF CANADIAN MILLS

A Canadian Dollar is Worth One Hundred Cents in Canada

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

The Big 6-in-1 Tool

That Thousands will Buy---

The Stewart "Handy-Worker"

The pictures tell the story of the Handy-Worker itself. But they give only a hint of its multitude of uses—

On every Farm and Ranch
In every Private Garage
In every small repair shop
In thousands of Home Workshops
In countless other places.

So many need the Handy-Worker RIGHT NOW that you should order a stock and make a "Drive" on them both in town and among farmers.

The fine profit on each sale makes this "Big 6-in-1 Tool" worth pushing.

And the splendid **performance** of the Tool **wherever** it is sold makes each sale a "nest-egg" for several more.

Retail price $27.00, with a handsome margin for dealers.

The following jobbers have just informed us that they have complete stocks and can make immediate shipment:

H. S. Howland Sons & Co. . . . . Toronto
D. H. Howden & Co. . . . . London
Lewis Bros. . . . . Montreal
Merrick-Anderson Co. . . . . Winnipeg
Miller-Morse Hdwe. Co. . . . . Winnipeg
Wilkinson & Kompass . . . . . Hamilton
Wood, Alexander & James . . . Hamilton
McLennan, McFeely & Co. . . Vancouver
Revillon Wholesale, Ltd. . . . . Edmonton
J. S. Mitchell & Co., Ltd., Sherbrooke, P.Q.
The Kennedy Hardware Co. . . . . Toronto
Whites Limited . . . . . Collingwood, Ont.
J. H. Ashdown Hardware. Co., Saskatoon, Sask.

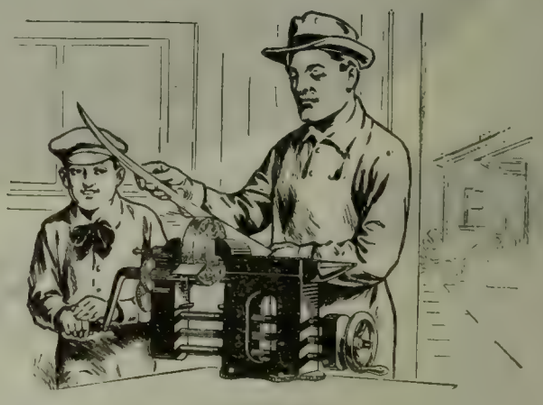
Chicago Flexible Shaft Company

12th and Central Avenue

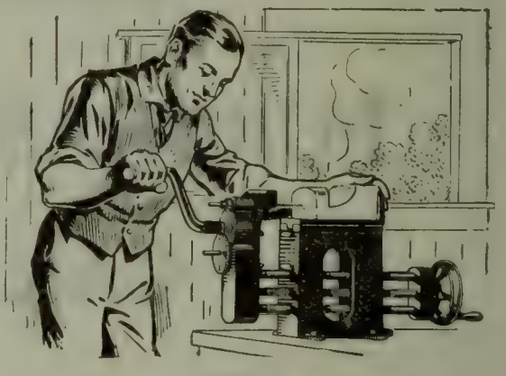
CHICAGO, U.S.A.



ANVIL



GRINDER



DRILL



VISE

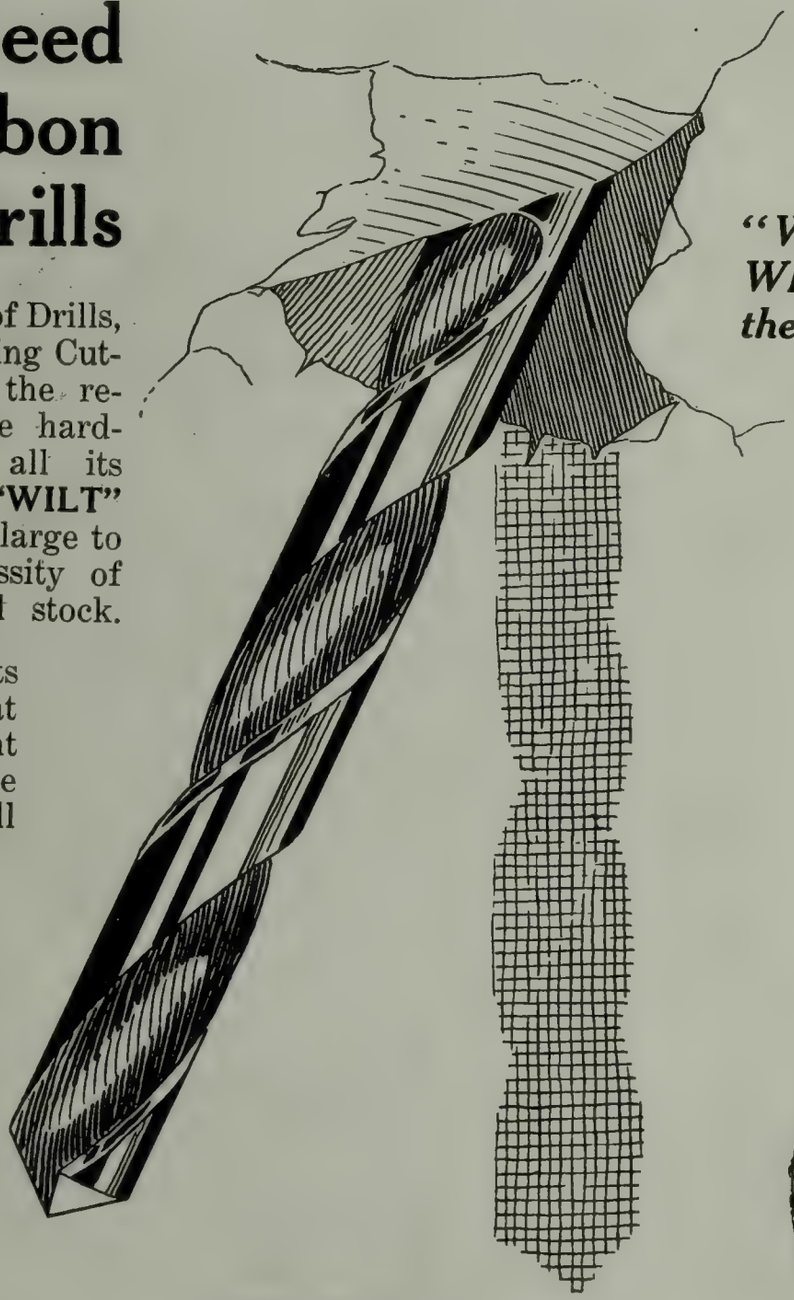
WILT

High Speed and Carbon Twist Drills

"Where There's a WILT—There's the Way."

The **"WILT" line** of Drills, Reamers and Milling Cutters provide for the requirements of the hardware trade in all its branches. The **"WILT"** line is sufficiently large to obviate the necessity of carrying a mixed stock.

"WILT" products are put up in neat and convenient packages for the trade, and will reach you in good condition. Wholesalers and retailers can sell **"WILT"** Drills, Reamers and Milling Cutters with the assurance that the final purchaser will receive absolute satisfaction.





Sell WILT Products

WILT TWIST DRILL CO.
OF CANADA LIMITED

WALKERVILLE :: :: :: ONTARIO

London Office: **Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, Eng.**

NUMBER ONE



IN 1896, Wilbur Wright and Orville Wright of Dayton, Ohio, decided to abandon several small business enterprises in which they were interested and concentrate their entire force and inventive genius on the perfection of a flying machine. Up to the time they entered the field no one had ever studied the subject with such scientific skill or such undaunted courage.

The Wright Brothers were masters in all their work. After years of concentration they gave to humanity a gift which ranks in importance with the noblest achievements the world has ever known.

The secret of Wright Brothers' success was

CONCENTRATION

The same principle of concentration, which enabled the Wright Brothers to perfect their Airplane, has enabled us to create the Victor Hack Saw Blade—which is recognized everywhere as the last word in Hack Saw Economy.

For twelve years we have focused all our force on the perfection of this one tool—the Victor Hack Saw. We have centered our powers on making exhaustive experiments and on the development of new processes.

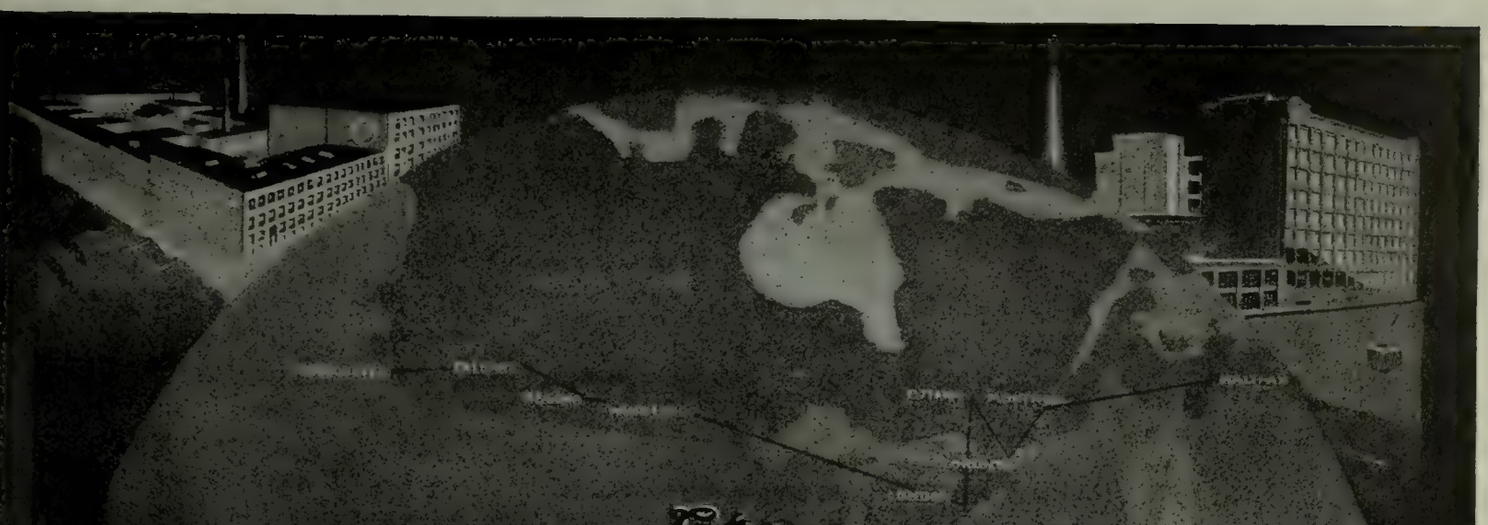
Logic told us that by concentrating all our energies on one tool, we were more likely to produce a Hack Saw Blade which would excel all others, than if we tried to perfect a dozen or a hundred different tools.

As a result of this concentration, we have created the most enduring and efficient Hack Saw Blade known to science. There is nothing vague about the economy of the Victor Hack Saw Blade. It has been proven.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA

VICTOR





The Northern Electric

AN ORGANIZATION

Employees 3,081

Floor Space 912,780 SQ. FT.

MANUFACTURING:

Telephone Apparatus, Wires and Cables, Police and Fire Alarm Equipment, Marine Fittings, Power Switchboards, etc.

DISTRIBUTING:

Electrical Supplies and Apparatus, Automobile Accessories, Power and Light Equipment, etc.

SERVICE—

is the underlying principal of this organization. With offices and distributing warehouses in nine of Canada's largest cities.

Northern Electric Company

LIMITED

MONTREAL
HALIFAX
OTTAWA

TORONTO
LONDON
WINNIPEG

REGINA
CALGARY
VANCOUVER



THE WAY THEY BUILD WITH

BISHOPRIC STUCCO BOARD

Two views of the hotel erected at Burlington Beach, Hamilton, Ont.

Bishopric Stucco Board was used on both interior and exterior walls—being supplied by Kent, Garvin Co., of Hamilton.

Bishopric Stucco Board makes walls that won't crack, warp or shrink—and takes the place of boarding, sheathing paper, furring strips and laths for interior plaster.

BISHOPRIC PRODUCTS are a profitable "side line" for Hardware Dealers. Write us for samples, prices and full particulars.

BISHOPRIC WALL BOARD CO.
LIMITED
OTTAWA, - ONT.



MATCHES— AND FIRE PAILS



May at first glance seem a bit out of place on the same page, but when you stop to consider that it's Eddy's Matches we're featuring, you'll readily realize their perfect right to occupy this position, for EDDY'S MATCHES ARE NOT A FIRE MENACE.



EDDY'S "SILENT FIVE" MATCHES
Are heartily endorsed by Fire Inspectors and Agents. Their self-extinguishing feature places them in a class by themselves, and their use, together with the famous EDDY INDURATED FIBREWARE FIRE PAIL is fast becoming a "Safety First" feature in many of Canada's larger plants.

You as a merchant are interested in Fire Protection. Stock Eddy's Matches and Indurated Fibreware and you are doing all you can to protect yourself and your customers.

THE E. B. EDDY CO., LIMITED
HULL, CANADA

CANADA
FOUNDRIES & FORGINGS
LIMITED

CISTERN PUMPS

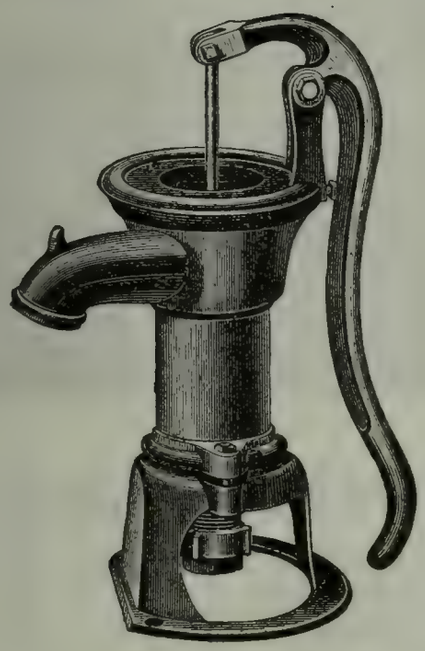


Fig. 200

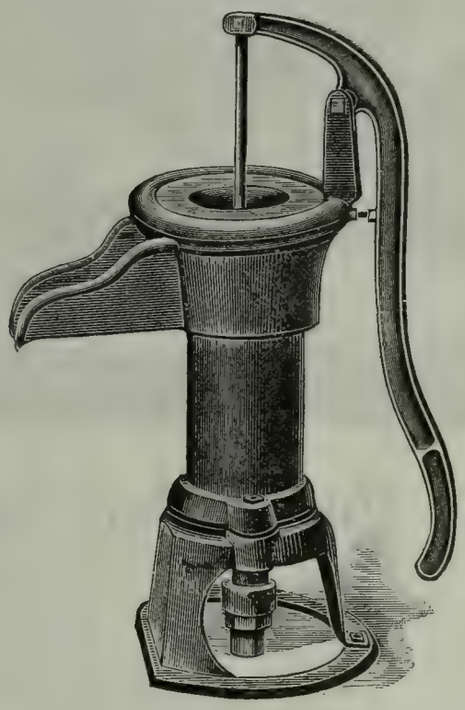


Fig. 22

We devote special attention to this branch of our business. Our pumps whether Cistern, Force, Well, Well Force or Rotary are made with the greatest possible care from the very best materials, and of latest designs in every style and we *guarantee every pump* sent out to be *perfect working* and equal in every respect to any made.

To have what people demand every dealer must carry a complete stock of *Smart's* pumps.

Write for latest pump catalogue.

JAMES SMART PLANT

Brockville, Canada



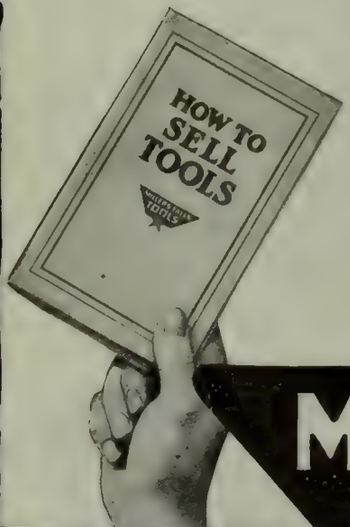
Buy the Miller Falls Advertised Line

It is just as logical to buy an advertised line of tools as of paints, refrigerators or dollar watches.

Millers Falls tools have been standard for fifty years and to-day are advertised the most extensively of any tools made.

Millers Falls selling features help you make your tool department one of the most important in your whole store.

Send for our handbook "How to Sell Tools." Free to every dealer.



MILLERS FALLS COMPANY

"Toolmaker to the Master Mechanic"

100 RIVER STREET MILLERS FALLS, MASS.

MILLERS FALLS TOOLS

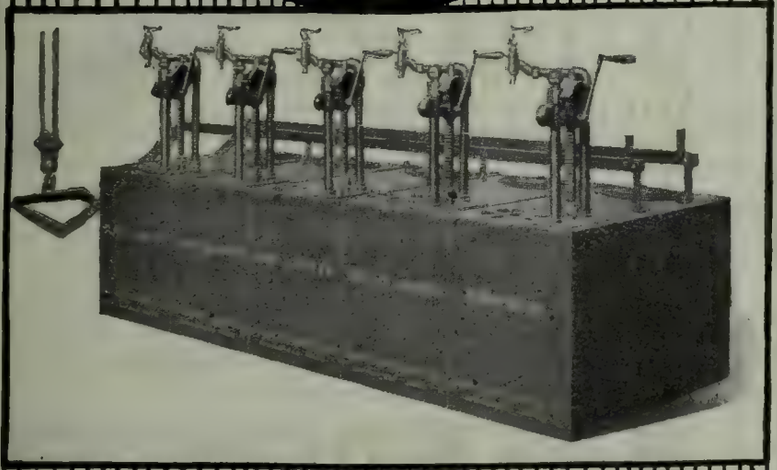
Modernize Your Store with a Gilbert & Barker Oil Storage System Save Oil and Money

For handling paint oils, varnishes and heavy, "gummy," non-lubricating oils our T221-H spells maximum efficiency.

This outfit may also be used for lubricating oils and units may be arranged in battery form as shown below.

They make an attractive and economical arrangement, and as they are fitted with chain hoist, barrel dash, track and cradle, the oil is easily emptied from barrel to tank by gravity, which allows thorough draining without waste and this operation can be completed by one man.

These units or batteries are nicely finished in green enamel baked on and the tanks are plainly lettered with the names of the oils when so desired.



Follow the Leaders

A safe, sane policy, especially when the leaders are the big, progressive men of the country, men who adopt an improved system only after they are thoroughly satisfied that it means greater efficiency and consequently greater profits.

The cost of installing Gilbert & Barker Oil Handling Equipment in your store is nominal and the saving in time, labor, and positive elimination of waste quickly pays for the installation.

For the rapid and economical handling of paint oils, varnishes, lubricating oils or kerosene, there is a Gilbert & Barker outfit just suited to your requirements, and if you are handling gasoline, remember that the G. & B. line of Pumps and Tanks is complete.

Bulletin 52 tells the story in a very comprehensive manner

To-day is a better day than to-morrow—write.

GILBERT & BARKER MFG. COMPANY
SPRINGFIELD, MASS., U.S.A.
Canadian Distributors: IMPERIAL OIL LIMITED
Branches All Cities.

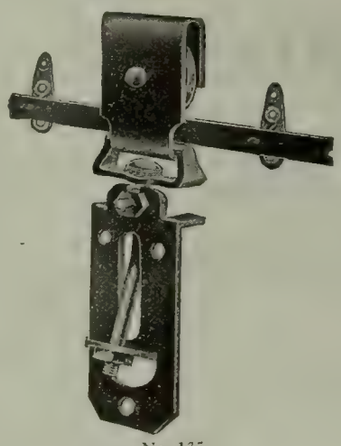
HERE IS A REAL MONEY MAKER FOR EVERY DEALER

"ALLITH" Adjustable and Swivel Garage Door Set, No. 150

All Steel Japanned

Our new No. 135 adjustable swivel hanger which is used exclusively on our Garage Door Sets.

Superior to any Flat Track Hanger on the Market To-day. Note Special Adjustment Feature.



No. 135

Every Car Owner Wants One of These Sets



Order a Sample Set and be Convinced of its Merits

More Quality - More Demand - More Sales - More Profit

No. 150 Set. packed complete in box with all necessary screws for attaching and illustration how to apply.

Ask your jobber for this set. If he cannot supply you, write us direct.

Slater & Barnard, Limited. ALLITH Manufacturing Co., Ltd. Branch, Hamilton, Ontario



Everything Within Sight

—means more selling power for you.

An attractive and systematic display of your merchandise by using

"DULUTH" SECTIONAL Hardware Store Fixtures

—will establish more confidence with your customers. The customer sees the goods before him. He knows what he is getting. Other purchases are easily suggested and the dealer reaps the reward of more sales.

You should have our new Booklet "Cutting Costs and Increasing Sales." It will help you in your business. Write for it. It's free.

Duluth Show Case Company

Duluth, Minnesota, U.S.A.

METALS - CHEMICALS - GLASS

B.&S.H Established 1790

We are now prepared to quote on

English Castor Oil

From stock and for Import

B.&S.H. THOMPSON & COMPANY LIMITED MONTREAL

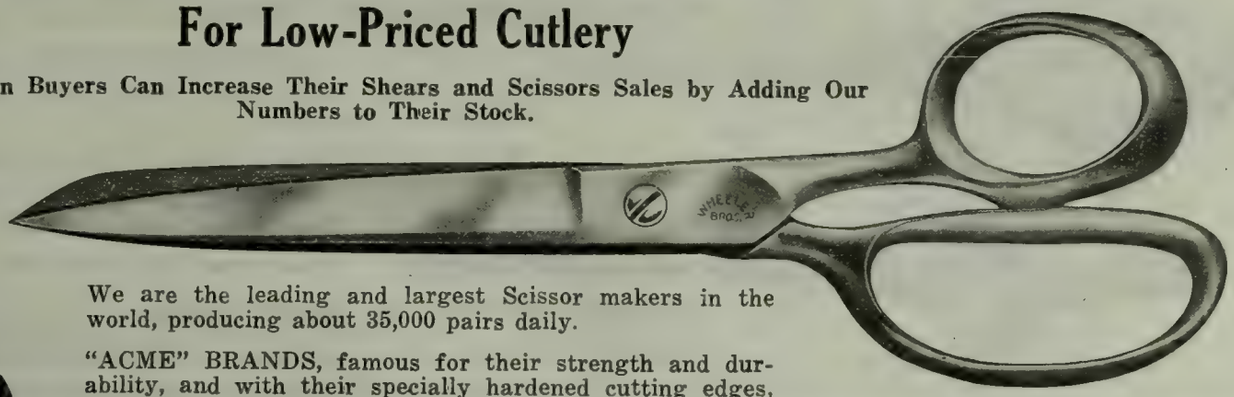
Branches : Toronto, Winnipeg, Vancouver, New Glasgow, N.S.

Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tinplate Co.

"ACME" SHEARS AND SCISSORS ARE STANDARD

For Low-Priced Cutlery

Canadian Buyers Can Increase Their Shears and Scissors Sales by Adding Our Numbers to Their Stock.



We are the leading and largest Scissor makers in the world, producing about 35,000 pairs daily.

"ACME" BRANDS, famous for their strength and durability, and with their specially hardened cutting edges, are being maintained to the high standards of quality and finish we have established.





Realizing the importance of prompt service to orders, we are now in a position, on account of improved manufacturing facilities, to give all Canadian orders special service.

Our Canadian representative at Toronto will be pleased to show our samples to you, or have his traveller call on you.

We would esteem it a favor to demonstrate through a trial order the excellent goods we furnish and their fast selling ability.

Have you seen our new No. 5 Catalogue? Let us mail one to you.

THE ACME SHEAR COMPANY

BRIDGEPORT, CONN., U.S.A.

Incorporated 1882
Cap. Stock, $500,000

Canadian Agent: Mr. A. J. McCrae
23 Scott St., Toronto

Finest Quality

Highest Standard



TRADE MARK

W P

WARD & PAYNES

CELEBRATED LIGHT EDGE TOOLS

THE ANVIL BRAND

Light-Edge Tools

—possess unusual selling qualities

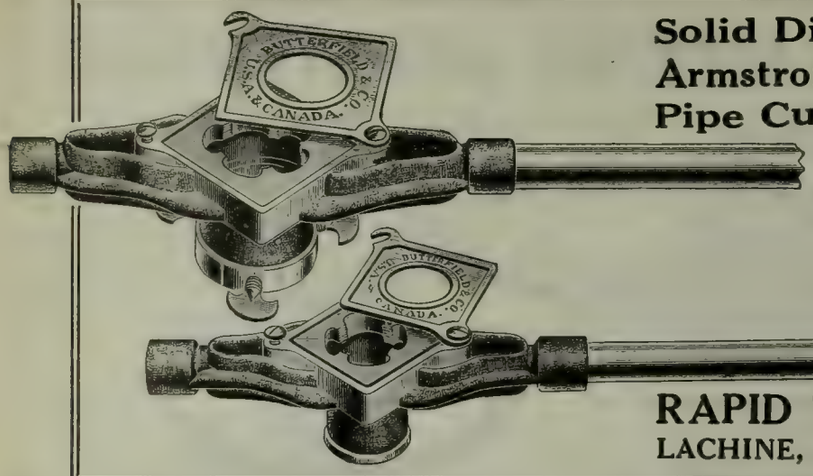
The history of the manufacturing of these tools in England covers a period of one hundred years. The reputation enjoyed by **"W. & P." Light Edge Tools** to-day is conclusive proof of what painstaking efforts must have been put into the making of these high quality tools. As the **Anvil Brand Trade-Mark** is the **"stamp of Quality"** to every tradesman, so it will reflect its reputation upon your store in more business and greater profits that are really worth while. We can now fill all orders with the same prompt, attentive service that has made **"W. & P."** products famous throughout the world. If your jobber cannot supply you, write our nearest representative.

WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD

Canadian Agents

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton Street, Vancouver, B.C.



Solid Die Plates
Armstrong's Adjustable Stock and Dies
Pipe Cutters and Vises

We are the sole manufacturers of the above lines previously made by Butterfield's.

These are profitable lines for you to handle on account of low prices and high quality.

Write for our complete catalogue and price list.

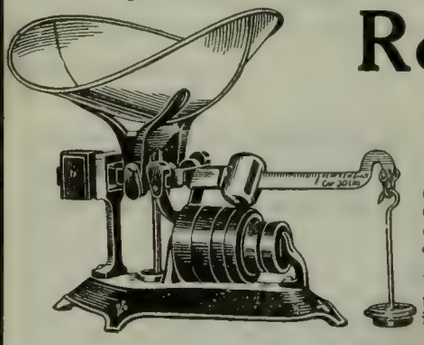
RAPID TOOL & MACHINE CO., LTD.
LACHINE, QUE. **Branch: IBERVILLE, QUE.**

Show Her the Way

FOR goodness' sake, cries the average housewife, show us how to save money out of the deluge of sky-high prices for meats, sugar, flour—everything. And seldom a thought has she of what a tidy sum can be saved every little while by checking up the honest mistakes of grocer, butcher, etc. Show her.

Just a bit of enterprise, pushing the Renfrew Scale to the front—displaying it—and showing her how it soon pays for itself will stir up a tidy lot of sales worth while. Right now is the "psychological moment."

Clinch your sales by showing the Government Inspector's Certificate of correct weight accompanying every Renfrew. Scales supplied in black or all nickel-plated finish. The



Renfrew
HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government Inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Scale Co.

Head Office and Works, Renfrew, Ont.

Western Representatives: P. A. C. MvIntyre & Co., 810 Confederation Life Bldg., Winnipeg, Man.

Our Other Lines: "Renfrew" 2,000-lb. Farmers' Truck Scale.

REED'S SPECIAL



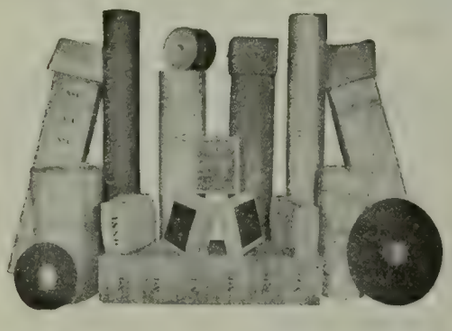
Asphalt Roofings,
Tarred Felts,
Pitch,
Coal Tar,
Roof Coatings,
Slates,
Conductor Pipe,
Gutters,
Sheet Metal Work
Fire Doors,
Wire Guards,
Ventilators.

The products we make are the best that may be bought for the money. Every item is high grade and extremely durable. A postal will bring you complete prices and full information on all our Roofer's Supplies. *Write us.*

GEO. W. REED & CO., Limited

Manufacturers

MONTREAL



THE manufacturing plants in your district present an opportunity for sales in these high quality lines:

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

Their well-known reputation for quality is a valuable asset to the dealer selling them. A complete stock on hand, together with an attention-creating display, will attract your local buyers.

May we send you catalogue and prices?

Canadian Sales Representatives:
Messrs. Moncrieff & Endress, Galt Bldg., Winnipeg, Man. 'Phone Garry 3389
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Canada 'Phone Main 2343

UNITED STATES SAND PAPER CO. **WILLIAMSPORT, PENN.**

CANADIAN ASBESTOS COMPANY

MONTREAL **TORONTO**

We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada.

Asbestos Paper and Millboard **Asbestos Pipe Covering**

Asbestos Cements **Blackote Rubber Roofing**

Cotton Waste and Oakum

Sole Canadian Agents:

PEERLESS RUBBER MFG. CO.—Rainbow Packing, etc.
JOSEPH DIXON CRUCIBLE CO.—Crucibles, Graphite-Paint and Plumbago, etc.
EHRET MAGNESIA MFG. CO.—85% Magnesia Products.
ASBESTOS PROTECTED METAL CO.—Corrugated Siding and Roofing.

RECOMMEND THE

No. 1 BANNER

Trade Mark Reg.

ASH SIFTER



ASK YOUR WHOLESALE HOUSE



QUICKER SERVICE FROM BRANDON!

Dealers located in Saskatchewan, Manitoba or West of Winnipeg should 'phone their orders and thus get shipment same day. If too far to 'phone, write or wire us.

We have complete stocks on hand of staple lines that will be in demand during the coming season.

Agents for the following lines:

Monarch Ranges
Columbia Batteries
North Star Batteries.
Community Plate.
Maltese Cross Tires.
Splitdorf Spark Plugs.

The HANBURY HARDWARE CO., LIMITED

Wholsale Shelf and Heavy Hardware

BRANDON, MAN.

COLONIAL WIRE MFG. CO., LIMITED

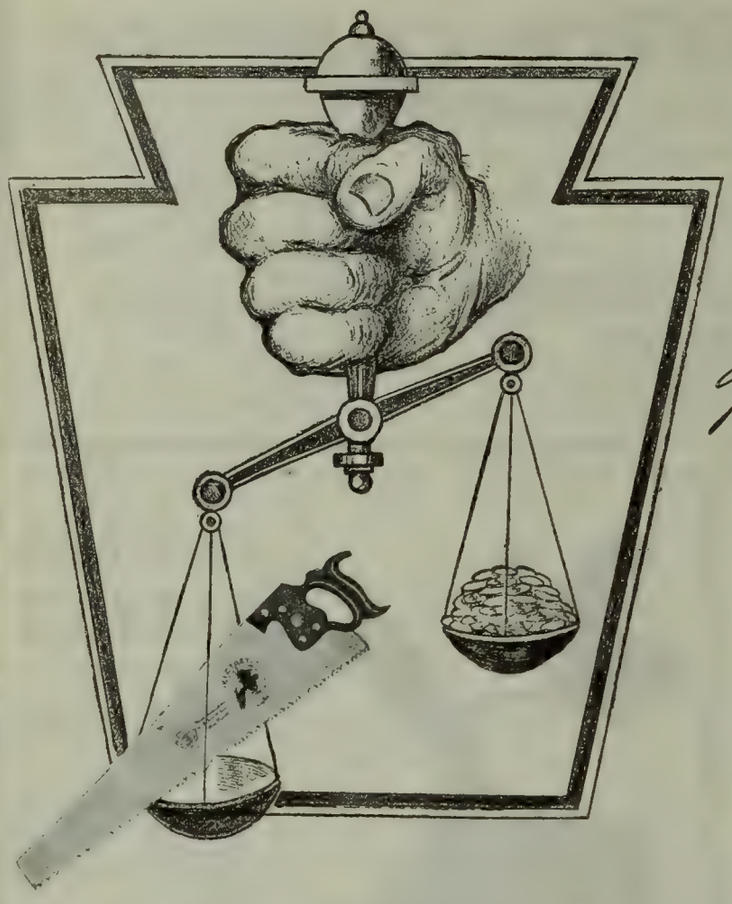
WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright annealed, oiled and annealed.
Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.
FENCE STAPLES—WIRE NAILS—WOOD SCREWS
PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL



Worth many times its cost

HENRY DISSTON & SONS
INCORPORATED
Keystone Saws, Tool Steel and File Works
PHILADELPHIA, U.S.A.

American Felt Large Head Roofing Nails

"DOMSTEEL SPECIAL"

Are Made in Canada by

DOMINION IRON & STEEL CO., LIMITED

Style and Quality Perfect

When ordering from your Jobber insist on getting

LARGE HEAD ROOFING NAILS "MADE IN CANADA"

HEAD OFFICE AND WORKS:
SYDNEY, NOVA SCOTIA

GENERAL SALES OFFICE:
112 ST. JAMES STREET
MONTREAL, QUE.



A High Quality Hardware Line—

"Morrison" Brass Valves

They always satisfy the purchaser. The dealer experiences no come backs. Morrison Valves are made to last and when lasting work.

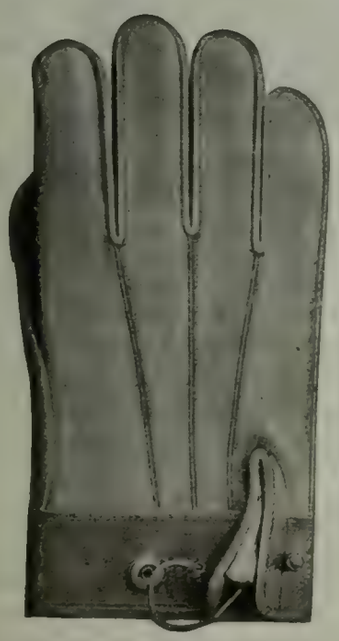
They are renewable disc valves, with heavy bodies, spindles and valves, and fitted with gland follower in packing nut.

You can sell Morrison Brass Valves in the full assurance of handling a quality product that will sustain the good reputation of your store.

The James Morrison Brass Mfg. Co. Limited

93-97 Adelaide St. West, Toronto, Ont.

A.R.C. BRAND



Gloves and Mitts

We are pioneers in the manufacture of Workmen's Gloves and Mitts.

The "A.R.C." Brand has been the High Quality Canadian standard for 50 years.

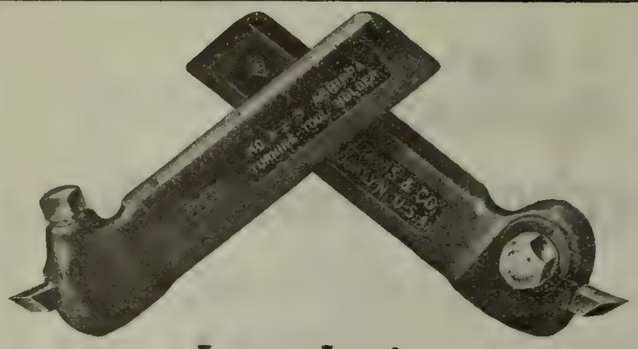
The "A.R.C." Trade-Mark is your guarantee of customers' satisfaction and splendid profits.

We tan our own leather and share the middleman's profits with you.

Dealers find the "A. R. C." Brand an extraordinary profitable line to handle. May we send you particulars?

A. R. Clarke & Co., Limited, Toronto

Manufacturers—Gloves, Mitts, Moccasins, Shirts, Sheep Lined and Mackinaw Clothing



Introducing

Williams' "Agrippa" Turning-Tool Holders Set Screw Pattern

TO provide increased and abundant variety of selection in Williams' "Agrippa" line of Tool Holders, we offer this Set Screw pattern of Turning-tools primarily for those who use Cutters made of steel which has been hammered or rolled with a greater variation in size than is common to usual mill practice. But for the majority of users who purchase Cutters of accurate size, we recommend the original "Agrippa" Turning-tool of Cam Pattern as being stronger, more reliable and more generally satisfactory than any other method of Cutter-fastening. Both patterns are illustrated above.

The Screws, made of a fine grade of Alloy Steel, are accurately machined and carefully heat-treated and hardened. They are unusually tough and strong and give the maximum efficiency obtainable from this extra type of Cutter-fastening.

Right and Left Hand Offset and Straight Shanks in stock at same prices as Cam Pattern of corresponding size.

Our Machinists' Tools Booklet will be sent on request.

J. H. Williams & Co.

30 Richards Street **Brooklyn, N.Y.**

THE A. G. LOW CO., LTD.
30 Pacific Avenue, Saskatoon, Sask.

Agents for Manitoba, Alberta, British Columbia and Saskatchewan

VOL-PEEK



FIRST AID IN THE KITCHEN-

IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only ½ cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

H. NAGLE & CO., Box 2024, MONTREAL



Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue

The Wm. Cane & Sons Company, Ltd

Manufacturers **NEWMARKET, ONTARIO**

BROOMS

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order—*PRICES RIGHT.*

QUALITY as usual.

Walter Woods & Co.

Hamilton and Winnipeg

NIPPERS and PLIERS



No. 113

Here are two handy tools that are very profitable for the Dealer to sell. Both are well made, possess an attractive appearance, and have such a variety of uses that they make an instant appeal to the customer.

"HERCULES" CUTTING NIPPERS No. 113

Forged from fine quality carbon steel, hardened and oil-tempered. Compound lever. Natural Steel finish, with faces of jaws polished bright. 5½ in. and 6½ in. sizes.

COMBINATION CUTTING PLIER No. 118

Combines flat nose plier with gas burner grip, side cutters, two shear wire cutters, reamer and screw driver. Made of high grade steel, drop forged with jaws and cutting edges carefully hardened. 6 in., 7 in. and 8 in. sizes.



No. 118

Write for our catalogue of handy tools. We manufacture a complete line. Order through your jobber or direct to us.

The Bridgeport Hardware Mfg. Corp.,

Bridgeport Connecticut

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

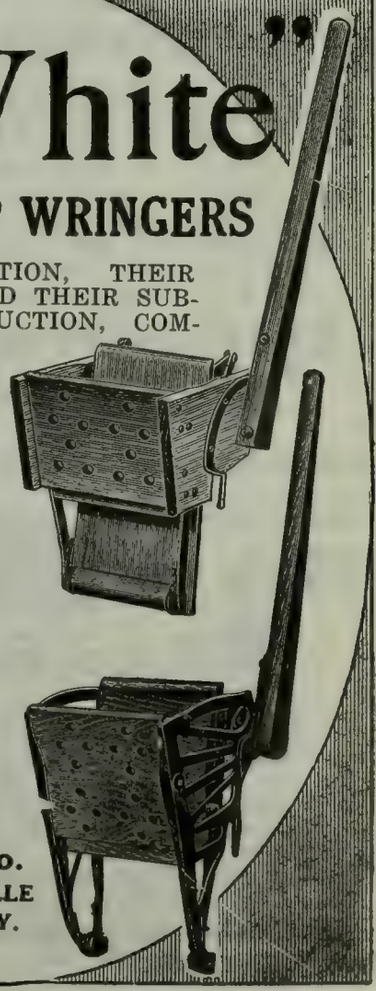
"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

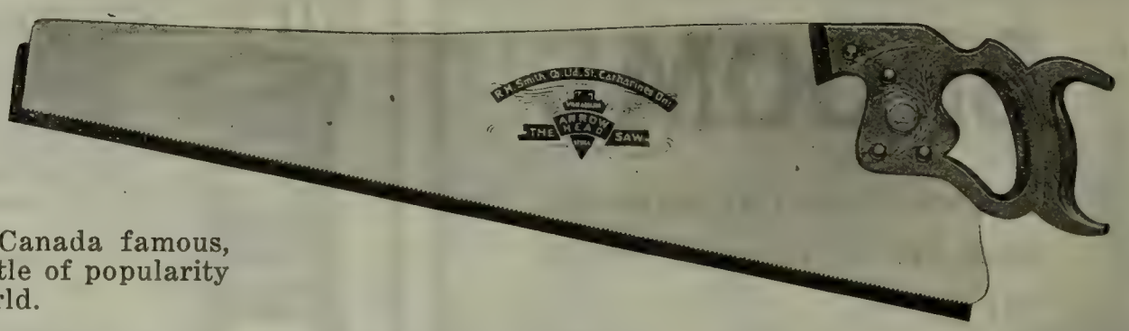
It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.

FULTONVILLE N.Y.

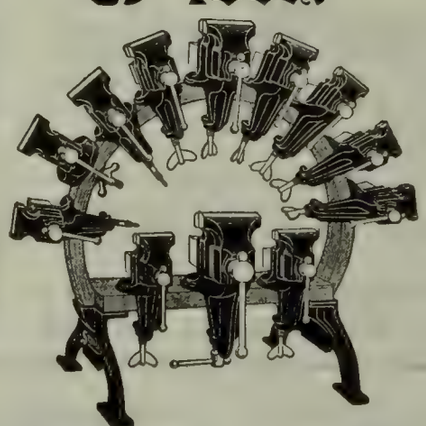
Our Canadian soldiers made Canada famous by winning great victories in Flanders. The Canadian Arrow Head Vanadium Steel Saws are making Canada famous, by winning the battle of popularity throughout the world.



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.

Stanley Tools



"STANLEY VISES"

Made in Canada

To increase your small Vise business, put in a line of "JERSEY" VISES.

They are a necessary addition to the Tool Kit of every Mechanic, Amateur and Householder.

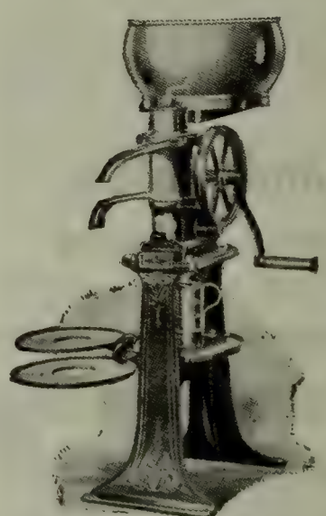
Made with either Clamp or Swivel Bases, with iron or steel jaws, and in six sizes.

Send for special circular containing complete description of all styles, also an attractive display card.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representatives: A. MacFarlane & Co., Ltd.
Montreal, Canada

WHY GO FISHING?



for a week for a half-wit who will buy that inferior separator when you can sell the

Anker-Holth
(Self-Balancing Bowl)

Cream Separator

A machine that has an irresistible appeal and is found in the most discriminating homes.

SILVERWOODS, LIMITED
LONDON, ONT.

25c. a can Common Sense Exterminator



KILLS RATS

Has been on the market for 25 years.

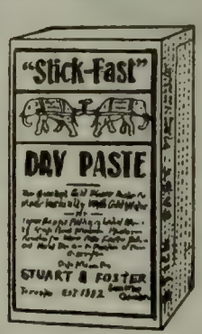
Quickly and effectively eliminates rat pests. It dries them up. Destroys without odor.

"Common Sense" is sold on a money-back guarantee. Good profits in it for the dealer.

Jobbers, write us for terms.

Ask us about our Roach preparation.

COMMON SENSE MANUFACTURING CO.
393 QUEEN ST. WEST - - TORONTO, ONT.



" Stick-Fast "

Made instantly with cold water.

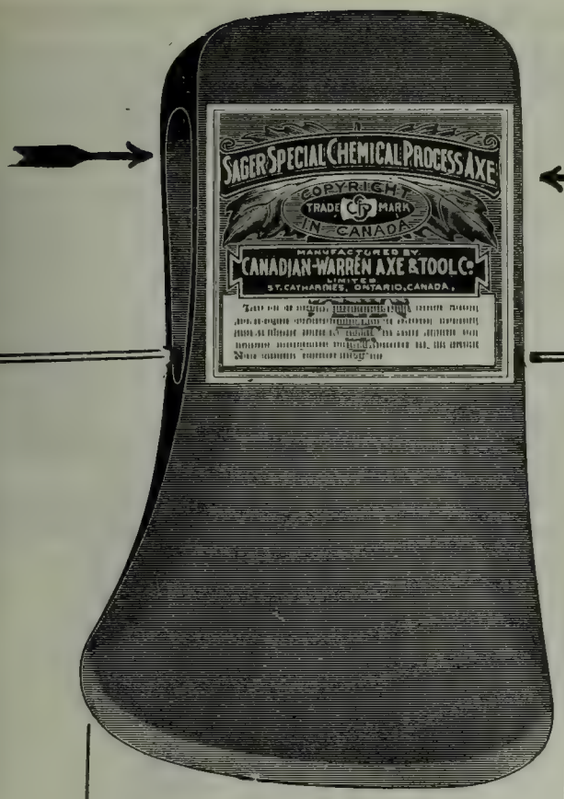
For **all purposes** where Paste is used.

A Great Seller.

Order some to-day—phone your Wholesaler.

Manufactured only by

STUART & FOSTER Ltd.
TORONTO, CANADA



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE" LOGGING TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian-Warren Axe & Tool Co.,
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

Sell Your Share

Men know it pays better to buy a new sharp file than to waste labour working with a dull one. Pounding away at this truth in our advertising has borne fruit.

Consequently the demand for **"Famous Five"** Files is increasing steadily.

Carry a moderate stock, and share in this trade. But be sure to specify **"Famous Five"** Files when ordering.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



PINK'S LUMBERING TOOLS

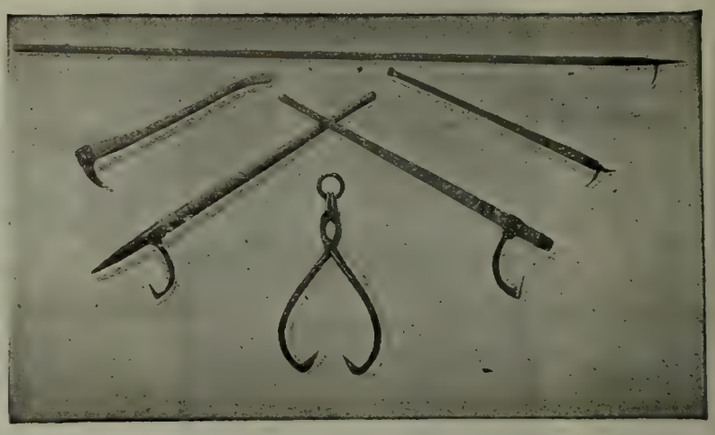
The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



Gold Medals Grand Prix

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681	"BUTLER" 1768	ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England

London Showroom, 62 Holborn Viaduct, E.C.

Address correspondence to TRINITY WORKS SHEFFIELD



We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes Bahama, Cuban and Florida Sponges in stock.

Evans & Co., Limited

(Importers and Exporters)

Coristine Building :: Montreal, Que.

E. Roy, 65½ St. Andre St., Montreal, Que.

A. S. Butchart, 26 Adelaide St. W., Toronto

C. C. Cartwright, Union Trust Bldg., Winnipeg



4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

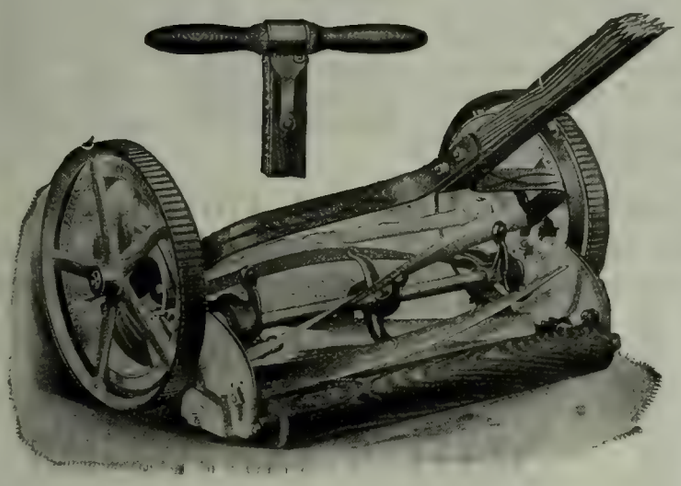
STRONGER—Actua. tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

There are other "Taylor-Forbes" Lawnmowers besides the little old "Woodyatt"



"EMPRESS" LAWNMOWER

The "Woodyatt" enjoys popular fame. It stands among lawnmowers where the Ford stands among automobiles.

But if you were in the automobile business and you sold only Ford cars you would miss the custom of the man who wanted a limousine.

And you will be missing a lot of lawnmower business unless you have the "Empress" or the "Adanac" to show the man who has an idea "he will go something better."

Ball bearing lawnmowers—they sell just as readily and mean more on the turnover.

The Largest Manufacturers of Hardware in Canada

Taylor-Forbes Company, Limited

TAYLOR-FORBES CO.
246 Craig St. W., Montreal
H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

Head Office and Works
Guelph, Ont.

TAYLOR-FORBES CO., LTD.
1070 Homer Street, Vancouver
H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg

TRADE MARK Red Devil Tools



It's easier—and more profitable—to sell a tool the customer knows and accepts than one which has to be "talked up".

Backed by quality, "Red Devil" advertising—read by millions—is constantly making more tool users who know that the "Red Devil" trade mark stands for quality and service.

It will pay you to investigate the "Red Devil" line.

Smith & Hemenway Co., Inc.
89 Coit Street Irvington, N.J.

"Red Devil" is the expert mechanic's guide to Known Quality in Pliers, Electricians' Tools, Hack Saw Frames and Blades, Auger Bits, Chain Drills, and other Hand Tools, all of a class with "Red Devil" Glass Cutters, the biggest sellers in the world.



A HOT WEATHER QUICK SELLER

When the mercury is high and housewives want to iron in comfort, easy sales are ready and waiting for you. Prospects are half sold on

THE Royal Self Heating Iron

It's simple, it's sure, it's sound in principle and design—850,000 satisfied users now, and more being added every day.

We supply you with Window Trims, Counter Displays, Movie Slides, Electrotypes, Circulars, etc.

Write for details and address of your nearest distributor.

CADMAN & COMPANY
322 McIntyre Block, Winnipeg,
Western Canadian Representatives.

Royal Self-Heating Iron Company
556 Wayne St. Big Prairie, Ohio, U.S.A.



MENDETS

A PATENT PATCH

You can't afford to overlook the sales possibilities of this profitable line. The profits are good and our attractive display stand will make sales for you. **Mendets** is used in the home for mending pots, pans, rubber goods, etc. Has given satisfaction to thousands of purchasers. Order a display stand from your jobber to-day.



Collette Manufacturing Company, Collingwood, Ontario

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

QUALITY FIRST IN

Still's Handles

We are specialists in the manufacture of wood handles.

Quality First has always been our policy in all our products.

STILL'S HANDLES enjoy a reputation throughout the Dominion that has put them in the front rank of rapid sellers for the retailer.

Wherever the best is in demand there **STILL'S** are sold.

More sold in Canada than any other make. **STILL'S HANDLES** are made with exacting care from high quality Canadian woods, durable and lasting to an unusual degree. Axe, Pick, Sledge and Hammer Handles, Cant, Hook and Peavie Handles. There are good profits for the dealer and an abundance of customers' satisfaction in all **STILL'S HANDLES.**

J. H. STILL MFG. COMPANY

ST. THOMAS - - ONTARIO

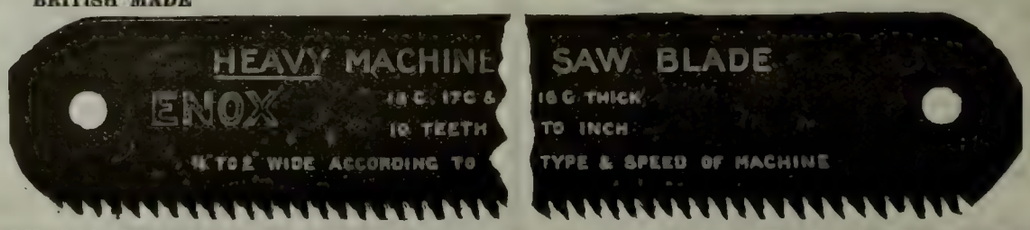
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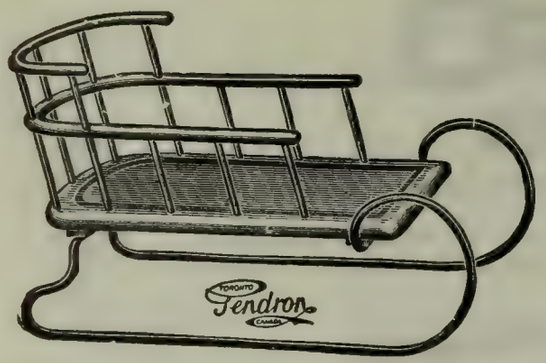
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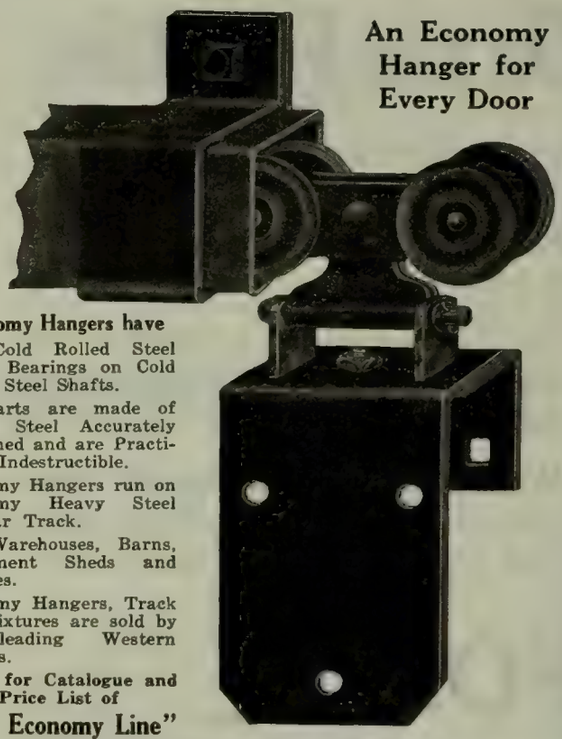
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Economy Hangers run on Economy Heavy Steel Tubular Track.

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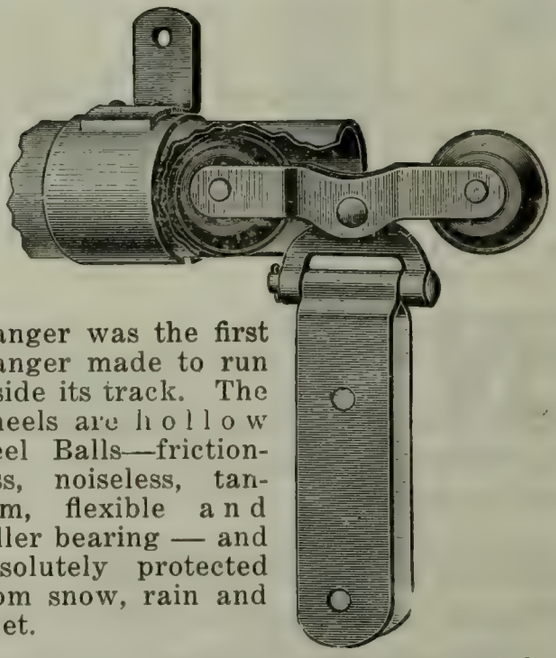
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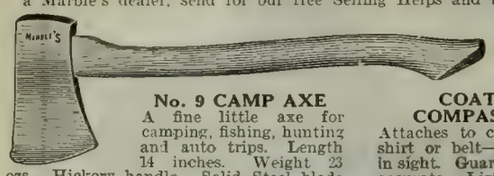
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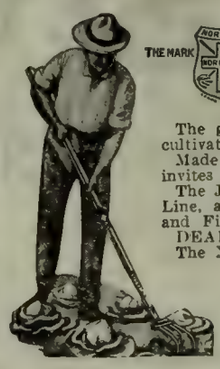
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Extract from the "Times," London, May 2nd, of cable sent to Ottawa by Canadian Mission:

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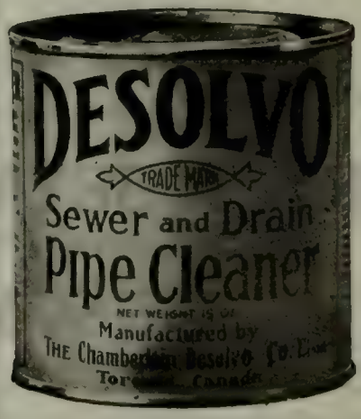
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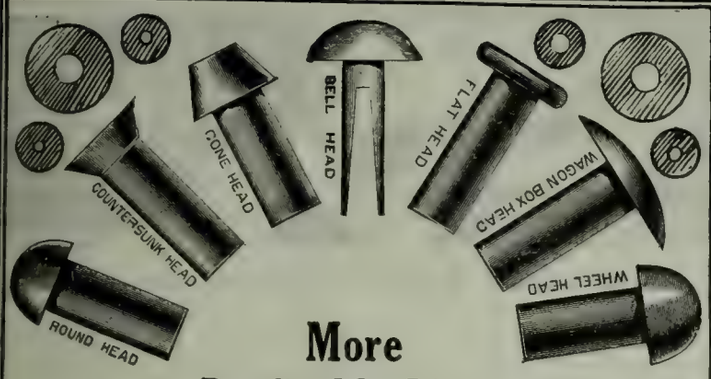


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Desolvo does a "Better Job in Less Time" for the Dealer as well as the Consumer, for every home needs. Desolvo **all the time**, and this means quick, sure, continuous profits.

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Gananoque, Ontario

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DETROIT
Mich.

Canadian Branch:
CAMPBELL AGENCIES
McKINNON BLDG.
TORONTO - - ONTARIO

Watering Pots For Midsummer Gardens



Fig. 469

Watering pot Japanned green; strong, well-balanced efficient sprinkler. This quick selling model is equipped with Patent Cleanable Rose.

Gardening Days

In these days when regular gardening is supplemented by backyard and vacant lot cultivation in every available square foot of land, everything for the garden is welcomed by the customers. A first necessity—even for the beginner with a window box—is a watering pot.

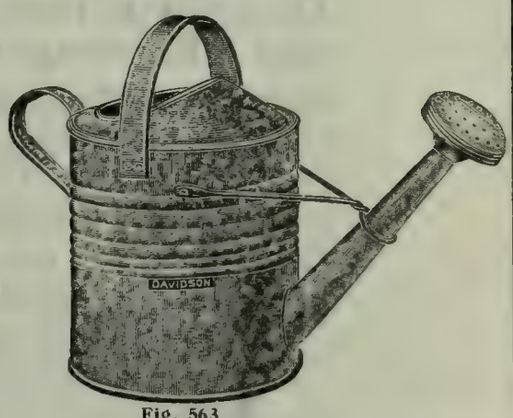


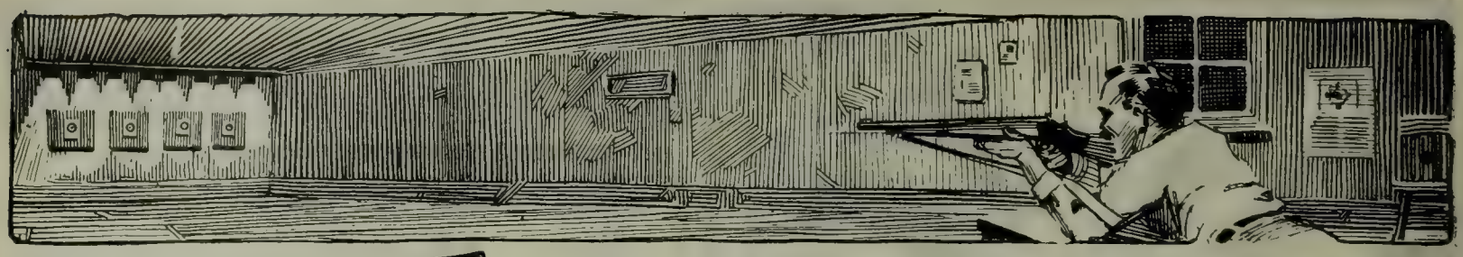
Fig. 563

Galvanized Watering Pot; strong, well-designed, giving a well distributed spray. Patent Cleanable Rose appeals to practical gardeners.

They do not leak easily, being constructed to stand rough usage. The galvanizing process fills all joints.

The Thomas Davidson Manufacturing Co., Ltd.

Toronto Montreal Winnipeg





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DOMINION .22's

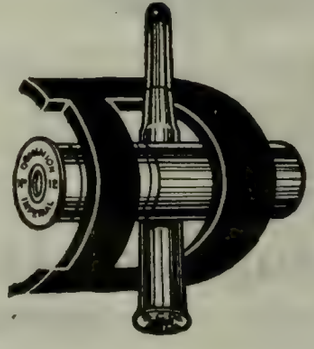
Over 6,000 Canadian boys — members of Dominion Marksmen's Club will shoot millions of rounds of Dominion .22's in their competition this year.

Thousands of Canadians have taken up target shooting since the beginning of the war and many more are adopting this interesting sport.

Make this the basis of bigger and more profitable ammunition sales. Encourage the boys. Every target shooter sooner or later becomes an ardent sportsman. They will be the purchasers of Dominion Metallics and shot shells later.

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Dominion .22's mean a small investment, a quick turnover and good profits. Order from your jobber to-day the little cartridges backed by the big "D" guarantee of dependability.



Dominion Cartridge Co., Limited

Montreal, Canada

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, JULY 12, 1919 No. 27

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FEATURES

NON-RISING PIN—A butt pin rises because of its independent circular motion caused when the barrel revolves about it each time the door swings.

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CANADIAN REPRESENTATIVES:

A. MACFARLANE & CO., Ltd., Montreal

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, JULY 12, 1919 No. 28

Has Enlarged Store Twice in Two Years

W. J. Kerr, of Dundas, Ont., Has Tripled Sales of Auto Accessories—In Future Will Handle Only One Line of Paint Instead of Two—Past Season's Business in Stoves a Record-Breaker

W. J. KERR, of Kerr's Hardware, Dundas, Ont., is in business to get results. There is no such thing, he says, as standing still. A business that isn't going ahead is going backward, not standing still. Mr. Kerr backs up his theory by action. He has enlarged his store twice in two years and is planning to enlarge it again before long, so as to add more lines.

To HARDWARE AND METAL Mr. Kerr stated that he has tripled his sales of auto accessories in three years. He keeps his stock of accessories in one of the most prominent places in the store, just inside the front door and they are neatly and attractively displayed.

Goes After Business

"Our auto accessory sales have grown steadily and are still growing," said Mr. Kerr. "I estimate that two out of three of the farmers in this district have cars now, and the others are getting them. There is a lot of good business to be had in this line and I have found accessories a nice line to handle and easy to sell. Very often car owners, who drop in for accessories, buy a lot of other goods as well." Mr. Kerr handles motor oils and finds these a very active end of the motor accessory business.

This spring Mr. Kerr added bicycles and bicycle accessories to his stock and also electric washers. Since adding the washers he has sold three a month, but expects to greatly increase this record as soon as a number are out, as, he says, he finds that one satisfied customer sends another.

Centering Efforts

After going into the situation carefully, Mr. Kerr decided recently to centre his efforts in paint selling on one line instead of trying to push two. He



This gives an idea as to the location of the paint department and the importance placed on same by being right up at the front of the store. It will be noted that cards outlining position of the various departments are hung in prominent positions, the above photo showing one for "Paints and Varnishes"; "Graniteware and Kitchenware." It will also be noted the use of shelving on the pillars and display tables. The firm of Kerr's Hardware, Dundas, Ont., believe in having goods out where people can see them, and this view of their store is evidence of their attitude in this respect.

believes that he will get much better results in every way. The location of his paint department will remain where it has always been, right up at the front, in one corner of a wide store.

"I find that people are buying paints in larger quantities this season than ever," said Mr. Kerr to HARDWARE AND METAL. "I do not know whether it is because they have a lot of work that has been standing off for some time, or because they cannot get help and have to do the painting themselves, but they are asking for the larger sized cans more than ever. Every time we have a call for paint we endeavor to help the buyer in every way we can by finding out just what kind of work he is planning. We have found out by experience that paint is just paint to most people and that if we did not tell them why one kind is better for certain work than another, they would buy the wrong kind and get results that would not be very satisfactory. We find that they thoroughly appreciate all the pointers we can give them, also about the best ways to do the work and the best brushes to use and so on. Every time we have a paint prospect we try and sell brushes also, and we do sell quite a number."

Keeps in Touch

Mr. Kerr finds that it pays well to keep closely in touch with his customers in the country. He makes frequent trips out through the district around Dundas and goes to church meetings, socials and similar gatherings. In this way he often gets in touch with business and prospects. Very often he hears of people who want new stoves or are planning painting and gets in touch with them quickly and follows up the business.

"Our stove sales in the past season," he said, "were better than ever before. We sold, I should say, twice as many as we did the year before. We frequently trade stoves and find that by doing this we can make a good profit, both on the new one and by selling the old one. Very often we make as much out of the old one as on a new stove."

Put in Full Line

Recently Mr. Kerr put in a full line of crockery goods and says that he finds business growing rapidly.

"We used to carry only a few lines of crockery," he said, "but there were so many people asking for it and for lines other than we carried that we saw an opportunity to go into the business more extensively. We have found that it paid well."

A special crockery section has been arranged in the front of the store. It is displayed on tables, and Mr. Kerr says that he finds this method gets quick results from a sales standpoint.

"By putting the goods out where the people can see them," he said, "we sell a lot of stuff quickly and with a minimum of sales effort. It takes less time because if a clerk is busy waiting on some other customer, the buyer can pick out just what he wants. He sells himself and all the clerk has to do is to wrap up the goods and take the money for it."

Likes Display Tables

Mr. Kerr has a number of display tables and display stands in his store, and says they sell a lot of goods. They are kept changed frequently and are also moved about the store.

Mr. Kerr is loud also in his praise of the results he has had from his window displays. These are also changed regularly, at least once a week, and the goods shown are all priced. Special window display cards are frequently used and with good effect, Mr. Kerr says.

Remember the Goods

"It is curious," said Mr. Kerr, "how people will remember the things they see in a window. We often have people come in perhaps a month or six weeks after a display has been taken out and tell us they want such and such an article that was shown at such a time and at such a price. They have all the details fixed in their minds and can tell us exactly what the article was like. Very often we have practically the same thing happen in reference to goods we have advertised. Somebody will come in and tell us that they remember that we advertised a certain line of goods at a certain price and they want [illegible]. We get good results from our advertising. We vary our space according to the seasons, or according to whether we are offering some specials or not, but we always have a weekly message and we try to keep it interesting and presented attractively. In arranging our advertisements we always try to have several illustrations. People, especially those out in the country, like to see a picture of whatever is offered. We always make a point of giving the prices and giving them plainly.

Mr. Kerr says customers also like prompt service. With this end in view the Kerr Hardware Co. maintains a motor delivery and Mr. Kerr is well satisfied with the results.

"It does away," he said, "with one



A view of the auto accessory department of Kerr's Hardware, Dundas, Ont. A wide range of goods is carried and bicycles also play a prominent part in sales. To the right and directly back of the store windows is shown a fine assortment of cooking ware. Incidentally this is making good display use of space very often overlooked.

extra man, saves a great amount of time, considerable expense, and makes for quick service."

In the past two years the residents of Dundas have joined the thrift movement and the fight against the high cost of living by going in for chick raising. Here again Mr. Kerr saw a chance to increase his turnover and he has been handling a number of incubators and more poultry netting than ever before.

He conducts his business on a basis as near cash as possible. There are some cases in which he finds it necessary to provide for accommodation, but this is limited, and definite arrangements are made for payment within stated times.

"Eighty per cent. of our business is cash," he said.

Sends Out Handbills

Besides his regular newspaper advertising and window displays, Mr. Kerr says he finds it a good plan to send out handbills once a month. Following the distribution of these many sales are made of the lines featured in the bills. A line which has proven an excellent seller, he says, is enamelware. He shows a big variety of stock in this line, and says he has no difficulty in turning it over from three to four times a year.



Auto accessories come in for their share of the window display space of Kerr's Hardware, Dundas, Ont., this being a photograph of a window recently put in. Every effort to increase the effectiveness of the store front is made and keeping seasonable goods, attractively arranged, constantly before the people is proving good business for this firm.

Personal Campaign Helped Dollar Day

Merchants of Paris, Ont., Visited All Villages in a Seven-Mile Radius—Got Into Personal Touch With Hundreds of Prospective Customers—All Past Sales Records Smashed on Dollar Day

DOLLAR Day in Paris, Ont., this year was the kind of a success that is only achieved by well-directed team work, backed by judicious advertising. A good deal of the direction that was responsible for making the day a record breaker originated with the hustling secretary of the Paris Dollar Day Association, Donald Sinclair, hardware merchant. Mr. Sinclair gets enthusiastic when he starts to tell about Dollar Day.

"It was some day," he stated to HARDWARE AND METAL. "Most of us smashed all previous sales records, I guess. The population of Paris is about 4,500, but on Dollar Day the merchants sold more than $18,000 worth of goods. Of course, it wasn't all sold to Paris people. We got together in good time and planned our campaign carefully. Our idea was to draw people from a radius of seven miles around Paris, and we certainly did it.

Let People Know

"We realized that if our campaign was to be the success we wanted it to be," Mr. Sinclair continued, "that we would have to let people know about it. So the merchants sent out circulars on all the rural mail routes, and, in addition, we divided into parties and personally distributed circulars in many of the villages around the country. We got into personal touch with scores of people, and everywhere we talked about Dollar Day in Paris and what a big success it was going to be. Any number of people promised they would be in town to see what we had to offer, and we kept up the enthusiasm we had started by a series of timely advertisements. The results were beyond our greatest expectations and all the merchants were more than satisfied. To make them even more satisfied after the big business that was done we discovered that it only cost us $7 each to cover all expenses, including our advertising. Another good feature we found was that our big sales on Dollar Day did not interfere with regular business."



Keeps Goods Displayed

Mr. Sinclair follows out this idea of letting people know what goods his offering for sale in his own store all the year round. He keeps his windows changed regularly, and seasonable lines are on display all the time. He backs this up by an interior arrangement that is effective. Seasonable goods are kept right up in the front of the store all the time where people cannot help seeing them.

"Nothing like it to get results," said Mr. Sinclair. "If I kept all these things buried away behind the counter or down in the cellar, or some other place, where people could not see them, I would not sell one-quarter of what I do. People would not know I had the things or they wouldn't think about them when they came into the store, because they did not see them and would not buy. My experience is that you cannot keep too great an assortment of goods out where people will see it. It stimulates buying all the time."

Seizes Opportunity

Making the most of opportunities by taking advantage of them quickly has

HOW THEY DID IT

Team work in which all the merchants of Paris, Ont., did their share was a big factor in making their Dollar Day campaign a record.

By calling personally at each home in all the villages for seven miles around their town, they got into the closest possible touch with a large number of prospective buyers.

The Paris, Ont., merchants started right by getting their plans in shape early enough to insure their organization working as smoothly as possible.

When everything was ready they went after business in the most aggressive manner and they backed up their own efforts by an advertising campaign that covered the entire territory they wanted to reach.

They found that when everything was settled up the expense to each merchant, including advertising, etc., was only $7. On Dollar Day in a town of 4,500 people, more than $18,000 worth of goods was sold.

After watching carefully they state that the sales made on Dollar Day did not affect their regular business.

helped Mr. Sinclair in keeping goods turning over. For instance, he has always done a good trade in fishing tackle, because there is some splendid fishing to be had around Paris. But when the Government stocked the river Mr. Sinclair was quick to see that as soon as the ban was lifted there was going to be a splendid chance to sell more fishing tackle and supplies. His guess was a good one and although he was prepared to meet record demands, having laid in a large stock, he had none left and had to get more.

In the same way he has kept pace with the demands of the people in the countryside. There are many prosperous farmers in the district and many of them have been adopting modern improvements. Mr. Sinclair soon let them know that they could get electric fixtures at his store, and also that he handled bathroom fixtures, electric lamps and electric washers.

Gradual Development

While there has been no big rush in these lines, but rather a gradual development, as one satisfied party told another of the benefits of the new lines, it has been a steady growth that has meant a lot of nice business for the hardware dealer. Mr. Sinclair has had to meet mail order competition in these goods and others, but he says he can do it every time and without any trouble. In selling electric washers he nearly always works on the plan of letting any woman who shows that she is really interested take a machine home and try it.

"Once the women get them home," said Mr. Sinclair, "and see just how much time and drudgery a machine will save them, they don't want to part with the machine, and it is rarely that one ever comes back."

Buy Better Goods

Mr. Sinclair has noted a decided tendency on the part of the public in general to buy better goods. He has an explanation for this that may have in it a lot of truth.

"I think there is little doubt that people are buying better things now," he said, "because they have not been able to get a lot of the cheap German goods that flooded our markets before the war. Few people have any idea how much Made-in-Germany goods were sold in Canadian stores before the war. As soon as German goods were off the markets people began to buy the better goods." From the dealer's standpoint there was no doubt about the advantage of selling the better stuff. Personally, many of them had no heart in selling such cheap stuff. After handling the better lines it was soon apparent that there were no comebacks and that the better goods stayed sold and were more satisfactory all the way round from the dealer's standpoint, as well as the buyers.

Sales Were Trebled

Another effect of the war was to treble Mr. Sinclair's sales of poultry netting. In the town of Paris there are a great many working men and the high prices that were being asked for eggs resulted in many of them promptly going into poultry raising on their own account. One told the other of how the cost of living was being reduced in this way and the first thing Mr. Sinclair knew he was doing a thriving trade in netting, incubators and poultry supplies. This was continued.

Favors Cash Trade

While Mr. Sinclair favors doing business on a cash basis, he says it is not always possible to do this under conditions as they exist in his vicinity. He has strong sentiments regarding the matter, however.

"In my opinion," he said, "credit business is a curse of the country. Everybody knows you and tries to take advantage of you because they know you. I think the Government ought to enact legislation which will prohibit the credit business. There are endless small accounts and these eat themselves up in no time in efforts to collect them."

Plumbing Department

In connection with his hardware Mr. Sinclair maintains a plumbing department, which he finds brings him in touch with people all over the district and results in a lot of business. In this department also he follows out the same ideas that are employed in the hardware, that of going after business aggressively. Another foundation principle is that all work that is done must be of the best. Mr. Sinclair wants no dissatisfied customers either from his hardware store or his plumbing department. With an eye to building for the future, he has always worked along this line, and he says it is the only plan to follow. He has found from experience that no merchant can have a better advertisement than satisfied customers. No matter what they buy from you, if they are satisfied they will talk about your store and your goods and your service to your friends. Mr. Sinclair can trace a lot of business to good words spoken about him by those whom he has pleased. Not only that, he says, but they always come back when they want anything else.

Has Found Good Sale

Mr. Sinclair has done a steady business in the installation of pneumatic water systems, heating systems, bathroom equipment, and other plumbing lines. Now that peace is signed and a lot of much needed home building is going forward, he looks for business to expand steadily. Each year also sees more and more farmers putting modern improvements in their homes. Mr. Sinclair is a salesman and neglects no opportunity when out on a job to size up all the needs of the customer, either hardware or plumbing, and then gets busy with practical suggestions, which

DONALD SINCLAIR SAYS:

Don't be afraid to let people see your stock. Goods that are kept hidden away under the counters, in drawers or down the cellar will not turn over nearly as fast as those that are displayed in your store so everyone that comes in will see them.

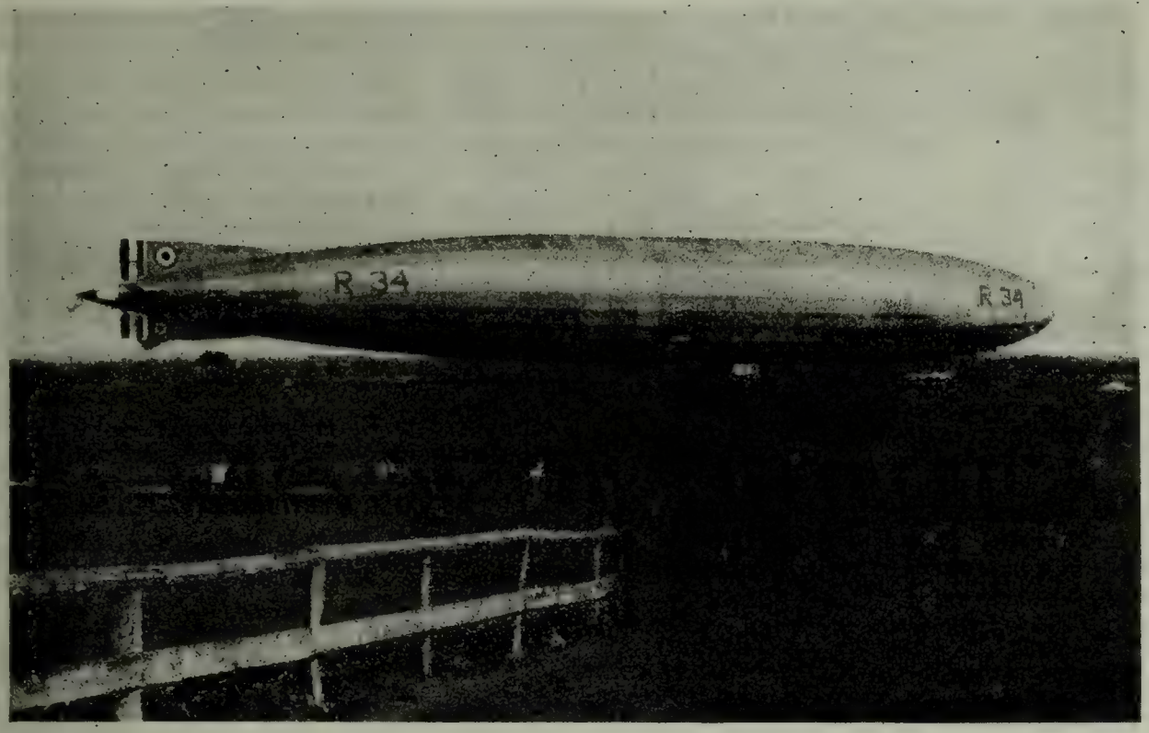
Keep seasonable lines right up at the front of your store and in your windows. Don't be afraid to keep changing stock around so as to keep the lines people want now where they can see them.

Don't neglect window displays. Well-dressed windows are one of the best sales producers a merchant has, and they work all the time. Keep the window displays changed regularly.

The elimination of German made goods from the Canadian market after the war is one of the real reasons why people are demanding better stuff. They can't buy cheap Made-in-Germany products and they have learned the difference between quality goods and cheap stuff.

Credit business in my opinion is the curse of the country. Everybody knows you and tries to take advantage of you because they know you. The Government should enact legislation which will prohibit credit business.

Current Events in Photograph



First Dirigible to Cross Atlantic

The photo gives a good idea of the great size of the R34. It was taken shortly after the explosion which tore the dirigible from her moorings. The explosion was caused by the gas in one of the front sections becoming heated by the sun. It tore a section of the outer skin thirty feet long from the forward lower surface of the gas bag. This accident has delayed the return trip of the huge aircraft. But it is now on its way, having left Wednesday at midnight.

often lead to sales. There is a great deal to be done in this way, he says, and a lot of business to be rounded up that can be reached in no other way. He finds that people appreciate his suggestions as service from a man who knows his business and is advising them, not because he has something he wants to sell them, but because he has goods which will make their homes better, and more comfortable, and will pay many times over in service the money expended.

Says More Publicity is Needed For Canada in China

"CANADIAN firms who want to sell goods in China must give China what she wants, not what we want to give her," said Charles S. Meek of Charles S. Meek & Company, Limited, Vancouver, on his return from a three months' tour of the Orient, made especially to size up trade possibilities. Mr. Meek says he was never more impressed in his life than when he saw the big possibilities the East offers for trade, and so close to Vancouver.

Mr. Meek deplored the fact that so many Canadian firms are endeavoring to break into Chinese markets through United States agents.

"The people of the great centres across the Pacific do not know there is a Canada, or if they do, they attach about as much importance to it as we do to the area within the Arctic circle," said Mr. Meek. "Canada is part of the United States when you come to talk to the man in the street, and the reason is that for every trade advocate Canada has in the Orient, there are thousands of men whose business houses are located in the United States."

"Now is the time for the Canadian to sell his goods in China," said Mr. Meek. "China is a logical market, and now is the time for Canada to mould her Pacific trade."

Mr. Meek expressed regret that the Canadian Trade Commissioner is located in a little office in an out-of-the way place. This is especially regrettable, he said, because the British Commercial attache and his staff has done much to establish a bond of confidence between the British and Chinese in all commercial dealings, and is anxious to foster trade within the Empire. Canada could benefit greatly by the pioneering of the British authorities in Mr. Meek's opinion. He states that he was one of the first Canadian general export men to visit many centres, and that merchants when they knew why he was there, came in numbers to talk with him about handling Canadian goods.

Mr. Meek also visited Japan, Korea and the Philippines, and was a short time at Vladivostck. He looks for no important trade developments with Japan and Canada, but says Japan is buying great quantities of machinery in various markets, and will in a short time endeavor to flood China and other markets with her goods. He declared that Japanese atrocities in Korea were equal to those perpetrated in Alsace-Lorraine and Belgium by the Germans.

TRADE WITH DANISH INTERESTS POSSIBLE

Information has been received from the Foreign Office by the Board of Trade that the Danish Government have now given a general guarantee, which has been accepted by the associated Governments, that goods imported into that country will not be re-exported to enemy countries. They announce, therefore, that except for goods on lists A or B, all restrictions on export to Denmark, whether by freight or by parcel post have been removed.

Exporters should, however, satisfy themselves that the goods are not subject to any Danish import prohibition.

Applications for licenses to export goods on lists A or B should continue to be made to the Export License Department (4, Central Buildings, Westminster, S.W.1.), but no certificates from the Danish associations need be produced.

BRITISH GAS STOVE MAKERS COMBINE

With the idea of strengthening their position in holding home markets and in going after export trade, British gas stove makers have combined under the name of Radiation, Limited. The new company has a capital of $13,750,000, and includes the businesses of John Wright & Eagle Range Co., Ltd. of Birmingham; Richmond Gas Stove and Meter Co., Ltd. of Warrington, and the Davis Gas Stove Co. of Luton. The head office will be at Birmingham.

Paint May Advance Before Week-End

No Guarantee of Latest Schedules Holding if Oil Continues to Soar—Present Prices Based on Oil at $2.25—Other Products Firming

"I WOULD not be surprised to see an advance of at least 25 cents a gallon in prepared paint before the end of the week."

This statement of an Eastern manufacturer, made to HARDWARE AND METAL, reflects the exceedingly strong position which has developed in paint manufacturing circles within the past week. As this article is written the $6 mark has been passed on spot flaxseed, and there is no telling where the line will be drawn, if any, indeed, be drawn at all. It has been freely predicted elsewhere that flax may reach the unprecedented figure of $7 per bushel. If the world supply be as curtailed as is borne out in the information available regarding total holdings, it is impossible to conjecture what the figure that will be demanded of all who seek supplies and who must have them will be.

Defer Issuing Lists

In speaking with one big manufacturer, HARDWARE AND METAL was informed that the issuance of the new schedule recently decided upon was being held up. This was necessary owing to the immediate strong position that has been taken by seed, and which means that manufacturing of prepared paints can be accomplished only under increased cost.

When the price of prepared paint was revised two or three weeks ago the base on which figures were made up allowed for linseed oil at $2.25 per gallon. The most recent seed market price of $6 per bushel is equal to oil at around $3 per gallon. Obviously, if oil prices continue to rule at this figure, or thereabouts, there is but one alternative, and that is to increase the price of paint. That this will be done seems most probable. When the change is made it is likely to come quickly, even without notice. It is now a question of making no predictions of definite character as to the duration of markets as they exist. Changes will come in precipitate fashion when they do come.

Other Changes, Too

Decidedly firm undertones characterize white lead in oil and putty. It will be recalled that HARDWARE AND METAL has published several articles on white lead. These referred in particular to the position on corroded lead, and which continues to hold its position steadily, but when oil is added to make it the commercial product in which the average retail and wholesale hardware man is concerned the position is manifestly different. With high-priced oil ground into it there is strong probability of new high prices being named, and, if paint prices be revised, white lead in oil may be advanced at the same time.

Putty prices have held for some time without change. The only revision of late was that for pure linseed oil putty, the differential being advanced to $2.50 per cwt. And, although this is not the active selling season, it is still considered likely that new high prices will soon prevail because of the higher oil basis.

Varnishes—Shellacs

Varnish manufacturers state that increases of price have been justified for this line.

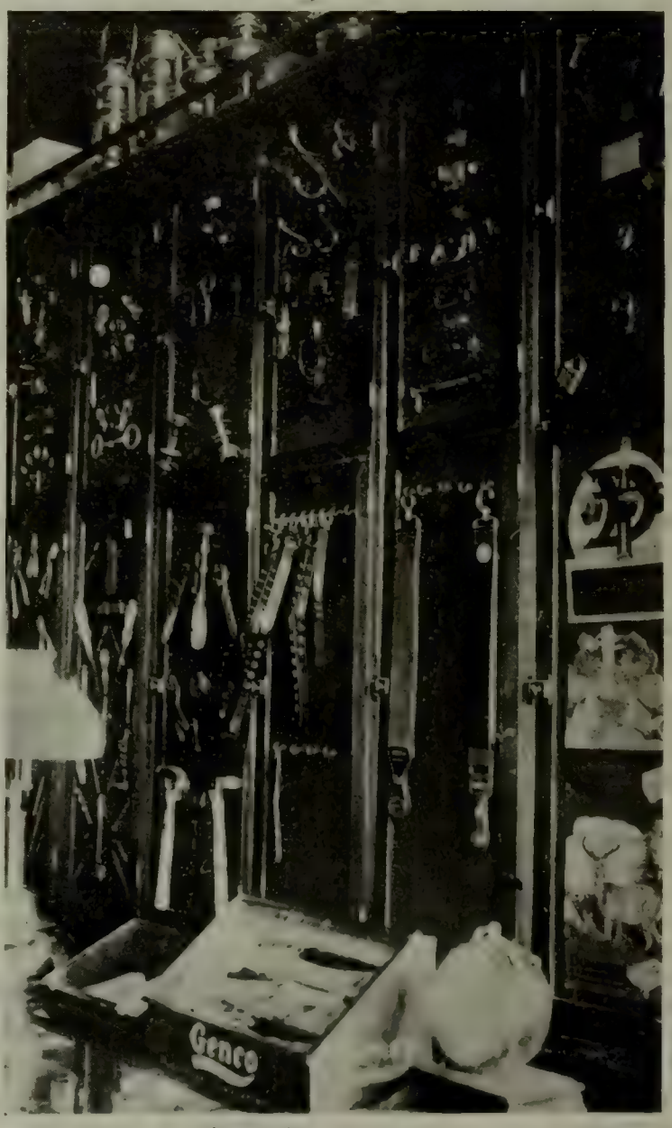
"Tendencies are very firm and there are almost sure to be advances," said a Montreal varnish maker to HARDWARE AND METAL. "But any increase will be staved off as long as possible. The cost of raw materials has been advancing right along."

Manufacturers of these lines were able to work along on supplies that had been secured on a more favorable basis than exists at the present time, it was further pointed out. "But, as soon as these raw materials have been absorbed it will be necessary to advance prices."

Shellacs have greatly increased in price. In fact the conditions to-day are somewhat unique in that supplies are most decidedly scarce. Here and there some have limited supplies, but a strictly nominal basis obtains and many will name no prices whatever. It may be October before new shipments are to hand. In the meantime no relief in price or supply is looked for.

Niagara Wall Paper Co., Ltd., capital $40,000, head office Niagara Falls, Ont., plans to manufacture and deal in wall papers.

Home Made, But Effective



This picture was taken in the hardware store of J. E. Thompson, at Rivers, Man., to show expressly what can be accomplished in erecting an attractive home-made cabinet. Only one section of a 30-foot cabinet is shown, and the whole fixture, which was built by a carpenter, cost between $100 and $200. The doors in the lower part of the cabinet are 3½ feet in height, while the upper doors are three feet high. All the doors have a width of 16 inches. They open onto shelving which contains the various articles displayed on the exterior. A very fine, high-class appearance is given this cabinet by the use of green baize on each door, which forms an excellent background to the various articles displayed. A gun case is fitted into one section of the cabinet, as well as a special section for the display of tools. It will be observed that there is a top rail on which a sliding ladder is operated.

Final Drive on Summer Stoves On

Still Time to Make a Good Season Better—Hot Weather and Advertising Factors in Sales—The Use of the Cut—Giving the Price—Determine News Value, Then Play It Up

IT is still early summer, and many opportunities present themselves to the retailer for the completion of a summer stove selling season that will eclipse all records. And the retailers all over Canada, from coast to coast are, as a whole, making the most of their opportunities to keep up the records established during June and so far this month.

Excellent Results

Manufacturers and jobbers report a business on summer stoves which has eclipsed all former figures. Orders have literally been pouring in—the greatest difficulty has been in getting shipments away promptly to meet the urgent demands of their customers.

Hot Weather and Advertising

The cause of this rush is not hard to find. June was a month of unusual and prolonged heat—the housewife was ready to listen to the call of an easier method of preparing meals, and right here is where the retailer lined up to develop the opportunities for business which the heat wave washed up to his door.

Perhaps never in the history of the retail hardware trade has a finer advertising campaign been carried on than that which the retailers as a whole instituted. The daily paper in the city, the weeklies in the smaller centres—from all pages could be seen an appeal which had as its basic appeal that the housewife avoid the intense heat of cooking.

Samples Reproduced

Reproduced on this page are three ads. picked at random from a group reaching the desk of the writer on Monday of this week. They are three different layouts, three different appeals, and each carries a message which gives information to possible customers that they will want to know.

The Use of the Cut

The ads. shown are not difficult to prepare. An illustration is used in each and how much the use of a cut adds to the attractiveness of the layout. The illustration is one of the first things to catch the eye—it carries a message in itself—it gives the reader something tangible which the mind can grasp. And in the hot weather, such as has been experienced in the past few weeks, copy needs to be right to the point. The reader wants to get the news quickly, and when your ad. carries news and presents it attractively, you've done much to get what everyone wants from their advertising—results.

Giving the Price

Then there is another important point in advertising these stoves—it would be true of other lines as well—the prices are there in good plain type. The day of keeping the price a secret from a competitor is long since past. The retailer to-day who advertises his goods at a certain price will get business away from another who fails to quote figures, even though the latter merchant's prices may be lower. It has happened times without number, and the doubting Thomases are losing business daily through their failure to let their readers know what the figures are on the price tag.

It is News That's Wanted

There is perhaps nothing much to be said in criticism of these ads.—that is, probably as much good can be derived by studying them carefully as though pages were written. There may be points which, in looking over, you feel you can improve upon—the point is then to do it. What appeal have these ads. to you? What do you want to know about a store? Put yourself in your customers' shoes for a minute and get the answer to these questions. The answers will not only help you in preparing good stove copy, but in becoming critical you naturally turn the analysis to other lines as well with results that are enlightening.

Keep Up Good Work

Another month at most and the bulk of your summer stove business will be history, but there are still a good thirty days to make this history one to be proud of in every way. Hammer away through the medium of your local papers. Show the lines you are stocking. Give the sizes and prices, and reprint some vital factor in connection with the stove. The results you get will enable you to go further with your regular lines of stoves and ranges for fall and winter trade. If your advertising copy brings in tangible evidences of success, you're on the right track—if there are no results you're probably falling down in some respect. Study your stoves—ask your wife what a woman wants to know about them and tell them in your advertising. It's news they want, and you have it to give them. Keep up the new value of your advertising and the results will be shown in increased sales.



These are samples of newspaper ads picked at random from a group of good ones. Retailers all over the country have been writing a good class of copy and getting good results from their advertising on all lines of summer stoves. Similar results are possible on other lines as well with "newsy" copy.

NEW BRITISH MOTOR SUPPLY COMPANY

A gigantic project that will furnish improved facilities for the supply and repair of automobiles is announced in England in the formation of the British Motor Trading Corporation, nominal capital $10,000,000. The firm's first step will be to open, in the principal cities, large depots which will carry immense stocks of spares for every make of car, and be equipped with machinery capable of handling the most difficult repair work.

EDITORIAL COMMENT

BUSINESS COMES LAST

THE calm admission by Hon. Hugh Guthrie, K.C.. before the Merchants' Association of Montreal, (published in last week's issue of HARDWARE AND METAL), that for forty years there has been no proper Bankruptcy Act covering the whole Dominion shows how little attention Governments pay to business interests. Russia, China and Canada, said Mr. Guthrie, were the only countries without legislation of this kind. All other civilized countries had it, he declared. The trouble with too many of the men who go to Ottawa seems to be that they are too busy pulling strings to have any time at all for helping business. In fairness to some of the elected representatives, it might be stated, that they have not the slightest appreciation apparently of the problems that retailers and other business men are facing continually. The new Bankruptcy Act will facilitate matters in some lines greatly. It is being passed largely as a result of the combined efforts of the wholesale and retail firms of the Dominion, the Bankers' Association, and other organizations. Had these men not got busy the Government would probably have slumbered on for another forty years, or perhaps for 140 years before it did anything on its own initiative to help business men. One thing busy merchants and others interested in commercial pursuits have to learn is that if they want to get anything done at Ottawa, they have to initiate it and practically put it through themselves. Even then, very often the progress is impeded owing to official red tape, indifference and just plain ignorance.

THE SPEED AGE

MANY people who in watching the developments of the past ten years in bicycles, motor cycles, automobiles and aeroplanes expressed the view that the world was moving too fast, are waking up to the fact that the real speed is yet to come. When aeroplanes during the war frequently exceeded 120 miles an hour, easily outdistancing the fastest express trains, many people thought the limit had been reached. Some of the huge new planes that are planned for commercial purposes will make those 120-mile-an-hour planes look like lumbering old stage coaches. As a result of the developments in air service the world is contracting rapidly. Just what the next ten years has in store it would be most interesting to know. Certainly there is every indication that under the impetus given aeroplanes through the war they are to play a big part in the commerce of the future. Not only aeroplanes but dirigibles. The successful trip across the Atlantic in 108 hours of the big British dirigible R 34 opens up some tremendous possibilities, especially when it is remembered that this is much faster time than the speediest of the Atlantic liners can make the trip in. And the cost of operation is not to be considered. All air routes which will clip days and in some cases weeks off the present schedules of trains and ships, and which will put the most distant points within easy reach, are now being planned and materialized so rapidly that it will only be a short time before the trips are actually being made regularly. Just what this means to business men in time saving and in the delivery of mail, to say nothing of merchandise, cannot be estimated. It is especially gratifying to know that the leader in this great new development is Britain and that improvement after improvement is being made which brings air travel ever nearer to the point where it will come into general use and be devoted to the service of hundreds of millions of people.

STRIKES ARE EXPENSIVE

WHILE it is too early yet to make any accurate estimates of what strikes have cost Canada this year, it is certain that the loss will run into several millions. Business men are always directly affected when any large number of men go on strike and big plants are tied up. In the case of Winnipeg it will be many months yet before business recovers from the effects of the walk out there. In the street car strike in Toronto, although it lasted not quite two weeks, down-town merchants lost heavily. No stores, it is stated, were hit harder than the big department stores. Business men who have discussed the situation with HARDWARE AND METAL urge the necessity of evolving some plan by which differences can be arranged without the men ceasing work and plants tied up. Many of them declare that so far as practical results are concerned the present plan is not a great success. In spite of the machinery that is supposed to exist at Ottawa for arranging disputes thousands of men have quit work and scores of plants and millions of dollars' worth of machinery have been idle. This is where the greatest loss oc-

curs. Another big loss aside from the production standpoint is to the workers themselves. It will take many of them months at full time to make up for the time they have lost. In England the Whitley plan of settling labor troubles has been adopted and from reports is working satisfactorily. It is likely that an effort will be made to investigate this plan and have it tried out in Canada. In the meantime, it is encouraging to know that good progress is being made in settling numerous strikes all over the country.

WHY NOT STOP THIS?

FROM time to time HARDWARE AND METAL has mentioned the serious fire losses in Canada, most of which are directly traceable to carelessness. At the present time reports from Northern Ontario indicate that enormous losses are occurring there through forest fires. Fortunately, so far there have been none of the harrowing tales of scores being burned to death that have so often come out of the north country. This fire loss, which has been occurring annually, and runs into millions very often, could in the opinion of many of those who have looked into conditions be practically eliminated if the Ontario Government took the necessary steps. Why such a terrific loss should be allowed to occur each season and demoralize business conditions in many northern towns, to say nothing of adding to insurance rates, if an efficient system of forest protection can be established, it is difficult to say. It would appear that it would be more than worth while for the Government to remove this menace if there is any way of doing it. Each year is seeing a substantial growth in Northern Ontario. In mining alone the past twelve months has seen a tremendous development to say nothing of agricultural and lumbering interests. The north country is rich, but one of its terrors has been the forest fires. This has impeded development unquestionably. The losses from the fires have gone a long way towards making Ontario's fire loss one of the largest in the world per capita. It is time, it would appear, that somebody got busy and studied this problem.

FEAR COAL SHORTAGE

BUSINESS firms all over the country are beginning to get anxious over the coal situation as a result of reports that are being received from mining centres. Up to the end of June the production is a little over 65,000,000 tons short. This has been caused by the exodus of miners to Europe and the inability of the mine owners to fill the places of those who have gone. Approximately 45,000 miners have in the last six months gone overseas to see relatives from whom they have been cut off by the war for nearly five years. Many Canadian merchants and manufacturers know from previous experience just what a coal shortage means and they are not anxious to have the trouble repeated. The situation has special interest for the hardware dealers on account of the large number of stoves, oil and electric heaters they handle. There is little doubt that many people are heeding the warning sounded by coal dealers and are laying in stocks of fuel now. A shortage of coal, however, will find many without a supply and this will mean a big demand for oil heaters and electric heaters which can be used in case of an emergency. Even those who may have some supply of coal may wish to supplement this by other means. This will mean an opportunity for good business for the hardware merchant he should be quick to grasp. Just another instance of that old saw: "It's an ill wind, etc."

OBLIQUE REASONING

SOMETIMES it is just a little difficult to follow the mental peregrinations of the newspaper scribes in their efforts to put the blame on somebody for the high cost of living.

The Toronto *Star* deals thus with a certain phase of the subject:

"The argument that profit should be allowed upon turnover instead of on capital is altogether fallacious. Carried to its logical conclusion it should be applied to labor as well as to capital. A diamond-cutter should receive fabulous wages because his "turnover" means a lot of money. If a bank teller should receive a percentage of the vast sums which he handles his salary should place him in the millionaire class. These illustrations show that the contention is absurd. Labor should be paid according to the energy and skill of the worker, and capital should be paid a fair return on the actual investment."

The two instances given above may be conclusions, but they certainly are not logical conclusions. The logical conclusion would of course be that the diamond-cutter should be paid on a basis of the quality and quantity of the work turned out, and the bank clerk on the basis of the efficiency and expedition with which his task was accomplished.

Capital should not be paid on a basis of a return on the actual investment. That is not the logic of the *Star's* own contention. "Labor should be paid according to the energy and skill of the worker," it urges. Quite so, and the manufacturer on the same basis, and "turnover" if it represents anything, represents the result of the energy and skill used in the management of the business.

SOME dealers get the idea if they use a small space in the local paper three or four times a year that they are advertising. They are. But they are advertising the fact that they don't know what real advertising is. It is in towns where this occurs that the mail order houses get busy and the mail order firms are always watching for openings of this kind.

Discusses Tariff Questions With Farmers

President Findley of the Massey-Harris Co. Tells of Conditions That Exist in the Implement Business in Canada, Especially in Connection With Prices.

TARIFF matters especially, as they affect the trade in farm implements, were dealt with at some length by Thomas Findley, president of the Massey-Harris Co., Toronto, in an address he made to Huron County farmers at their annual U. F. O. picnic held near Goderich.

"I do not hold any brief for high protection," said Mr. Findley. "I never did. Shortly, my position is this: We have got to have revenue, and, in my belief, the easiest way to get the great bulk of our revenue is through the customs tariff, and that, of course, means giving protection to a certain extent to any industry natural to the country. In that way reasonable help is afforded to make them successful. I had a letter the other day from a farmer in the West, who wrote me, perhaps, in regard to my evidence before the commission regarding the tariff. One thing, he said, was that the tariff is designed to protect individual manufacturers and enable them to become wealthy by robbing the rest of the community. In my reply I said that while there are a lot of debatable things in connection with the tariff, if, for my part, I thought the tariff designed to benefit individual manufacturers I would join him very quickly, for I hold as absolutely unreasonable, a tariff intended to protect some men in making money and getting rich who form a small number in the country.

Affects Others

But there are more in my opinion than this small number who are interested in the tariff. It is not my idea at all that only a small number are interested in maintaining it, and that small number the owners of the manufacturing industries, all interested in industry.

The people in the towns are interested in these industries, the farmers in the country surrounding the towns are interested in the home markets the towns provide. Large international questions are even involved in it. If I did not think so, I tell you I would have no use for the tariff for one moment. I do not at all regard it as a scheme to help individual manufacturers. I speak to you of the tariff of implements. We could not make implements in Canada under free trade, but we could make just as much money when we had removed our industry to another country. That removal I do not wish to contemplate, because it means the enrichment of another country at the expense of this. As to this the manufacturer also pays duty. But if we were to say on that account we want to go to the other country and ship the finished articles from there, though we should make as much money under free trade in this country, it would mean first putting the industry on the other side of the line. The capital and the employment would go out of Canada. That is what is involved by the attack upon the tariff on the claim that it affords protection to particular industries.

Says Lost Money

But let us consider the attack as it is made and then we look at the conditions prevailing on both sides of the line. Are you prepared for a free trade country on this side? We have had a high tariff upon implements here, as high as 35 per cent. That accounted for the number who went into the manufacture of binders. There were nineteen different companies making binders in Canada, while at no time were there more than nine companies making binders in the United States. One of the results was that most of the Canadian companies making binders during the last 35 years lost money. Only a few made money. None did except those who had an export business. So far as Ontario is concerned the farmers have had cheaper implements during the past 35 years than they would have had if they never had a tariff and were dependent upon the United States, or any other country to get their implements sent in. All over the world the implement makers were doing business, and it was through no consideration of free trade or protection, but of local competition of the strongest character that the farmers of Ontario got their implements at the prices prevailing. There were higher prices in Russia, in the Argentine, in Australia. There were very much higher prices in the foreign markets.

Cream Separators

Take another article, cream separators. They were almost free and at the time they were tariff free the 500-pound separator cost $120, which was scandalous. They were so high that other manufacturers went into competition, with the result that the price was cut in two. They have gone back something, owing to conditions of the war, but by normal competition they

(Continued on page 57.)

Monkeying With the Buzz Saw

Germany Found It Was a Dangerous Thing To Do

By A. W. DOUGLAS, Vice-President Simmons Hardware Co., St. Louis, Mo.

THERE is a story of a man working in a lumber mill who was sent home in sections in a clothes basket, and on his tombstone was engraved the epitaph: "Don't Monkey With the Buzz Saw."

Evidently Germany had that man in mind when she agreed to sign, unconditionally, the Treaty of Peace, which the Allies handed her, although, like the short sport she is, she put a great cry about being forced to do so.

She ran her bluff to the limit, and then laid down when the Allies called her.

She likewise showed how yellow she is when the German sailors, on their captive fleet, which they surrendered so ignominiously to the Allies, treacherously sank all the ships in violation of the terms of the armistice.

The Old German Toast

In this last humiliation of theirs they should have recalled their naval toast, before and during the war, "Der Tag"—(The Day), the day when they boasted they would meet England's fleet on the ocean and destroy it and be, then, the mistress of the sea, and of the world.

The German point of view reminds me of what our Mr. Semple once said of a man we were playing golf with: "I would rather have 30 cents than that man's disposition."

Germany is down and out, but plotting and scheming already to come back again.

We shall deserve all that is coming to us if we ever allow her to get into a position where she can disturb the peace of the world again.

Things are quietening down somewhat in Europe.

Bolshevism is not the threat that it once was, although Russia is still aflame with it, and there are enough evidences of its spirit in this country to warn us that our job is to stamp it out before it makes any headway, and we shall certainly do so.

One thing immediately lies ahead of us and that is, disposing of the Peace Treaty and the League of Nations' Covenant.

Not a Political Question

Unfortunately there are some politicians in this country who have never head of that man who went up against the buzz saw, and what a swell funeral he had.

Some of these same objectors are trying to make a political question of it instead of a broad problem which concerns the safety of the whole world.

It is an immortal cinch that these same objectors are going to have the steam roller run over them because every day brings new evidences that the people of the country are overwhelmingly in favor of the League of Nations plan, as a whole, as being the only practicable plan so far proposed which promises an end of war, at least for many long years to come.

ALL PARCELS AND CATALOGUES CARRIED BY MAIL SHOULD BEAR THE COST OF THE SAME, AND NO PORTION SHOULD BE CHARGED TO THE LETTER SERVICE.

By E. M. TROWERN, Secretary, Dominion Board, The Retail Merchants' Association of Canada, Incorporated

THOUSANDS upon thousands of retail merchants in all parts of Canada have complained for many years that the methods which have been adopted by the large mail-order houses, which are located in one or two large commercial centres in Canada, are such that they are enjoying special privileges and receiving special benefits at the expense of the public generally.

Many Prosperous Communities Best

It is readily conceded by those who have given the subject any thought and consideration that it is very much better for Canada to have a large number of prosperous cities, towns and villages, than it is to have only a few overcrowded and congested centres. To those who have studied this problem, and who have visited the towns and villages throughout Canada, it is quite apparent that the towns and villages are by no means as prosperous as they should be. There must be a cause for this condition. General stores in towns and villages are generally rendezvous for commercial intercourse and social exchange of the new ideas and inventions that are placed upon the market. The more stock that the retail merchant can carry, the more convenient his store becomes and the better service he can render to the community.

The Plan Adopted

The plan that is usually adopted by mail-order houses is to advertise well-known staple lines (that are usually sold by the general stores) at prices below which they should be sold at, and the mail-order houses then make up the loss on lines of goods that the general store does not carry. This system is deceptive on the face of it, and it is demoralizing in its tendency.

The Zone System

When the Post Office Act was amended the last time this matter was taken up by our association, and we expressed our approval to the Postmaster-General of the plan he had adopted, of creating zones of about twenty miles radius, each increasing the cost of the mail service the further they proceeded from the point of mailing. We fully understood at that time that this plan would be carried out in reference to mail order catalogues as well as to all articles sent by parcel post. Since then we have learned that mail-order houses send their catalogues by freight or express from their central warehouses to the central post-office within the twenty-mile zone, and from this point they are delivered, thus defeating the original proposal.

Parcel Post System Does Not Pay

Upon further investigation, we find that the entire parcel post system of Canada does not pay sufficient revenue to cover the cost. In order, however, to cover this loss, a very large profit is made on ordinary mail matter, and this profit is credited to the department, and set out as against the loss made on the parcel post service. In other words, the entire commercial community, when they place postage stamps on their letters, are helping one or two large mail-order houses to carry goods all over Canada to the detriment of the retail merchants of Canada, as well as to the consuming public, who are anxious to have thriving towns and village in their midst.

Railroad Loss

In addition to this enormous loss, there is now a still further loss on the amount that is allowed to the Government railroads for the carrying of the mail, including parcel post. It is estimated that it costs twenty-seven cents per mile per car to carry mail matter, and all that is allowed to the railway companies for this service is sixteen cents, thus showing an enormous loss on this service alone.

We believe that we have shown sufficient reason why this subject should be taken up and dealt with in a proper manner, and we are asking that a special committee, consisting of members of the House of Commons, and the Senate, be appointed to act during the recess, and to prepare an official report on this matter.

Of General Interest

As stated before, this subject is one of great interest to not only every retail merchant in Canada, but also to the manufacturers and wholesalers, as well as the public generally. A great many suggestions are made from time to time setting forth plans to endeavor to remedy this evil. Some have suggested taxation of mail-order houses so that the municipalities out of which they take large sums of money would be partially recompensed for the loss of trade within the municipality. This suggestion, however, has always lacked any concrete plan whereby this proposed tax could be collected, and, in our opinion, it would be too cumbersome and complicated, and by the adoption of any proposed plan of taxation we would be legalizing a system which is based upon an unfair foundation.

Pay Full Cost

For this reason, we believe that the first step that must be taken to remedy this injustice is to compel all persons using the mail service to pay the full cost of the same, and that no portion of this cost should be taken out of the cost of carrying letters, or out of the Dominion Treasury.

We have our facts and figures all compiled, and our chief desire now is to have this matter laid before the elected representatives of the people, who are represented in the Commons and the Senate, and we are making every effort to accomplish our object.

The Retailers' Position

As a class, retail merchants stand between the producer and the manufacturer on the one hand, and the consumer on the other. Their duty is to distribute merchandise after it has been produced and manufactured. Being in this position, they are more apt to see any injustice that is being done, either to the laboring man, the producer, manufacturer or the consumer.

In the case of the large mail-order houses, we can see that a great injustice is being done by taking money out of the public treasury of the Dominion to benefit a few mail-order houses, who are receiving public service for less than it costs. This means that there is less money to pay the postmen, rural mail carriers, postmasters and all other persons, both inside and outside, of the mail service of Canada. We believe that every laborer is worthy of his hire, and there should be no system in Canada which will benefit a few at the expense of the many, and there is no question about it but that the present mail-order system is unfair and unprofitable, and our sole motive in asking for an investigation into this subject is to see that all those who use this service should pay the cost of the same, and all those who are employed in the service should receive a fair remuneration for their time and labor.

EVENTS IN THE TRADE

Business Changes

Central Butte, Sask.—Archibald Bell, of Riverhurst, Sask., is entering into partnership with T. Mair, hardware.

Earl Gray, Sask.—A. M. Nairn has purchased the interests of A. B. Cruickshank in the Earl Grey Hardware Co., Ltd.

Durham, Ont.—Alister McIntyre has purchased from his brother Shirley McIntyre, the hardware business formerly owned by the late Wm. Black.

New Firms

R. J. Howard has opened a hardware store at Goderich, Ont.

Trade Notes

Work is being rushed on an addition to the plant of the Dominion Tire Co., at Kitchener, Ont.

Under the auspices of the Retail Merchants' Association of Chatham, Ont., a most enjoyable outing was held at Erie Beach on Thursday, July 10.

The Wm. Cane & Sons Co., Ltd., Newmarket, Ont., who recently suffered loss to their plant by an explosion, followed by fire, are again operating at capacity.

The employees of the Reg. N. Boxer Co., Ltd., Toronto, and their friends held a most successful picnic to Wabasso Park. A fine program of games and sports was thoroughly enjoyed, and after supper the prizes were presented by Mrs. R. N. Boxer.

A. B. Cruickshank, until recently a partner in the Earl Grey Hardware Co., Ltd., Earl Grey, Sask., has gone to Northern Saskatchewan with a view of starting a new hardware store. Mr. Cruickshank is a former resident of Owen Sound and went West ten years ago.

As a result of Goderich, Ont., ratepayers voting in favor of a by-law the old factory of the Goderich Wheel Rigs Co. will be taken over by a recently formed company known as the Goderich Mercantile Co. The new firm plans to manufacture toys, small wheel rigs and other articles.

Personals

J. A. Martin of Montreal, formerly of London, Ont., has been appointed manager of the Dominion Tire Company, Toronto.

Chas. Nicoll, formerly with Hamilton Stove and Heater Co., Hamilton, but with the Munition Board since the beginning of the war, has taken over his old territory again in the Maritime Provinces with the above firm.

Geo. W. Kemp, formerly with James Stewart Mfg. Co., Woodstock, has taken over the Hamilton district for the Hamilton Stove and Heater Co., Ltd., Hamilton.

Peter Large, of Toronto, who has been city salesman with the British and Colonial Press, of Toronto, is leaving shortly to join the staff of the Van der Linde Rubber Co.

W. F. Dean, who has been with the Canadian General Electric Co., Ltd., Toronto, has left to take the position of sales manager with Sharp Spark Plug Co. of Cleveland, Ohio.

F. M. Baker, accompanied by K. C. Baker, leave Saturday night for St. John, N.B., to be in attendance at the annual salesmen's convention of T. S. Simms & Co. being held next week.

H. B. Agnew, London, Ont., representative of T. S. Simms & Co., St. John, N.B., leaves Saturday night to be in attendance at the annual convention of the salesmen being held next week

Montreal News

Oliver B. North, of the O. B. North Co., was a Montreal caller this week.

R. W. Bain, representing the American Ring Company, is expected in Montreal shortly.

J. T. Connor, representing A. W. Faber, Incorporated, Newark, N.J., was in Montreal this week.

W. G. Harris, Jr., vice-president the Canada Metal Company, Toronto, was in Montreal this week.

C. D. McDowell, with the H. D. Smith Company, Plantsville, Conn., was a Montreal visitor this week.

Jos. St. Mars, manufacturers' agent, Winnipeg, was in Montreal this week with a line of auto accessories.

Brandram-Henderson, Limited, Montreal, are holding their annual picnic and outing on Saturday of this week at King Edward Park.

George Henderson, president Brandram-Henderson, Ltd., attended the Master Painters' convention in Hamilton this week and where he gave an address on the "Save the Surface Campaign."

Winnipeg News

J. L. S. Hutchinson, manager of the Saskatoon Hardware Co., Saskatoon, is spending a few days in the city on business.

W. Winteringham, of Glen Ewen, is in the city on business, and reports business to be very fair with prospects of a good fall business.

Incorporations

The Creelman Motor and Tractor Co. has been incorporated at Creelman, Sask.

The Lambert Stooker Co., Ltd., capital $100,000, will have its head office at Winnipeg.

The Manifold Light & Power Co., Ltd., capital $100,000, will have its head office at Winnipeg.

Roughton & Skelton, Ltd., head office Montreal, capital $15,000, plan to deal in glassware, silverware and fancy goods.

H. H. Robertson Co., Sarnia, Ont., capital $40,000, plans to manufacture and deal in structural building materials.

Falconers, Ltd., capital $60,000, head office Winnipeg, has been incorporated by Chas. C. Falconer, hardware merchant.

Maulson Buchanan Ltd., capital $40,000, head office Toronto, plans to manufacture and deal in plumbers' and steamfitters' supplies.

Sterling Rubber Co., Ltd., head office Guelph, Ont., capital $150,000, plans to manufacture and deal in rubber goods of various kinds.

Concrete Pipe and Products Company, Ltd., head office Hamilton, capital $200,000, plans to manufacture and deal in concrete pipe and products.

The Jewel Specialty Manufacturing Co., Ltd., head office Toronto, capital $40,000, plans to manufacture and deal in bath tubs and paper balers.

United States Rubber Co., of Canada. Ltd., capital $20,000,000, head office Montreal, plans to carry on a general business in rubber goods of all kinds.

COL. STRANGE REMEMBERED

On Saturday, on the occasion of his birthday, Lt.-Col. C. M. Strange, secretary of the Engineers' Club, was presented with a silver flower vase and a serviette ring by the staff of the club. Lt.-Col. Strange was formerly sales manager for Lewis Bros., Limited, Montreal.

TENDERS RESIGNATION

Despatches from London, Eng., state that Sir Arthur Steel Maitland, head of the Department of Overseas Trade Development and Intelligence, has resigned owing to his dissatisfaction with the Government policy, which, he says, hampers the re-establishment of Great Britain's international trade.

PICNIC AT GRIMSBY

The second annual excursion of the employees of the Auto Strop Safety Razor Co., Ltd., Toronto, with their families and their friends was held at Grimsby, Ont., and was a great success. The party went over on the steamer Macassa. On arrival at Grimsby a formal welcome on behalf of the Canadian employees was extended to N. R. Maas, advertising manager and director of the company, by Geo. S. Crump. Mrs. Maas was made the recipient of a bouquet of American beauty roses. An illuminated address, the work of A. Scott Carter, was presented by F. C. Parfett on behalf of the employees to H. J. Gaisman, president of the company, in appreciation of his recent gift to the employees of free life insurance. A program of sports was run off, and at 7 o'clock the party left for home, a dance being held on the boat. The committee in charge of the outing composed Messrs. S. C. Stampleman, G. S. Crump, F. C. Parfett, J. Dunbar, E.

LONDON, ONT., HARDWAREMEN READY FOR BIG ANNUAL OUTING

Plans for the London retail hardwaremen's big picnic, to be held at Port Stanley, Wednesday, on August 6, are completed, and preparations for the event are in full swing. The band will be larger and better this year, the "eats" will be more plentiful, and more hardware men and their friends are expected to be on hand to partake of them. The sports are expected to eclipse all former efforts of the hard-working sports committee. The outing is expected to be one of the big events of the summer season. A special train will leave for the lake at 1.20 p.m. and doings are planned from that time until 11.30 p.m.

BUYS LONDON HARDWARE BUSINESS

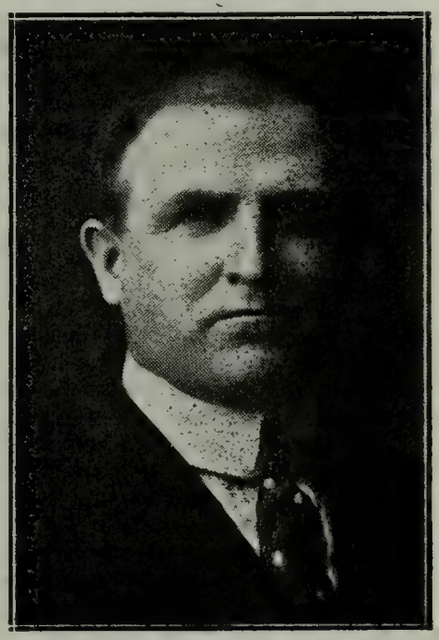
John A. Brownlee, of London, Ont., and his son, Albert, who has just returned after seeing four years of active service overseas, have purchased the stock and fixtures of the London Hardware Co. from Mr. A. J. Smith. Messrs. Brownlee & Brownlee will continue the business under the name of the London Hardware, and will carry a complete line of shelf and heavy hardware, paints, oils, etc. Mr. J. A. Brownlee will continue to operate his sheet metal and hardware business on Talbot Street as usual.

WIRE COMPANY ELECTS OFFICERS

At the organization meeting of the Clinton-Wright Wire Company, the merger of three Massachusetts manufacturers of wire products and specialties, George M. Wright was elected chairman of the board, Evan F. Jones treasurer, John A. Denholm and George F. Wright vice-presidents. The board of directors is composed of the officers mentioned and Harry Bronner, president of the Missouri Pacific Railroad; Frank A. Drury, president of the Merchants National Bank of Worcester; Paul B. Morgan, president of the Morgan Construction Company; Charles F. Fairbanks, formerly president of the Clinton Wire Cloth Company; Richard B. Young, E. H. Rollins & Sons, and George F. Naphen, of Liggett & Drexel.

J. F. Zimmerman Heads Chamber of Commerce

J. F. Zimmerman, manager of Whites, Limited, wholesale hardware, Collingwood, Ont., has been chosen as the first president of the recently organized



J. F. ZIMMERMAN

Manager of Whites Ltd., Collingwood, Ont., who has been elected president of the Collingwood Chamber of Commerce.

Chamber of Commerce. Mr. Zimmerman, who is a native of Listowel, Ont., began his hardware career with Vantuyl and Fairbanks at Petrolea, Ont. Some years later he went with the Soo Hardware Co. at Sault Ste. Marie, Mich. Eighteen years ago he joined the firm of Whites, Limited, at Collingwood. It was at that time a retail company. Mr. Zimmerman has been very actively identified with all work of a progressive nature aimed to help Collingwood grow.

Amending Law to Stop Carrying of Firearms

Amendments are to be made to the Offensive Weapons Act with a view of eliminating the carrying of firearms, especially among foreigners. The police officials of Canada have succeeded in having a bill introduced in the Commons to prevent the carrying of concealed weapons. Large consignments of weapons are known by the police to have been coming into Canada from across the border. They were aware of many aliens importing them to disturb the peace of Canada, and waited on the Department of Justice and made representations to Hon. Arthur Meighen, showing the seriousness of the situation.

Various amendments were suggested to the Offensive Weapons Act to guarantee the safety of the public, and among these changes was included the granting of a permit by an officer to cover only his own territorial jurisdiction, instead of for the whole of Canada. Other changes aim at preventing people, particularly aliens, from having such weapons in their possession.

The permits, when the amendments are made, will cover only counties, towns and cities, and only naval and military men will be allowed to have weapons in their possession without a permit.

RAISING BLOCKADE ON GERMANY

By unanimous resolution of the Allied Council in Paris it has been agreed that the new peace treaty shall not be effective until the deposit of ratifications by the signatory powers. At the same time it is announced that trade with Germany will be permitted to begin as soon as Germany herself has ratified. The announcement given out is as follows:

"The Council of the principal Allied and Associated Powers has adopted the following resolutions in regard to the raising of the blockade on Germany. The Superior Blockade Council is instructed to base its arrangements for rescinding restrictions upon trade with Germany on the assumption that the Allied and Associated Powers will not wait to raise the blockade until the completion of the ratification as provided for at the end of the treaty of peace with Germany, but that it is to be raised immediately on the receipt of information that the treaty of peace has been ratified by Germany."

STRIKE IS STILL ON

Although an agreement has been reached between the owners of a number of the smaller shops and their employees, the strike of the Toronto metal workers is still on, and it is estimated that about 5,000 of the 7,000 men who walked out are still not working. About 1,000 it is stated have gone to the States.

EARLY CLOSING BY-LAW EFFECTIVE

The new by-law closing stores in Ottawa at six o'clock went into effect on July 5. Hardware dealers, sporting goods houses, and those handling bicycles will be compelled to close all the year at six with the exception of the days from December 20 to 31, both days inclusive.

TAX ON COMMERCIAL TRAVELLERS IN JAMAICA

The Government of Jamaica, it is understood, has instituted a tax on commercial travellers representing foreign business houses, effective June 1, 1919. Commercial travellers are required to register and pay an annual tax of £10 ($48.66). Failure to so register and pay the tax involves heavy penalties, including imprisonment.

Andian National Corporation, Ltd., capital $1,000,000, head office Ottawa, plans to prospect for and develop petroleum and minerals.

WANT BUILDERS' HARDWARE

The Weekly Trade Bulletin published at Ottawa by the Department of Trade and Commerce, says:

"Particulars have been received from Melbourne of the requirements of builders' hardware to be used in the construction of soldiers' homes in Australia. Interested Canadian manufacturers are invited to promptly communicate with the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa (refer to file 22930), for details of the goods which are briefly outlined as follows (approximate size):

10,000 escutcheons, 10¼ x 2⅝ inches.
100,000 escutcheons, 7 x 2⅜ inches.
10,000 knobs, 2¼ x 2¼ inches.
10,000 mortice knob locks, 5⅜ x 5⅜ x ⅝ inches.
100,000 mortice knob locks, 3¾ x 3⅞ x 9-16 inches.
200,000 hook sash lifts, 1⅜ inches.
200,000 ring sash lifts, 1½ inches.
100,000 sash fasteners to design.
100,000 sash fasteners to design.

Net quotations upon the basis of f.o.b. steamer at ocean port are requested to be cabled at the earliest possible date to the Canadian Trade Commissioner's office, Melbourne (cable address Canadian, Melbourne), for transmission to the Soldiers' Homes Department. Manufacturers must clearly indicate the metals to be used, such as brass, bronze, etc., and what quantities can be delivered monthly. The next outward mail leaves Vancouver for Australia on July 15, which would give manufacturers an opportunity to furnish their illustrations and designs to approximate as closely as possible the specification given above.

BUSINESS BOOM AT SHEFFIELD

Manufacturers in the lighter Sheffield trades are unable to increase their output or to take up new lines because no additional premises can be obtained. The absence of such accommodation is also holding back the establishment of new industries. Letting values of workshops have almost doubled, and the oldest ramshackle buildings are at a premium, and are being adapted for industrial purposes of some kind. Nearly the whole of the building sites also have been covered during the last few years, and new premises can only be erected on the extreme outskirts, often in inconvenient situations. Those disposed to erect new premises are deterred by the slow pace of building construction. The shortage is bringing expansion almost to a standstill. It limits, at any rate, what can be done in this direction. There is a corresponding scarcity of office accommodation. Since the ending of the war all the available offices have been absorbed, mostly by persons starting in business as merchants and agents, of whom there are far more in Sheffield than at any former time. A number of these are compelled to transact business at their homes.

Cheap Japanese Imitations

On several occasions articles have appeared in HARDWARE & METAL regarding the cheap imitations of British and other goods made by the Japanese in an effort to capture export trade. It is stated that in Australia recently the Japs have been endeavoring to sell large quantities of spoons offered at a very low price. The spoons offered, it is stated, are marked as being nickel silver, and in appearance very closely resemble British-made goods. When a portion of the surface was removed, however, a spoon was found to be made of brass, and thinly coated with nickel.

HALF-HOLIDAY BOOKLETS FOR TRAVELLERS

There are still some copies of the half-holiday booklet published by HARDWARE AND METAL *available for those who may want same. An effort to place these in the hands of travellers, jobbers and manufacturers was made but there may have been some omissions which will be gladly rectified if a post card is sent through at once. The supply is limited and an early reply to this stating "How many," will secure immediate attention.*

Flashlight Would Have Saved All This Trouble

L. Charlesworth, hardware dealer at Wheatley, Ont., and an assistant, C. A. Bickford, were painfully burned in a fire and explosion which practically destroyed the oil house. They were emptying roofing paint from a leaky barrel into another in the oil-house at the hardware, when one lit a match to see if the paint was all out. An explosion immediately followed and the clothes of both there set on fire when the whole interior of the building became a mass of flames. Both men received immediate medical attention. Their burns are exceedingly painful. The fire gained considerable headway in the building before help dared to rush in, fearing other explosions. The loss to the building and stock in the oil house will amount to several hundred dollars, but is covered by insurance.



ASH SIFTERS

Walter Woods & Co., Hamilton.—Kindly advise where we can purchase common wood ash sifters.

These are made by the Sanitary Plumbing Mfg. Co., Granby, Que., and E. B. Salyerds, Preston, Ont.—Ed.



J. Sand & Sons

Catalogue No. 10, issued by J. Sand & Sons, of Detroit, Canadian branch, Campbell Agencies, McKinnon Building, Toronto, lists the complete line of levels, both wood and aluminum, manufactured by the firm. The catalogue is most attractively printed, the pages being 10½ inches by 7½ inches each, surrounded by a neat blue border, with illustrations of the levels in natural colors. A special section of the catalogue deals with the exclusive features of Sands' levels, giving details regarding the spirit glasses, adjustment, finish, etc. The cover, which is in pale blue, is most attractive. Readers of HARDWARE AND METAL who desire copies of this catalogue may obtain same upon request.

Humphryes Manufacturing Company

The Humphryes Manufacturing Company, of Mansfield, Ohio, is issuing to the trade a series of bulletins in lieu of a new catalogue, which will be published in the early part of next year. The bulletins conform to the standard size adopted by the National Association of Purchasing Agents, and are punched for standard ring or post binders. Each bulletin is being supplemented with a short letter describing briefly the salient advantages of the new designs. The latest bulletin lists and illustrates the double-acting force pump, H 600. Copies of the bulletins will be sent to readers of HARDWARE AND METAL upon request.

British Aluminum Co.

"The Casting of Aluminum" is the title of an interesting booklet published by the British Aluminum Co., Ltd., of London, Eng., Canadian branch, 265 Adelaide Street W., Toronto. It deals at length with the subject of aluminum alloys, their development and uses. There are sections which deal with "Mixing Alloys," "Moulding," and "Melting," in which a great deal of valuable information is given. Copies of the booklet may be obtained upon request by readers of HARDWARE AND METAL who are interested.

F. R. Murray Co., Ltd.

Catalogue No. 10, just issued by the F. R. Murray Co., Ltd., of 365 Water Street, Vancouver, B.C., lists the lines of aluminum ware manufactured by the firm. It is profusely and attractively illustrated, such lines as teapots, kettles, percolators, double boilers, saucepans, preserving kettles, cake pans, pie plates, combination cookers, roasters, fry pans, ladles, dippers, funnels, cups, children's tea sets and others being shown. Copies of the catalogue will be sent upon request to readers of HARDWARE AND METAL who are interested.

German Cutlery is Being Allowed to Enter British Markets

Not Only This, But British Government is Assisting the German Cutlers to Get Back to Work—Startling Advances Are Shown in Prices

THE British Government is not only granting facilities to German cutlery makers to export their wares, but is preparing to assist the industry in getting back to work. This sounds rather startling and unexpected at first, but the situation is explained by "The Ironmonger," of London, England, as follows:

"The expected, or the unexpected—according to the point of view—has happened, and we have this week examined a parcel of folding pocket scissors made recently in Solingen and imported to this country under a special license granted by our own Government. It was announced some time ago that such licenses would be given in respect of goods produced in occupied enemy territory, and the explanation offered is that all commodities so imported are to be in payment for foodstuffs supplied to the enemy people. The scissors mentioned are stated to form part of the first lot of German cutlery brought to England under this arrangement.

No Serious Criticism

Except on sentimental grounds there can be no serious criticism of the action of the Government in this matter, because, while it will not injure any trading interests here, it provides the public with a convenient article which they are unable to obtain from any other source. The folding scissor is a German specialty which sold in millions throughout the world, and, although in recent years similar patterns were made in Sheffield, and to a lesser extent in London, production has not been on a considerable scale. None, however, are being made to-day in Sheffield, and throughout the war-period such scissors have been unobtainable. The Sheffield makers have far more orders on hand than they can execute during the next twelve months, and so long as that condition obtains they will not interrupt their output by taking up special lines.

Startling Prices

The prices at which these German scissors are quoted are somewhat startling, and lend support to the theory that the era of cheap German cutlery has come to an end, for the quotations are five times the price at which the articles were formerly sold; and, although there is a widespread call for such scissors, we doubt whether many people will be prepared to pay from 3s. 6d. or 4s. for the German variety, and they cannot be sold at a less figure. The price may, of course, be an artificial one, and not fairly indicative of the present costs of production. It is not impossible that the Government or the military authorities are making a little profit out of the deal.

Keenly Interested

To what extent this innovation will be developed is a matter of conjecture at present, but it is safe to say the future developments will be watched with the keenest interest, not unmixed with anxiety. The importation of cutlery is prohibited except under official licenses, which are to be granted only in exceptional circumstances, and traders will now be alert to learn how the authorities intend to interpret that condition. Presumably the privilege will be strictly confined to such articles as the British public need badly and cannot get from their own manufacturers, and there are a considerable number of such wares. Economists are well aware that the German indebtedness to the Allies will have to be liquidated, to some extent at least, by payment in kind; but the Government's action in this matter places in an awkward position those trading bodies and individuals throughout the land who are unconditionally pledged never to buy, sell, use, or handle goods made by enemy peoples.

Assisting Industry

In addition to granting facilities to the German cutlery makers to export their wares it transpires that the British Government is prepared to assist the industry in getting back to work. Contrary to popular belief, that trade was never wholly self-contained. Its best razors were made of Sheffield steel, and the Solingen manufacturers have always found it necessary to draw upon Sheffield for supplies of ivory, pearl and horn scales and handles for their knives. During the present week the Sheffield firms who did this particular trade before the war received a communication from the Government Department concerned intimating that they were now at liberty to resume supplies to Solingen, and several parcels of ivory and pearl have already been despatched thither on the strength of that permission.

AMERICAN WIRE MILLS ARE RUNNING CLOSE TO CAPACITY

Reports from New York state that sales of wire products during June by the largest interests have run close to full capacity of the mills which means that approximately 200,000 tons have been disposed of to merchants and manufacturing interests in all sections for shipment over the next 60 to 90 days. Manufacturers' contracts generally run about three months, but in a few instances wnere needs have been pressing, contracting has extended over the fourth quarter of the year. Buying by distributors however has been confined to 60-day shipments.

It is notable that very heavy sales of fencing have been made for this time of the year for shipment into the agricultural districts. This is probably due to the relatively light buying earlier in the spring season when buyers were disposed to hold off in anticipation of lower prices. Another point of interest is that stocks in hands of consumers, jobbers and dealers as well as of manufacturers have been reduced to a very low point, and there is a disposition now to replenish stocks. In the case of the mills even stocks carried in warehouses have been about one-third of normal. The policy now is to replenish these stocks also, but mills are not operating up to the extent of specifications.

The mills of the American Steel & Wire company are operating about 80% of capacity, but the operating end is being urged to increase output to take care of the large increase in business that has been coming in in the last 60 days. Independent wire drawers are operating about 75% of capacity. The demand for nails and plain wire for export continues active, additional liberal sales being reported for shipment to South America and the Orient. Larger European orders are also expected in the next few weeks.

SCALES HOLD ON FIRM BASIS

That various scales are likely to hold on a firm basis is the opinion of the New Warren Scale Company, St. Paul street, Montreal. In speaking this week with the manager, Mr. Lewis, he stated that there was likely to be a continued firm price basis and that changes of a downward nature were altogether improbable.

"I do not see how regular commodities can be reduced in price," said Mr. Lewis. "This will apply to most lines for which there is a regular demand. Lines that depended upon the war, or which were sellers only while the war was on would tend to come down, but regular sellers will not.

"It is doubtful if foodstuffs will be lower in price for a couple of years at least, and most other goods will not be lower. We never will see prices as low again as they have been."

Mr. Lewis states that there has been a desirable increase in the sales of scales lately. This has been quite marked and there is an increasing demand right along. This indicates that the merchant is needing more goods and that there is a healthier condition of retailing.

Copper and brass markets are firming again, and yet Mr. Lewis believes that there will be no dearth of brass supplies. "There ought to be a lot of this recovered from the battlefields in Europe. Then the Government, I understand, have a great deal of this to put on the market. It ought to make some difference."

Meeting To-day's Competition

Specialty Store the Store of the Future—With What Are You Competing?—Buy in Cold Blood, Sell With Enthusiasm—Limit the Lines But Give the Assortment

THIS is the fourth and concluding address delivered by Frank Stockdale, the noted business expert, in connection with the Saskatchewan R.M.A. Convention, as reported by the special representative of HARDWARE AND METAL.

The series of lectures has been followed with great interest and the points brought out in this lecture on "Meeting To-day's Competition" are worth careful perusal. Mr. Stockdale says that whereas to-day in the West, competition is probably from the general store, the store of the future is the specialty store. He indicates that the retail merchant's creed should be "Buy in Cold Blood and Sell With Enthusiasm." There is something in it too—think it over.

"WHEN we start to define competition we want to know what kind of competition it is," said Mr. Stockdale, opening his address on the subject, and proceeding to outline competition under the following headings: 1. General stores; 2. Specialty stores; 3. Department stores; 4. Mail-order stores; 5. Chain stores.

"A great evolution is taking place in business," continued Mr. Stockdale. "Western Canada is a developing country and that makes a difference. One of the things in a new country is the rapid change which takes place when the country begins to get settled. Then you have not only changes in retail merchandising but the changes that take place between a new and an old community. The question in the average man's mind is what of the foregoing classes of store is the store of the future? This is not a very important question. Don't worry about someone else's kind of a store, it is the way you take care of the kind of a store you are running. As the country grows older there will be fewer general stores. There will be more specialty stores, and general stores will evolve into department stores.

Specialty Store the Store of the Future

"In the West your competition is probably the general store, and you will have to face it. The store of the future is the specialty store. Department stores are collections of specialty stores, and in many cases in the United States the advertisements of the various departments of the department store are run individually in the newspapers as if to advertise individual stores specializing on the lines advertised.

"We have general stores competing with general stores, chain stores competing with chain stores, etc., and all competing with each other.

"My experience is that there is ten times as much noise over a customer who goes to the mail-order house as there is over a customer who goes anywhere else out of your town. I know the seriousness of mail-order competition in some districts, but you have a way of measuring this competition, whereas you have no way of finding out the amount of goods brought into your community in the suit cases of your townspeople when they return from the cities. We must realize that we are going to beat the field, and whoever is in the lead we are going to beat them. The flypaper stage of business is passed. By this is meant the time when customers used to light and stick. Many business men made their money at that time in new districts. The mail-order house has been a big factor in eliminating the flypaper stage of business. People are not forced to buy at one place. People are travelling. Your competition to-day is nation-wide. You are not competing just with the fellow across the street or in the next town, you are competing with the best they have in Canada, and when you talk of the best in Canada you are talking about the best in the world as far as retail merchants are concerned. The big octopus you talk about is one of the best managed businesses I have seen.

With What are You Competing

"What are you competing with? Low prices, beautiful stores, high class salesmanship, or what? I think you are competing with a man or men who have the keenest and highest developed brains along the line of retail distribution that are to be found anywhere. Your customers are reading their literature each evening. Your customers are going into their stores every day and are being served by stores managed by the keenest brains in business. And the only reason that you are able to exist is because of your advantage of being on the ground. If you had to compete side by side you would not stand very much show until you revised your methods of business. We are getting along in a way without any retail preparation. One retailer who made money yesterday figures he is going to make it the same way to-morrow, but he has to find another way to make his money to-morrow. You made your money in competition with certain kinds of merchants, now your competition is becoming nation-wide and the only way to meet it is to study merchandising yourselves.

"The retail store is one of the biggest business propositions to-day. The great trouble with many retailers is that they think they know the game. There is nothing more fatal than this. Business requires more kinds of the higher grades of ability than anything else. I have sympathy for you when I think of the pitfalls along your path.

"A good retail merchant must be a good buyer and a good seller. A manager of things and a manager of people. Selling is divided into three sections: 1. Display; 2. Advertising; 3. Personal selling.

Buy in Cold Blood and Sell With Enthusiasm

"One of the reasons why we are having business done in bigger units is because we cannot find a man who can do all of these things well. This is the reason for the general stores, department stores, etc., because we have to get specialists to do this job. Very few of us are good buyers and good sellers. The retail merchants' creed should be: 'Buy in cold blood and sell with enthusiasm.'"

At this point Mr. Stockdale gave an illustration regarding buying and selling. An Ottawa, Ont., merchant who now manages one of the biggest stores in that city, and who a few years ago travelled the city with sample rugs on his back, made the following statement: "I never allow myself to become enthusiastic over goods that I do not own, but once I own them they become the greatest goods that were ever brought to Ottawa."

"Two-thirds of the merchants to-day buy with enthusiasm and sell in cold blood," continued Mr. Stockdale, "and the stocks of goods in their stores proves this is true. Why does a man buy with enthusiasm? Because there are men who make their living by supplying enthusiasm to a man when he is buying. Hotels and trains are full of them. A man could not get far as a travelling salesman unless he can impart this enthusiasm.

Limit the Lines But Give the Assortment

"One of the reasons that people trade with mail-order houses and go to the larger towns is not price, but assortment. Where you have lines criss-crossing you have a partial assortment—a little of everything but not much of anything. You should not carry too many lines and be unable to give what may be required in any one of them.

"As long as you depend upon the salesman telling you what to buy, as long as you refuse to keep stock record systems you are going to buy with enthusiasm and sell in cold blood, because you will be dissatisfied after you get them. The only way to have enthusiasm which you can cash in on is to generate it yourself. Any man who generates en-

Display Tables Effective Sales Medium



This picture taken in the hardware store of Box Bros., in Souris, Man., shows an effective method for displaying and selling small hardware. Last winter the firm had manufactured a series of four long tables with the top formed of two inclines sloping from the centre. These tables, which are near the centre of the store, are constantly kept filled with articles commonly used around the home, workshop or farm, and are certain to catch the eye of all customers to the store. It has the same effect on the buyer as the display in a 5 and 10 cent store. All prices are marked in plain figures.

thusiasm gets paid for it."

The following definition for efficiency was hereupon given by Mr. Stockdale as follows: "Efficiency consists in buying from a Hebrew and selling to a Scotchman."

"We have got to find some way to give time and attention to our businesses so that we can do some thinking. Our competitors are winning out because they have more mental ability.

"In meeting to-day's competition you have to meet men who know how to figure profits, manage things, and manage people.

Some Questions Answered

In the discussion that followed some interesting questions were raised.

Question.—"In taking goods from stock for expenses of the store, should they be charged at cost or selling price, and why?"

Answer.—"There are two expenses in selling. One is carrying expense and the other is selling expense. A moderate overhead charge should be added on to the cost of goods in stock. When you deal with figures, deal with facts.

Question.—"Should there not be a distinction made in regard to cash and credit customers in the matter of the price charged for goods?"

Answer.—"A distinction is being made between cash and credit customers. The cash-and-carry stores and the mail-order houses are two examples. The general practice is to put the goods high enough so you can charge high enough and yet give discount to cash customers. By doing this you are not adding anything to anybody—so that they can see it."

At the conclusion of this address Mr. Stockdale spoke a few words, impressing upon the assembled retailers the necessity of getting away from their businesses to avoid getting in a rut and becoming narrow-minded.

"Come to conventions, and don't come thinking that you are needed at home. If this is the way you feel, it is because you leave no organization behind you," said Mr. Stockdale. "I admire the man who has the ability to take a vacation. I make this recommendation for two reasons. One is because of the things you will have to do in your store before you can take a holiday. The store has to be in running order and needs organization. The men who come to conventions usually have good businesses. The successful business man is the one who works for his community. He gets a perspective and sees what the other fellows are doing."

DISCUSSES TARIFF QUESTIONS WITH FARMERS

(Continued from page 50.)

were cut down in price under practically free trade conditions. In mowers the same kind of competition acts similarly. I might fairly ask you to consider these two articles in judging the natural and inevitable results of keen competition. I am perfectly willing to abide by what the people of this country decide; I am willing to abide by what the farmers alone think of the way prices rule under free trade and protection with competition if I am sure that the farmers have all the facts before they decide."

Long Agitation

Mr. Harris referred to the long agitation for tariff changes in the West, stating that there had been a good deal of misrepresentation and citing the statement constantly made that implements are sold abroad at prices lower than in Canada, and that Canadian makers sold in Canada for the money they get through the tariff. He declared these statements are untrue and that there never was a time when implements in Canada were cheaper than in any other country in the world, except the United States, and that very little difference existed between American and Canadian prices, largely owing to the duty which has to be paid on material coming in. The farmers, however, he stated, do not pay an additional cost, as there is a different method of distribution in the United States. In Canada there is a uniform price. In the U. S. the manufacturer sells to the retailer, who adds his own expense and makes his own price in his own town or district. He declared that in corresponding parts of Canada implements are from $20 to $30 cheaper than in Montana.

SPACE BUYERS WANT COLUMNS KEPT CLEAN

Recent inquiry by the National Vigilance Committee among advertisers has developed the fact that a great many space buyers are sufficiently interested in the kind of advertisements published in mediums they use, to prefer those whose columns are clean.

Advertisers have reported many specific cases in which they withdrew their advertising from one medium and placed it in another because they found that the first accepted advertising of a character such as would destroy public confidence. In several cases, the publication was named by advertisers in relating such experiences, and many others stated that they confined themselves to certain groups of mediums, concentrating all their appropriations in these mediums because they believed clean advertising columns had greater influence.

The investigation has also shown that an increasing number of space buyers are writing letters to advertising mediums whenever they see anything in advertising in those mediums which they believe should not be accepted.

SASKATCHEWAN

HUMBOLDT.—Hardware stores close at one o'clock on Wednesday afternoons during July and August. On every other day, except Saturday, stores close at 6.30 p.m.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

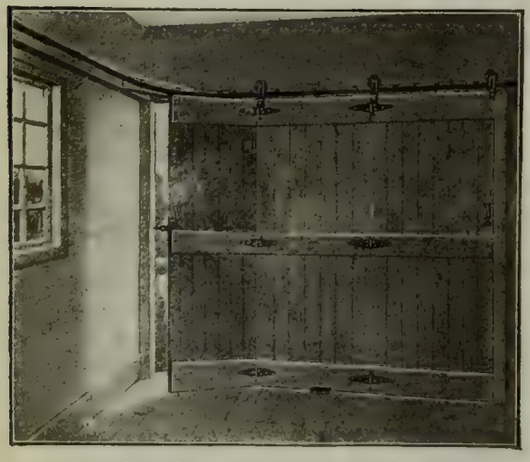
GARAGE HARDWARE

The Stanley Works, New Britain, Conn., announce that they are now making garage hardware for rolling doors in three different sets. The manufacturer, in briefly describing the three sets, states that Set No. 2500 is so arranged that the three rolling doors may be carried from the front entrance of the garage around to the side wall with one operation.

Set No. 2505 has a service door hinged from the door casing. The two remaining doors are so arranged that they will roll past the service door when the service door is in the open position to as far as necessary along the side wall.

Set No. 2510 has a service door hinged from the door casing, also two accordion doors arranged so that they may roll on the track to the side wall, swinging inward at the same time. These are held in the open position by a floor bolt.

In the manufacture of this hardware



Stanley Garage Door Set No. 2500

for rolling doors every item of consideration, it is stated, has been carefully gone over to make them sturdy, easily operated and easily installed.

McKINNON RADIATORS

The McKinnon Industries Ltd., St. Catharines, Ont., are placing on the market after successive tests, the McKinnon radiators for automobiles. The process of making the really cellular core of this radiator is, it is indicated, to wrap the metal around the forming mandrels in automatic machines, as a result of which it is possible to use metal as thin as .0025 of an inch without tearing or stretching the strips.

The manufacturers state they cannot positively clog with sediment because



McKinnon Radiator

the interior is corrugated to keep the water in constant agitated action; the cells and the air passages are so scientifically proportioned that a strong cooling draught is sucked through the air passages to keep the water cool, so that the engine hits regularly, runs smoothly, and does not get overheated during the summer days.

McKinnon radiators are, it is indicated, simply a combination of individual cells. Each rectangular section is made by wrapping the metal around the forming mandrels, not stretching or drawing it around the core; the very method that hardens the metal and makes it crack so easily.

The corrosive action of alkali or acidulated water has been overcome, it is said, by tinning inside and out. The tubes are ⅛ in. wide, straight downward, with corrugated sides agitating the water in its downward passage, thus carrying sediment with it and at the same time making as nearly perfect as is possible the transfer of heat to the metal, where it is carried away by the free passage of air through the cells. To lessen the danger of bursting from freezing the minimum water tubes are so constructed as to permit of an outward strain many times before the actual burst takes place.

TRIPLE CLUTCH TRAP

A new game trap has been placed on the market by the Triumph Trap Co., Inc., Oneida, N.Y., which they call their "Triple Clutch." This trap was built especially for muskrat, skunk and mink, and it is said on account of its wonderful holding power to be positively escape proof. The manufacturers point to the fact that the grippers on Triple Clutch jaws are separated, making this trap proof against an animal twisting free. It is likewise stated that a sidewise movement is just as impossible, as it would be for the animal to move its foot up or down. The grippers on the inside are slightly hollow and the flesh swells in between; even if chewed off close to the under jaw there isn't a chance to get away. In addition to the individual grippers the jaws of this trap are, it is indicated, high arched, affording an extremely high grip on the animal's leg where the flesh is heavier. The trap is guaranteed by the manufacturers



Triple Clutch Trap

against every known defect for one full trapping season.

AUTOMOBILE LOCK

A new vest-pocket size padlock for Chevrolet cars is now being placed on the market by Homer and Wilson, Hamilton, Ont. Points enumerated in its favor by the manufacturers are that it is easy and simple to operate, and can be carried in the vest pocket. These are put up on on a neat counter display card.



Automobile Lock

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

NUMEROUS changes are again the order of the week's hardware markets and some of the revisions made are most important. One of the outstanding changes is that which has been made on shovels, spades and scoops, the new discounts named providing for a decline of about 10 per cent. in these lines. Another important announcement made by the manufacturers of these is that half polished and full polished finishes will again be available at the usual net extras.

In line with the strength shown in the metal market on copper, manufactured lines have responded and copper wash boilers, tea kettles, tea and coffee pots have all undergone revision upward, the advance amounting to a straight 10 per cent. Copper rivets have gone to higher levels also this week.

Linseed oil is again featured in the changes which have taken place, prices going up from 20c to 30c per gallon, and in one instance 50c per gallon. This is a direct reflection of the soaring tendencies of flaxseed which has passed the $6.00 figure. Predictions were made a month ago that $5.00 flax would be reached—another dollar has been added to it and still the end does not appear to be in sight. Crushers, however, are loath to make any predictions and buyers from jobber to retailer are only taking delivery of what they consider they need.

Turpentine shows no change locally, but a stiffer market has developed in the South, due to the entry into the market of buyers from overseas again. The crop is not going to be any too ample and the firm situation now developing is expected to be maintained.

A new pipe list has been issued, but the only change is that applying to wrought nipples which register a decline. Wrought pipe and couplings show no revision from prices ruling during the past two or three months.

A sharp advance in tap soles and heels has been reported, amounting to about 25 per cent. Sole leather is also up in line with these changes and a revision has been effected in leather belting, which provides for an advance. Indications are that the peak has not yet been reached in the various lines of leather goods.

Cotton rope, sash cord, wrapping twine, seine twine and kindred lines have all registered an advance this week of from 2c to 4c per pound. Jute twine in coarse grades is also up 1c and finer grades 2c per pound. Coal oil has gone up 1c per gallon. No change is reported on gasoline which holds at recent decline.

MONTREAL MARKETS

MONTREAL, July 10—Considerable change is made in prices of some commodities this week and among these are important advances. Shovels, spades, scoops, etc., on the other hand, have been reduced 10 per cent. Other declines have been announced on wrought nipples. Knife handle wrenches are lower. Increased prices are in effect for cotton twines, sash and awning cord, candle wick and cotton rope. Winchester rifles, carbines and shotguns are all advanced. Sheet brass and various copper goods are on an increased price basis. So are tap soles, and also heels. One line of ready roofing is marked up. An advance of one cent per pound is applicable to lead pipe and lead waste. Antimony is higher and copper is likely to be. There is a stronger undertone to ingot metal markets. All around there are strong tendencies. Business is seasonably good.

Rifles, Guns Higher; Sheet Brass; Soles

Montreal.

RIFLES, GUNS, BRASS, SOLES.—Advances have been made in the price of Winchester shotguns and rifles, carbines, etc. The new discount is now list plus 25 per cent., the former plus being 15 per cent. Sheet brass is up, too, the advance varying. Leather soles have been increased in price, in some cases 10 per cent. and in others more. No. 121 are priced now at $4.60 per doz.; 123, $4.20; and 11, $7.15. Women's No. 36 are $5.25, and men's heels, No. 50, $2. Women's heels are $1.40 for No. 81.

Cords Are Higher; Lines, Twine, Wick

Montreal.

CORD, TWINE, WICK, LINES.—Effective at once, new prices have been named on various twines and cord. Candle wick is advanced to 75c per pound; 30 ft. cotton clothes lines to $2.50 per dozen, and 48 ft. to $3.75. Sash cord prices are: No. 6, per pound, 75c; No. 7, 74c; and No. 8-12, 71-73c. Awning cord, drab, is quoted at $2.80 for No. 3½, $4.20 for No. 4, $5.60 for 4½, while for white relative prices are $2.35, $3.75 and $5.20. Common cotton wrapping twines are up 3c to 68c per pound in balls, 3 ply, to 72c for 4-ply. In cones the 3-ply is quoted at 66½c.

Wrought Nipples Down; Shovels; Wrenches, Too

Montreal.

NIPPLES, SHOVELS, WRENCHES. Reductions have been made in wrought nipples. The new discount is 80 per cent. for 4 inch and under, and 70 per cent. for 4½ inch and larger. The former

discounts were 60 and 50 per cent.

A decline of approximately 10 per cent. has been made in the price of square and round nose shovels, scoops, spades, etc. The new discounts are 45 per cent. and 5 per cent. Coes genuine knife handle wrenches are reduced 10 per cent.

Copper Rivets Up; One Line Roofing

Montreal.

RIVETS, ROOFING.—As predicted in HARDWARE AND METAL last week, prices have advanced on copper rivets. The discounts now are 10 per cent. instead of 15 per cent. for rivets and burrs mixed, and for burrs only the plus 25 per cent. is still effective. One line of ordinary roofing carried by a Montreal jobber, "ready roofing," has advanced 25c per roll to $1.60 for two-ply and to $1.90 for 3-ply.

Much Wire Sold; Nails Move, Too

Montreal.

WIRE AND NAILS.—Wire mills have been accorded an enormous business of late and this was occasioned in part by the failure of the trade to place orders earlier in the season. The basis has remained firm, but no changes have developed. Smooth steel wire is still on a $5 base. Some considerable movement of wire nails has been made and the price has remained for both wire and cut nails at $4.75 per keg.

Cotton Rope Up; Sisal Has Held

Montreal.

ROPE AND CORDAGE.—Increased prices have been effected for cotton rope. The new quotations are: 3-16 inch, 67-70c, and larger sizes, 66-69c. The undertone is firm. Price basis has remained without change on sisal, 27½c being quoted, while pure manila is still 34c and British manila 30c.

Coal Oil is Sold; Gasoline Has Held

Montreal.

COAL OIL, GASOLINE.—There has been a steady outgo of coal oil, and much is used these days in oil stoves. The prices remain unchanged at 20-23c per gallon. Gasoline is a big seller and this has not changed in any way, the price for motor grade being 33c.

All Copperware Up; Stoves Have Moved

Montreal.

WARES AND STOVES.—Movement of stoves has been continuing, and the booking for fall delivery has been active. Prices are very firm. In addition to the advances given in HARDWARE AND METAL last week for nickelplated copper goods, copper goods in general have advanced ten per cent. There is a steady and unchanged basis for other wares.

SPADES, SHOVELS AND SCOOPS DECLINE.

A revision in the discounts prevailing on spades, shovels and scoops has been made this week resulting in a decline. The new discounts named are 45 and 5%, replacing the former figures of 25 and 25%, or approximately a 10% reduction.

It is also stated that polished and half-polished finish will in future be available, the former taking a $1 net extra per dozen, and the latter a 50c net extra. The range of quotations with new discount are as follows:—

SPADES, SHOVELS AND SCOOPS.

	1st Grade %	2nd Grade %	4th Grade %
Plain Black Shovels and Spades	45 and 5	45 and 5	45 and 5
Draining Tools	45 and 5	45 and 5	.....
Hollow Back Scoops	45 and 5	.....	45 and 5
Sand Shovels	45 and 5	.....	45 and 5
Hollow Back Shovels	45 and 5	.....	45 and 5
Hollow Back Coal Shovels	45 and 5	.....	45 and 5
Riveted Back Scoops	45 and 5	45 and 5	45 and 5
Miners' Spring Point Shovels	45 and 5	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

Plain Black Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

For full polished, add $1.00 per dozen net; half polished, 50c per dozen net.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

No Advances But Iron Market Steady

Montreal.

IRON AND STEEL.—Steady and unchanged basis for the various grades of iron and steel continues. The summer demand is quite active and conditions are reported satisfactory.

Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Black Diamond cast steel, lb.	0 22
Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75

Many Sheet Prices Indicate Holdings

Montreal.

SHEETS AND PLATES.—It would appear that there has been considerable stock of sheets here and there for the basis is still an unsettled one and sales are made at varying prices from day to day. Actual changes have not been made during the week. It is evident, notwithstanding, that the basis quoted is quite near rock bottom. There has been a fair volume of business here.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$5 25	$6 25
12 gauge	5 30	6 30
14 gauge	5 35	6 35
16 gauge	5 45	6 50
18-20 gauge	6 00	6 35
22-24 gauge	6 05	6 40
26 gauge	6 10	6 50
28 gauge	6 4	7 00
GALVANIZED SHEETS—		
10¾ gauge	$8 35	$9 25
28 gauge	8 30	8 85
26 gauge	....	8 50
22 and 24 gauge	7 70	8 35
20 gauge	7 50	8 35
18 gauge	7 50	8 35
16 gauge	7 30	8 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

One Cent Advance For Lead Pipe

Montreal.

LEAD PIPE, ETC.—Advances are made for lead pipe and lead waste of one cent per pound. The increase takes effect at once. There are no further advances, but most lines in the list are somewhat firmer. There has been a fairly good trade and the outlook is better.

Lead pipe	0 12½
Lead waste	0 13½
Lead traps and bends	15%
Lead wool, lb.	0 13
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	0 10½
Lead sheets, 4 to 8 lbs, sq. ft.	0 09½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c. lb. extra.	
Solder, guaranteed, lb.	0 35½
Solder, strictly, lb.	0 31
Solder, commercial, lb.	0 29
Solder, wiping, lb.	0 27
Solder wire (8 gauge)—	
40-60	0 35
45-55	0 37½
50-50	0 40¼
Zinc sheets, casks	0 17
Do., broken lots	0 18

Larger Sale For The Old Materials

Montreal.

OLD MATERIAL.—Sales of large quantities of old material have been made here and there, it is stated, and there has been a large receipt of old stuff from the dismantled munition plants. Better prices are in prospect for a great many of the materials, it is said, if the mills secure larger orders for manufactured products, and which they likely will later on.

Dealers' Buying Prices—		
Pipe scrap, ton	7 00	8 00
Stove plate, ton	....	15 00
No. 2 busheling	....	5 00
Old rubbers, boots and shoes	0 07	0 07½

Overshoes, lumbermen's rubber boots	....	0 03½
Overshoes, etc. (trimmed)	....	0 05
Bicycle tires	....	0 03
Automobile tires	....	0 03
Yellow brass	0 07½	0 07¾
Red brass	....	0 14
Light brass	....	0 06
Scrap zinc	....	0 05
Heavy copper	0 16	0 16½
Wrought iron, No. 1, per gr. ton	....	12 00

Antimony is Stronger; Ingots Are Selling

Montreal.

INGOT METALS.—In a general sense there has been a fair movement of various metals. Prices are quite firm. The only change of price is that of an advance for antimony.

COPPER. — Firmness characterizes the market and there is every indication of firm prices prevailing. Demand is quite good. Price, 22-22½c. There is probability of higher prices ruling at once.

TIN.—With the removal of the restrictions as to import in the United States, there has been an increased interest and trading is expected to take on a new aspect. Price holds here at 54c.

LEAD.—Firmer markets are featured in the States and it is not unlikely that there will be a firming of local markets. In the meantime prices remain at 7¼c lb.

ANTIMONY.—Ten cents is quoted as a low price level here. The market does not promise immediate further change, but when made this will be in the nature of an advance, it is stated.

ALUMINUM—An easy but unchanged condition prevails. Price, 35c.

SPELTER.—Export demand has been good. The undertone is steadily firm and prices remain at 9¼c.

PIG IRON.—There has been a better tone to the market. Prices here are held steadily at $48 per ton.

TORONTO MARKETS

TORONTO, July 10—Price changes have been very numerous again this week with a great many lines showing an upward trend. Chief among these are leather belting, half soles, tarred felt, copper rivets and many lines of cotton, such as twine, sash cord, rope, etc. Copper boilers, tea pots and tea kettles are also higher and an advance of 1c per gallon is shown in coal oil. Practically all line of old materials have advanced, brass, copper and lead being higher. Wrought nipples show a decline and a slight downward revision is noted in lead and waste pipe.

Leather Belting Registers Advances

Toronto.

LEATHER BELTING.—Higher prices have become effective on leather belting following the continued strength of the hide market. Even at the new discounts named to-day, manufacturers intimate that it does not look as though the peak has been reached. Business is good and there is no reason to complain on that score. Quotations being made to-day are for extra quality 23 per cent. from standard list, and standard quality, 23 and 10 per cent. from standard list.

Tap Soles, Lifts Register 25% Advance

Toronto.

TAP SOLES, TOP LIFTS.—A further sharp advance has occurred during the week on the price of tap soles and top lifts. The new prices which are being named to the trade provide for an advance of 25 per cent. On this basis quotations which are now in evidence on this line are for men's taps, grade No. 120, $4.85 doz. pairs; No. 121, $4.60; No. 122, $4.40; No. 123, $4.20. Men's slip soles No. 124 are quoted at $3 doz. pairs; No. 125, $2.80; No. 126, $2.55; No. 127, $2.40 and No. 128, $2.20. Boys' taps, X grade, No. 30½, are quoted at $3.60 per doz. pairs; No. 31½, $3.30; No. 31¾, $3.05. Women's taps, No. 37¼, are quoted at $4.50 per doz. pairs; No. 37¾, $3.05; No. 37½, $2.60. Men's top lifts are being quoted at the following prices: No. 50, large, $2 per doz. pairs; No. 51, medium, $1.80; No. 52, small, $1.60; No. 53, large, $1.40; No. 54, medium, $1.20; No. 55, small, $1. Boys' top lifts, No. 56, large, are quoted at $1 per doz. pairs, and women's No. 82, medium, are quoted at $1.20.

Clothes Lines, Seine Twine Move Up

Toronto.

CLOTHES LINES, SEINE TWINE.—Revised prices are shown in many lines of cotton goods this week, and among those affected are cotton clothes lines. New prices which are being named to the trade are for the 40 ft., $3.20 doz.; 48 ft., $3.85, and 60 ft., $4.80. There has also been a revision in seine twine and Nos. 12 and 15 are now being quoted at 93c lb., and Nos. 18 to 72, 90c lb.

Copper Rivets Higher; Burrs Hold

Toronto.

COPPER RIVETS AND BURRS.—A change has been named in the discounts applying on copper rivets, effective Monday of this week, which provides for an advance from the previous figures. The new prices which are being quoted to the trade are given below along with the prices formerly in effect for comparative purposes. Copper burrs, it will be noted, did not change.

Copper rivets with usual proportion of copper burrs, that is to say, weight of copper burrs not exceeding one-third of combined weight of copper rivets and copper burrs, discount before, list less 15 per cent.; discount now, list less 10 per cent.

Copper rivets with copper burrs where the burrs are more than one-third of the combined weight of the copper rivets and copper burrs: copper rivets, list less 15 per cent. before, 10 per cent. now; copper burrs up to one-third of combined weight of copper rivets and copper burrs, list less 15 per cent., now list less 10 per cent.

Copper burrs in excess of one-third of combined weight of copper rivets and copper burrs, list plus 25 per cent, now list plus 25 per cent.

Copper burrs only, list plus 25 per cent., now list plus 25 per cent.

Builders' Hardware in Strong Position

Toronto.

BUILDERS' HARDWARE.—Advices said to be in hand advising of a change in the price of the various lines of builders' hardware. Full details are not yet available, but it is understood that when the new prices are finally put into effect that there will be a fairly substantial increase show.

Sharp Advance in Rifles and Shot Guns

Toronto.

RIFLES AND SHOT GUNS.—Another sharp advance has occurred this week in the price applying to Winchester rifles and shot guns. These have been selling to the trade at standard list plus 10 per cent., and on the new basis they are being quoted at list plus 25 per cent. This is said to be a result of higher labor costs, which have added so greatly to production figures.

Cotton Wrapping Twine, Wick Higher

Toronto.

WRAPPING TWINE, WICKS.—New prices have been named on cotton wrapping twine this week, which provide for an advance over figures formerly in effect. The 3 ply in balls is now being quoted at 71c per lb., and in cones 70c per lb. The 4 ply cotton twine in cones is quoted at 73½c per lb.

Cotton candle wick has also been revised and is now selling to the trade at 68c lb.

Tarred Felt Up 15c; Roofing Firm

Toronto.

TARRED FELT, ROOFING.—An advance has been made in tarred felt this

week, the price moving up from $3.75 to $3.90 per 100 lbs. An increase is also shown in Red Star ready roofing, the 2 ply moving up from $1.40 to $1.60 per sq., and 3 ply from $1.70 to $1.90 per square.

The roofing market is considered very strong, the rag market being tight and the price of felt advancing rapidly. An advance in most lines has been made in the U.S., approximating 15c to 20c per roll, whereas tarred felt in that market to the south went up as much as 25c. Higher roofing prices seem to be a possibility.

Cups, Lemon Squeezers Show Advance

Toronto.

CUPS, LEMON SQUEEZERS.—There has been a revision upwards in many lines of manufactured aluminum ware, such as cups, lemon squeezers, salt and pepper shakers, and kindred lines. The new scale of quotations is on a higher level than formerly was ruling.

Jute Twine Up; Cordage Active

Toronto.

CORDAGE, TWINE.—There has been an advance this week in jute twines, the coarse grades advancing one cent per lb., and the finer grade two cents per lb. The market seems to rule with a fairly strong undertone and indications are that the markets may be maintained at at least its present level for some little time. There has been nothing new develop in regard to rope, although the hay fork rope is showing a remarkably good volume of sales with other grades fairly active. Prices remain firm, the following quotations being made: pure manila, 34c lb. base; British manila, 30c; New Zealand hemp, 30c; sisal, 27½c; sisal lath yarn, 27½c. Crop reports indicating short straw on the grain are affecting sales of binder twine adversely and repeat business has fallen off somewhat. Prices are steady at figures shown in current market quotations.

Sash Cord Up 4c; Cotton Rope Stiffens

Toronto.

SASH CORD.—Revised prices are again the order of the day for sash cord, and the Hercules No. 6 now quoted at 75c lb., the No. 7 at 74c and No. 8 at 73c. Star sash cord No. 5, is quoted at $13.20 per doz. net.

Quotations which are just being issued to the trade on cotton rope show a revision upward in this line. The present scale of quotations is for ⅛ in., 79c lb.; 5-32 in., 78c; 3-16 in., 74¾c and ¼ in. and larger 73½c.

Blind cord has also joined the list of cotton goods to be revised, the white No. 3½ is now quoted at $2.20 doz.; the No. 4 at $3.50, and the No. 4½ at $4.85. The drab No. 3½ is quoted to the trade at $2.65 doz.; No. 4 at $3.95, and No. 4½ at $5.25.

Advance of 1c Made in Coal Oil; Gasoline

Toronto.

OILS, GASOLINE.—An advance of 1c per gal. has been made in the price of coal oil, effective Wednesday of this week. What is back of this change has not been given out but the prices which are being quoted to the trade are now for the Royalite 20½c per gal., and Palacine, 23½c per gal. The demand keeps up at a remarkably high level, but orders are being taken care of promptly; no shortage of supplies so far as can be determined has been evident.

Gasoline holds at an unchanged figure, namely 32c per gal. Business in this product is very active. There have been some changes made in black oil, this declining still further. Summer black oil is quoted at 13½c and Winter at 15c per gal., list subject to a discount of 15 per cent.

CHANGE ON PIPE DISCOUNTS

Advices are to hand regarding the discounts on ordinary wrought iron pipe when bought in quantities. Heretofore, when 5,000 feet or more was purchased in one lot the discount allowed was 5 per cent. This has been now changed and the 5 per cent. discount is made to apply on orders for which the invoice value is not less than $400.

Copper Goods Up 10%; Stoves Very Firm

Toronto.

STOVES, WARES.—Copper products are very strong and a revision to higher levels has become effective this week. The new scale of prices provides for an advance of 10 per cent. as will be seen from the following figures being quoted: copper boilers, list plus 10 per cent., copper tea kettles, list plus 10 per cent., copper tea kettles in 3 doz. lots, list plus 10 per cent., less 10 per cent.; copper tea and coffee pots, list plus 10 per cent.; in 3 doz. lots, list plus 10 per cent. less 10 per cent.

Manufacturers indicate that they are getting business lined up on stoves and ranges for Fall, and whereas they are not pressing very aggressively for trade there seems a tendency on the part of the retailers to cover for supplies which they think they will need. All Summer lines are still very active, and manufacturers and jobbers are both experiencing difficulty in getting shipments away to retailers promptly.

Nails Hold Firm; Wire Products Too

Toronto.

NAILS, WIRE.—There seems to be a fair demand for nails and manufacturers generally are fairly well satisfied with the volume of business they are doing. The market seems to have stiffened up, and there is some talk of a higher level of quotations being reached. However, there is no indication of this just at the moment, and until things open up considerably more, it is possible that the present prices will be maintained. Quotations which are being made to the trade are, for the wire nails, $4.70 per 100 lbs., and the cut nails, $4.75.

Activity seems to be paramount in regard to wire, and reports which emanate from the other side indicate that business over there in all lines of wire products has been exceptionally heavy. The market is firm as a result and whereas no changes have been made locally, there is little tendency shown to make concessions from the base price on smooth steel wire of $5 per 100 lbs. Labor costs are factors which it is thought may contribute to higher prices.

Iron and Steel Bars Hold Steady

Toronto.

IRON AND STEEL BARS.—New developments are lacking in regard to this material. There is a fair demand in evidence and prices are very well maintained. There is no difficulty in securing supplies as far as can be learned and the figures generally prevailing to the trade are listed herewith:

Common bar steel	$4 00	$4 25
Common bar iron	4 00	4 25
Angle base	4 25	4 50
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk steel	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel	4 00	4 25
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45

Wrought Nipples Register Sharp Decline

Toronto.

WROUGHT NIPPLES. — There has been a sharp decline recorded this week in the price of wrought nipples. The present scale of discounts which are applying on these lines are for 4 in. and under 80 per cent., replacing a former discount of 60 per cent.; 4½ in. and larger are now quoted at 70%, replacing a former discount of 50% and 4 in. and under, running thread are now quoted at 50 per cent., replacing a former discount of 30 per cent. This change does not extend to wrought couplings or wrought pipe.

Wrought Pipe Holds; Tubes Too

Toronto.

WROUGHT PIPE, BOILER TUBES. —The market is steady on wrought pipe and no change is shown in new list published last Friday, except in nipples as mentioned above. Prices appear in current market quotations.

Boiler tubes are without any quotable change also and jobbers report a fairly nice volume of business being handled. Quotations follow:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1¼ inch	27 00	.....
1½ inch	28 00	.....
1¾ inch	30 00	26 00
2 inch	30 00	26 00
2¼ inch	33 00	28 00
2½ inch	40 00	32 00
3 inch	46 00	38 00
3¼ inch	.....	45 00
3½ inch	56 00	42 00
4 inch	70 00	54 00

New Basis on Lead and Waste Pipe

Toronto.

LEAD AND ZINC PRODUCTS.—A new basis of quoting has been determined upon in lead and waste pipe, which it is thought may result in minimizing frequent changes in the list prices. Prices have been advanced 1c per lb., making the list on lead pipe 12½c and lead waste pipe, 13½c, and to which a discount of 10 per cent. now applies; sizes over 8 in. take a list of 14½c.

There has been no change in prices shown below on solder. Business in these various lines is reported very satisfactory.

Lead pipe, list, per lb.	....	$0 12½
Lead waste pipe, list, per lb.	....	0 13½
Do., over 8 inches, list, per lb.	....	0 14½
Above subject to discount of 10%.		
Lead traps and bends	....	15%
Lead wool, lb.	0 11	0 12½
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	$0 33	$0 37
Solder, strictly, lb.	0 31	0 35
Solder, commercial, lb.	0 28	0 31
Solder, wiping, lb.	0 27½	0 30
Solder, wire, lb.	0 34	0 40
Zinc sheets, per lb.	....	0 17

Steady Tone to Sheets and Plates

Toronto.

SHEETS AND PLATES.—Steadiness marks the position of sheets and plates. A very nice volume of business is being handled and the outlook is considered promising. Prices remain at unchanged figures for the week at the following levels:

10 gauge	$4 75	$5 45
12 gauge	4 80	5 50
14 gauge	4 85	5 10
16 gauge	4 95	5 20
18-20 gauge	5 80	....
22-24 gauge	5 85	....
26 gauge	5 90	....
28 gauge	6 00	....
3-16 inch plate	4 90	6 25
¼-inch boiler plate	4 50	5 80

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS.

10¾ oz.	$7 80	$8 10
U.S. 28	7 40	7 70
U.S. 26	7 10	7 40
22 and 24	6 95	7 25
18 and 20	6 80	7 10
16	6 65	6 95
12 and 14	6 50	6 80

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Corrugated Sheets On Good Basis

Toronto.

CORRUGATED SHEETS.—There is a feeling that corrugated sheets are on a good basis, and outlook seems to be pretty satisfactory. Manufacturers are enjoying a very good trade and there seems no immediate prospect of a change from the following price levels:

Corrugated Sheets—	Per 100 sq. ft. Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

General Revision Upward in Scrap Prices

Toronto.

OLD MATERIALS.—There has been a general revision upward in scrap prices this week and a much better feeling prevails throughout the trade. Even higher prices seem to be well within the realm of possibility now. It is said there is a movement on the part of some of the dealers to let go of a considerable part of their holdings. They figure out that prices are not going to jump very much higher, especially in coppers. In fact it may be that they are now near the level that will make about as good selling as can be expected for some weeks.

Fairly large shipments of iron and steel are being made to the United States market. Canadian mills and foundries are not taking up very much material. Range of prices now in effect follows:

Dealers' Buying Prices—		
Tea lead	....	0 03½
Heavy lead pipe	....	0 05
Pipe scrap	....	8 00
Stove plate, per ton	....	12 00
No. 2 busheling	....	8 00
Yellow brass	....	0 08½
Red brass	....	0 13
Light brass	....	0 06
Scrap zinc	....	0 05
Heavy copper	....	0 16½
Wrought iron, No. 1, per gr. ton	....	15 00
No. 1 machinery cast	....	16 00
Heavy melting steel	....	12 00
Old rubbers, boots and shoes	0 06½	0 07
Overshoes, lumbermen's rubber boots	....	0 06
Bicycle tires	....	0 03
Automobile tires	0 03½	0 04

Copper Makes Further Advance

Toronto.

INGOT METALS. — Copper made a further advance of 1c per pound this week furnishing the feature in the metal markets. There seems to be a fair amount of activity in the various metals, the situation generally being much improved over that in the early months of the year.

COPPER.—Another 1c per pound has been added to the price of this metal this week, bringing prices up to 22½c per pound. There is plenty of copper available and a very fair demand.

TIN.—The market in London, England, showed substantial advances during the week, but whether this will continue is still uncertain. No change has been made locally from last week's figures of 55c to 56c per pound, but the British situation, if continued on its present move, may affect the markets here.

SPELTER.—No change is reported in spelter this week, the price holding at 8½c to 9c per pound.

LEAD.—Some efforts are apparent to create a bull market on this metal in the United States, but leading interests seem content to hold quotations steady. Quotations here are being made at 6½c to 6¾c per pound, unchanged figures.

ANTIMONY.—A firm undertone is shown here, but for the week prices have held without change.

ALUMINUM.—The volume of business is still limited to small amounts and price holds at around 35c per pound.

LONDON MARKETS

LONDON, Ontario, July 10—With the exception of a few lines of plated butts, tee and strap hinges, shelf brackets and wrought staples, which show reductions, there is a decided tendency for prices to be firm and even advance. Business has never been better and all through this district the stores are busy. Haying and harvesting supplies are in brisk demand at the present time. Collections were never better and business has been so good that merchants are able to meet their obligations promptly.

No Changes Shown in Nails or Rope

London, Ont.

NAILS, ROPE.—There has been a brisk demand for nails and this promises to develop as an unusual amount of building is in prospect. Prices show no change and are as follows: wire, $4.70 base; cut, $4.75 base.

There has been a big sale for rope recently. Prices are holding steadily as follows:

Pure manila, 34c base per lb.; British manila, 30c; New Zealand hemp, 30c; sisal, 27½c.

Paris Green is Still in Demand

London, Ont.

PARIS GREEN.—The ravages of insect pests throughout the district have created a big demand for Paris green and sales have been very active. Prices show no change and are as follows:

½ lb. pkgs., 54c per lb.; 1 lb. pkgs., 52c; 25 lb. drums, 50c; 50 lb. drums, 49c; 100 lb. drums, 49c.

Bull Dog Vises Show an Advance

London, Ont.

BULL DOG VISES.—New and higher quotations are now in effect on genuine Bull Dog vises. The new figures are:

No. 50, $10 each; No. 41, $11.50; No. 52, $14; No. 53, $17.25; No. 54, $22.25.

Winchester Rifles and Shot Guns Are Hihger

London, Ont.

WINCHESTER RIFLES, SHOT GUNS. — Winchester rifles and shot guns have moved to higher levels, the new quotations being 25 per cent. advance on list as against the old of ten per cent. advance on list. All take down rifles also show an advance on list prices.

Slight Reduction is Made in Ash Sifters

London, Ont.

ASH SIFTERS.—For present or Fall bookings ash sifter prices are a little lower than last year's quotations. Prices are: Banner, $3.20 each; Burrows, No. 1, $4.75 each.

Plated Butts Are Revised Downward

London, Ont.

PLATED BUTTS.—Lower quotations are named on plated butts, the figures being as follows::

No. 241, 2½x2½, 33c pair; 3x3, 35c; 3½x3½, 36c; 4x4, 46c; 4½x4½, 68c; 5x5, 85c.

Light and Heavy Tee Hinges Are Cheaper

London, Ont.

TEE AND STRAP HINGES. — Both light and heavy tee and strap hinges have been revised and the new quotations are downward. The light lines are now 12½ per cent. off list as against 10 per cent. off list formerly, and the same quotation is given for the heavy goods also. Net prices on the heavy goods are figured at 12½ per cent. Quotations are as follows:

Loose.	Heavy tee Per doz.	Heavy strap Per doz.
4 inches	$2.23	$2.64
5 inches	2.80	3.24
6 inches	3.15	3.50
8 inches	3.59	4.73
10 inches	6.39	8.40
12 inches	10.15	10.41
14 inches	10.32	11.90

Lower Prices For Cellar Window Bolts

London, Ont.

JAPANNED CELLAR WINDOW BOLTS.—A new and lower quotation is being made on japanned cellar window bolts, as follows: No. 1076x2½ in., 90c doz. Japanned barrel bolts have also been revised to lower prices as follows: No. 1078x2½ in., 85c doz.; 3 in., $1.05; 4 in., $1.20; 5 in., $1.50.

Sash Cord Higher; Also Cotton Rope

London, Ont.

SASH CORD, COTTON ROPE. — Cotton goods show an advance. Prices on sash cord are now as follows: No. 6, 75c per lb.; No. 7, 75c, and No. 8 to 12, 73c per lb.

Cotton rope is also higher, quotations being 3-16 70c a lb, and ¼ in. and larger 69c per lb.

Seine Twine Higher; Also Awning Cord

London, Ont.

SEINE TWINE, AWNING CORD, CLOTHES LINE.—All of these goods have moved to higher levels and quotations are now being made on the following basis:

No. 18 and larger, in 1-lb. spools, 89 cents per lb.; No. 18 and larger in ¼-lb. spools, 90 cents per lb.; No. 15 and smaller, in 1-lb. spools, 90 cents per lb.; No. 15 and smaller ¼-lb. spools, 91 cents per lb.

NO CHANGE IN M. R. M. HORSE NAILS

In the June 28 issue of HARDWARE AND METAL on page 55, there was an item respecting a decline in the price of M. R. M. horseshoe nails. This was an error as there has been no change recorded in the selling price of these. HARDWARE AND METAL secured this information from a thoroughly reliable source, but the interpretation placed on certain correspondence happened to be wrong. Prices prevailing are therefore, for No. 5, $5 per box of 25 pounds; No. 6, $4.75; Nos. 7 and 8, $4.50; Nos. 9 to 12, $4.25.

Braided awning cord (new prices)—No. 3, $2.00 doz. hanks; No. 3½, $2.25; No. 4, $3.60; No. 4½, $4.90.

Twisted cotton clothes lines—30 ft., $2.60 dozen; 48 ft., $3.75; 60 ft., $4.85.

Higher Quotations on Pearson Horse Pokes

London, Ont.

PEARSON HORSE POKES.—A new and higher quotation on Pearson horse pokes is now effective as follows: $16.50 per doz.

Copper Rivet Prices Have Been Advanced

London, Ont.

COPPER RIVETS, BURRS.—Higher quotations have been made on these lines following the recent advances in copper prices. The new quotations are:

Copper rivets with usual proportion of copper burrs, that is to say, weight of copper burrs not exceeding one-third of combined weight of copper rivets and copper burrs, list less 10 per cent., as against the old discount of 15 per cent.

Copper rivets with copper burrs where the burrs are more than one-third of the combined weight of the copper rivets and copper burrs: copper rivets, list less 10 per cent., formerly 15 per cent.; copper burrs up to one-third of combined weight of copper rivets and copper burrs, list less 10 per cent., formerly 15 per cent. Copper burrs in excess of one-third of combined weight of copper rivets and copper burrs, list plus 25 per cent. Copper burrs only, list plus 25 per cent.

Ten Per Cent. Drop in Japanned Brackets

London, Ont.

JAPANNED SHELF BRACKETS. — New prices which are ten per cent. lower than former quotations are now effective on these goods. The new prices are:

3x4 in., 80c doz. pair; 4x5 in., $1.05; 5x7 in., $1.60; 6x8 in., $2; 7x9 in., $2.35; 8x10 in., $2.75; 10x12 in., $3.85; 12x14 in., $5.75.

Wrought Staples Show a Reduction

London, Ont.

WROUGHT STAPLES.—A revision to lower levels has been made in wrought staples and the following are the prices:

1¼ in., 50c gross; 1½ in., 50c; 2 in., 70c; 2¼ in., 80c; 2½ in., 95c; 3 in., $1.25; 3½ in., $1.50; 4 in., $2.15.

Valve And Plunger Leathers Up 10%

London, Ont.

VALVE, PLUNGER, PUMP CUP LEATHERS.—All of these goods have moved to higher prices following the recent stiff advances in leather. The new prices are:

Pump valve and plunger leathers—No. 1x2½ inch, $1.00 dozen; No. 2x3 inch, $1.30 dozen; No. 3x3½ inch, $1.50 dozen; No. 4x4 inch, $1.85 dozen.

Pump cup leathers—No. 1x2½ inch, $1.35 dozen; No. 2x3, $1.85; No. 3x3½, $2.35; No. 4x4, $2.75.

Cut Lace Leather Soles, Heels Advance

London, Ont.

CUT LACE LEATHER, SOLES, HEELS.—New and higher prices are effective on all these goods. The quotations are as follows:

Cut lace leather, $2.15 lb.

Leather soles and heels, new prices on best selling numbers—Men's, No. 121, leather soles, $4.60 dozen pair; No. 122, $4.40; No. 123, $4.20. Boys', No. 31½, leather soles, $3.30. Ladies', No. 37½, leather soles, $2.60. Men's, No. 51, leather heels, $1.80 dozen pair; No. 52, $1.60. Ladies', No. 81, leather heels, $1.40.

Advance of 20c in Linseed Oil

London, Ont.

LINSEED OIL. — Prices are again moved to still higher figures, the advance being 20c per gal. Quotations are now as follows:

	Raw.	Boiled.
1 to 2 barrels, gal.	$2.95	$2.78
3 to 5 barrels, gal.	2.94	2.97
6 to 9 barrels, gal.	2.92	2.95

Less barrels, add 10 cents gallon.

No Changes Shown in Prices of Turpentine

London, Ont.

TURPENTINE.—There has been a very fair demand for turpentine. Prices show no change from the following:

1 barrel lots, $1.55 per Imp. gal.; 2 to 4 barrel lots, $1.54; 5 gal. lots, $1.65.

White Lead in Oil is in Good Demand

London, Ont.

WHITE LEAD IN OIL.—There has been a good sale for white lead in oil. Prices are as follows:

Pure, tons, $16.35 per 100 lbs.; less tons, $16.70.

Putty Prices Are All Holding Firmly

London, Ont.

PUTTY.—There has been a good demand for putty and it is expected that it will be maintained. Prices show no change and are as follows:

Standard, 100 lb. drums, $6.80 per 100 lbs.; 25 lb. drums, $7.05; pure, 100 lb. drums, $9.30; 25 lb. drums, $9.55.

WINNIPEG MARKETS

WINNIPEG, July 10—Price changes for the past week show only a limited number of items affected and include both advances and declines. Among the lines are cobblers' sets, glaziers' points, gasoline faucets and turnbuckles. There are no changes in any of the heavy goods and prices just at present seem firm.

With the big strike called off, practically all lines of businesses are running 100 per cent., with many working overtime to take care of the rush of business that has accumulated in the mails. However, all this will no doubt be taken care of within the next week. With the approach of the harvest season, which will be from two to three weeks earlier than last year, there is good demand for valves, packing, harvest tools, etc.

Rope Prices Are Showing Firmness

Winnipeg.

ROPE.—Prices on rope of all grades which were very active a few months ago seem to have reached a firm basis, while the demand is reported very good and stocks well assorted. To-day's prices are as follows: pure manila 35¼c, British manila, 31¼c, sisal 28¼c, African hemp 31¼c, lath yarn 28¼c.

Cobblers' Sets Show 10 Per Cent. Reduction

Winnipeg.

COBBLERS' SETS.—A reduction of approximately 10 per cent. is recorded during the week on Economical cobblers' sets, based on new lists issued by the manufacturers, and to-day's price is now $12 doz.

Zinc Coated Points For Glaziers Lower

Winnipeg.

ZINC COATED GLAZIER'S POINTS.—Zinc coated glazier's points are also revised to lower levels, due to the lowering of the zinc market, new prices just issued being from 5 to 10 per cent. below former quotations, making to-day's price $1.40 per doz. papers.

Gasoline Faucets Slightly Reduced

Winnipeg.

GASOLINE FAUCETS. — Gasoline faucets No. 35 show a slight drop during the past week, based on lower prices for raw materials and to-day's ruling price on this line is now $13.80 doz.

New Prices Named on Stub End Turnbuckles

Winnipeg.

STUB END TURNBUCKLES.—Stub end turnbuckles have undergone a general revision, based on new prices issued by the manufacturers, the smallest sizes showing a slight advance, while the larger sizes come in for a reduction. To-day's market prices on a few of the most common sizes is given as follows: ½, 59c; ⅝, 65c; ¾, 82c; ⅞, 98c; 1 in., $1.15 each.

Wrought Iron Pipe is Holding Firmly

Winnipeg.

WROUGHT IRON PIPE.—Prices on wrought iron pipe still hold firm on the local market at former quotations. Sales are reported good on this commodity, with stocks fairly well assorted. To-day's ruling prices are confirmed as follows:

	Black.	Galv'd.
Wrought Iron Pipe, 100 ft., ¼	4.91	$7.20
⅜	5.00	7.34
½	6.66	8.37
¾	8.33	10.71
1	12.33	15.75
1¼	16.65	21.29
1½	19.94	25.43
2	26.82	34.25
2½	43.07	54.77
3	56.40	71.70
3½	73.86	.....
4	87.25	.....
4½	100.26	.....
5	116.82	.....
6	151.52	.....

Shovels and Scoops Showing No Changes

Winnipeg.

SHOVELS AND SCOOPS. — Shovel and scoop prices still hold firm at former quotations, while the sale is reported very good, particularly on scoops, as the harvest season is not far off. To-day's ruling prices are herewith confirmed. Shovels:

Fox and Olds—D.H. sq. pt., $15.05 doz.; D.H. rd., $15.05; L.H. sq., $15.05; L.H. rd., $15.05.

Bulldog and Junes—D.H. sq., $16.30 doz.; D.H. rd., $16.30; L.H. sq., $16.30; L.H. rd., $16.30.

Scoops, Crescent—No. 4, $19.00; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50 doz.

Moose and Jones—No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

Coil Chain Prices Are Holding Steady

Winnipeg.

COIL CHAIN.—Coil chain prices show no change of late holding very firm. They are given as follows:

3-16 in., $19.20; ¼ in., $16.25; 5-16 in., $13.75; ⅜ in., $12.75; 7-16 in., $12.35; ½ in., $12.25; 9-16 in., $12.25; ⅝ in., $12; ¾ in., $11.65; 1 in., $11.40 per 100 lbs.

Log chain: 5-16 in., $15.55; ⅜ in., $14.55; ½ in., $14.05 per 100 lbs.

Linseed Oil Shows Advance of 50c

Winnipeg.

LINSEED OIL.—Linseed oil prices show a further sharp advance this week, amounting to 50c per gallon. Indications point to even higher levels. Sales at to-day's prices are reported fairly light, while stocks are not heavy. To-day's ruling prices are now given as follows: Raw linseed oil, $2.90 gal., boiled linseed oil $2.93 gal.

Expect Turpentine Will Remain Steady

Winnipeg.

TURPENTINE. — Turpentine is another paint commodity which is also holding very firm on the local market, and from present reports no reduction is anticipated for some time at least. Sales are reported below normal owing to present prices, which are confirmed as follows: barrel lots, $1.65 gal.; half barrel lots, $1.68 gal.; 5 gal. lots, $1.70 gal.; 1 gal. lots, $1.70 gal., plus the usual extras for containers.

Advance Looked For in Prices of Paints

Winnipeg.

PREPARED PAINTS.—Following the recent heavy advances in both linseed oil and turpentine, paint prices are due for a further advance, which is reported at 25c per gal., and new price lists will no doubt be issued by the paint manufacturers this week.

PITTSBURGH MARKETS

PITTSBURGH, Pa., July 10.—Pig iron production in June was at the rate of about 26,100,000 tons a year, the rate showing an increase of an even million tons over the rate in May. This is the first increase in pig iron production since before the war ended. Last Sep-

(Continued on page 74.)



Get Ready for Fall Paint Business

Review of Conditions Faced in Spring and Attitude of Some Dealers Then a Lesson For Fall—Public Demand Large—Advertising Campaings Help—The Price Question Again—Buy to Meet Needs.

WHEN paint salesmen were booking spring orders last fall dealers shook their heads, wise-acre fashion, and declared: "Paint prices are too high; people won't buy, so we won't stock up. We'll wait till prices come down; they're bound to come down."

Prices didn't come down and still the public bought. Of necessity prices had to go up. Linseed oil went up, labor went up, cans went up; scarcely anything but what went up in the manufacture of paint.

One Dealer's Experience

The following incidents illustrate the trend of events. A paint dealer arranged to stock a line of floor paint in half-pints at near-popular prices, thinking that thereby he would overcome the high price conditions. In the midst of the active season enquiry elicited the fact that the experiment didn't work.

"Why?" he was asked.

His explanation was more of a confession — "When people want floor paint they want it in sizes that will meet their requirements. If it takes a quart to cover their floor, they want a quart; if it takes a gallon, they want a gallon. They're not going to monkey around with small sizes.

"What about prices?"

"That's where I got fooled the most," he continued in confession. "When people make up their minds to paint the floor prices don't seem to bother them in the least. They've got used to paying higher prices for everything else and they've fallen right in line about paints. Fact of the matter is there is a question arises in their minds as to quality if they're asked too low a price."

Another dealer openly argued that if all paint dealers would hold off in their buying it would lower both linseed oil and paint prices. This man foolishly attempted to buck against a situation that neither he nor the whole paint trade combined could stop.

Did the prices come down? They did not!

Public Demand Was There

Public demand for paint put up an impenetrable barrier against any such possible hold-up of the trade. The upshot was that he was forced to buy when his shelves were practically bare and at higher prices than at the time he was urging most strongly not to buy.

Neither high prices nor holding off of buying could possibly stop the trade this spring.

One factor did retard the amount of painting that might have been done. The shortage of painting labor has made it necessary for many to postpone their painting until this fall or next spring. In one Western Ontario town a man supplying the farm trade with lumber, building supplies and farm equipment explained that he would have taken on a line of paint if there had been painters in town who could apply it. "Time and again I've had farmers practically begging me to get a painter somewhere to paint up their homes. They've got the money to pay for good painters, but they are not to be had. They haven't time to do it themselves because they're shorthanded for their own work. There is a small-sized gold mine with paints for me if we could only get the painters."

Advertising Campaigns Help

The various campaigns that have been running through Canadian farm papers and magazines have also been of immense value in bringing home the necessity of using paint for protection and preservation.

The Secretary of the Canadian Master Painters' Association affirms that this campaign has undoubtedly increased the demand for paint and the services of painters.

In spite of all prophecies to the contrary the paint trade has been maintained and advanced this year, and from present appearances it will continue in demand as the public is brought more and more to the realization that paint is a necessity for protection and preservation. It has become more and more apparent to those interested in both the wholesale and retail distribution of paints and varnishes that this impetus will continue steadily throughout the year.

Haying and harvesting will probably bring a temporary lull in paint and varnish sales in the country districts and the summer holiday season will retard them to a certain extent in cities and towns, but an unusual demand is expected to revive this fall.

Fall Outlook Bright

Painting that could not be done this spring, on account of the lack of labor, will be done this fall before the winter months set in. The labor unrest that has prevailed throughout the country during the spring will become more settled and Canada, it is expected, will begin to experience the most prosperous time of the industrial reconstruction period.

The advertising campaigns are again expected to as-

(Continued on page 68)

THE CENTRE OF ATTRACTION

"Save the surface and you save all" *Paint & Varnish*

"IMPERVO" VARNISHES
For all purposes.

"IMPERVO" PORCH AND DECK
Quick drying gloss, for exterior use.

MOORE'S FLOOR PAINT
Durable and glossy, for interior use.

TILE-LIKE
A varnish and stain combined.

SANI-FLAT
A sanitary flat oil paint.



MOORAMEL
A perfect white enamel.

HIGH GLOSS ENAMEL
For general household use.

AUTO FINISH

CARRIAGE ENAMEL

MORELUSTRE ENAMEL
For interior or exterior use.

WAGON AND IMPLEMENT PAINT

BARN PAINT

SHINGLE STAIN

"MURESCO"
The best wall finish.

A high grade mixed paint is "The Centre of Attraction" of any line of paints. Moore's House Colors are guaranteed by our dealers: "Absolute satisfaction or money refunded," and we back it up.

Write us for prices and color cards and ask for details of our agency proposition.

Benjamin Moore & Co., Limited

One of the Largest P. & V. Industries on the Am. Continent

Toronto **Halifax** **Winnipeg**

GET READY FOR FALL PAINTING

(Continued from page 66)

sist in a large measure in advocating fall painting and backing up what many manufacturers have been doing in the past in their advertising, telling of the advantages of paint applied in the fall.

In conference recently with a number of Toronto master painters they all declared that the fall was by far the best time of the year for painting. One man stated that paint applied in the fall would look better and wear better the following summer than if applied in the spring of the same year.

Price Question Again

Perhaps the question of probable prices will loom up before some paint dealers as it did when spring orders were being bought last fall, and winter. Those is the know are positive in their opinions that history will repeat itself and that the public demand will continue as it did last spring. Anyone in the trade attempting prophecies concerning prices is not doing so in favor of any considerable measure of reduction. Prices are most likely to remain firm and the reasons reach way back into the fundamental conditions that exist in visible and possible supply of flaxseed, turpentine, pigments, dyestuffs and the labor market.

There is very little that is fictitious in these conditions. The flax acreage on this continent for 1919 has been reduced in favor of wheat at a guaranteed Government price. Russian oil is out of the question. Oil from India is difficult to obtain owing to shipping conditions.

Buy to Meet Needs

Now, what position is the retail dealer to assume under these circumstances? Certainly he should avoid the errors that many made in connection with this last spring's buying. He can confidently bank on a more than usual demand for paints and varnishes this fall. He should be prepared to meet this demand with an adequate stock. Too many sales were lost this last spring on account of inadequate buying. Hand-to-mouth buying has had its turn and there is nothing appea ing on the horizon to indicate that it will avail or be any safeguard this fall in view of the demand that is practically certain to come when fall painting is resumed.

This warning is being given at this early date to enable the far-sighted dealer taking care of every possible sale that comes his way.

Now is the time to get ready for the coming fall business. Stocks should l considered and bought as early as possible to insure supplies and early delivery. Individual advertising and advertising in co-operation with the manufacturer should be arranged now so that the natural demand and the demand created by all methods of advertising can be well taken care of.

As the retail paint dealer is the last link between the trade and the consumer, his complete readiness will contribute very largely to the success of the fall

Sheffield Refused Permission to Adopt Community Trade Mark

THE Local Legislation Committee of the British House of Commons has refused the application of the Sheffield Corporation for powers to register the name of its city as a community trade-mark and to control its use in connection with all metal manufactures. Included in the Corporation Bill now before Parliament is a "community trading clause," which provides that it be lawful for the corporation to register the word "Sheffield" or the words "Sheffield, England," or any such known marks as community trade-marks. The object was the very laudable one of preventing, in the interests of honest trading, the improper and misleading use of such words.

Would Protect Name

What the promoters particularly desired to secure was jurisdiction over the name of the city in connection with the titles of firms and companies. Had the application succeeded no person could have adopted "Sheffield" as part of the name of his business without the permission of the corporation, and the committee probably thought it inadvisable to entrust such arbitrary powers to a few individuals. Such authority vested in a responsible body like a municipal corporation would certainly be capable of much good, and no one could question the bona fides of the motive underlying the application; but unless exercised wisely and with perfect impartiality it might be found to contain potentialities of injustice and injury to individuals, as well as of invidious decisions. The committee was perhaps wise in recognizing those possibilities.

Questionable Ways

That the corporation possessed the best of grounds for their action will not be questioned by those who know that Sheffield's name is being used in many questionable ways in connection with businesses handling the city's best-known staples, and there is nothing, for instance, to prevent a foreign firm, making all its goods abroad, from establishing an office in Sheffield and including "Sheffield" in its title. Counsel for the Home Office, in opposing the proposal, said that the clause as drafted would prohibit a person manufacturing goods in Sheffield from adopting "Sheffield" as part of its trade name and would also prevent people carrying on business in Sheffield from calling themselves "The Sheffield So-and-So." In reply to this point it was stated that the corporation asked for discretionary jurisdiction in such cases, which would be subject to an appeal by the trader to the Registrar of Trade-marks.

May Be Registered

The utmost the committee was prepared to concede was the inclusion in the Bill of a clause empowering the Corporation to register the words in question as a community trade-mark to have effect only in such countries the laws of which recognize community trade-marks as applied to manufactured goods, and counsel on both sides were asked to draft and submit a clause embodying that power. Such a decision amounts to a rejection of the proposal, as the only country whose law recognizes community marks is Germany, where the plan was adopted shortly before the war. This enactment enables any community in the country to take advantage of the provision. The hint was thrown out during the course of the inquiry before the committee that it would be more desirable to legislate in the matter of community marks by a national rather than a local Bill.

The clause subsequently drafted and now part of the Bill awaiting Parliamentary sanction reads as follows: "The Cutlers' Company may register in Sheffield the word 'Sheffield' or the words 'Sheffield, England,' as community marks so that they may have effect as such in any country the law of which recognizes community marks as applied to manufactured goods." The effect of the clause is that the words mentioned can only be used for trade purposes in countries which eventually adopt the principle of community marks, with the permission of the person or body who registers them under the power of the Bill.

DU PONTS REPORTED TO BE ENTERING OIL INDUSTRY

According to press reports Charles A. Patterson, vice-president and general manager of the E. I. du Pont de Nemours & Co., with Sylvester D. Townsend, jr., one of the attorneys for these interests, Edward B. Rich and Simon L. Wolfe, well known oil operators, have incorporated the Atlas Petroleum Corporation, with an initial capitalization of $5,000,000.00.

The new company begins operations with seven producing wells, ample resources and over 33,000 acres of oil lands in West Virginia and Texas, completely equipped for an extensive development campaign.

T. S. SIMMS & CO. HOLD CONVENTION

Representatives from coast to coast of T. S. Simms & Co., Ltd., St. John, N.B., will gather at the headquarters of the company on July 15, 16, 17 and 18 for their annual convention. Discussions relative to the business outlook for fall and next spring will be taken up, and many subjects, such as prices and the policy of the company, will come up before the meetings. F. M. Baker and K. C. Baker, Toronto representatives of the company, and H. B. Agnew, London, Ont., representative, leave on Saturday night for the East to be in attendance.

BOECKH'S RUBBER SET BRUSHES

IMPORTANT JUDGMENT BY COURT OF APPEAL

THE action brought against the BOECKH COMPANY, LTD., to prevent their using the descriptive words "RUBBER SET" on, and in connection with their Brushes, has been **dismissed with Costs** against the Plaintiffs by the unanimous judgment of the Court of Appeal, which affirms the judgment of the Trial Judge, the Honorable Mr. Justice Masten.

The word Rubberset, or the words "RUBBER SET," are the only words which **accurately** and **absolutely** describe how the Brushes which have a Rubber Setting are made, and no person has, nor can have, a monopoly in the use of such word or words.

We think it only fair to notify the Trade and the General Public of this judgment, so that they cannot be misled as to our right to make use of the words "RUBBER SET" to indicate the process by which our genuine "RUBBER SET" Brushes are made.

Our **Paint, Varnish, Kalsomine, Sash Tools and Shaving Brushes** are made by our genuine "RUBBER SET" Process, by which the Bristles are firmly held in vulcanized rubber, and we are thereby able to **absolutely guarantee them** in every particular, and we use the words "RUBBER SET" to let the buyer know exactly how our Brushes are made.



"THE BRISTLES CAN'T COME OUT"

Every Brush Guaranteed

THE BOECKH COMPANY, LIMITED

TORONTO, CANADA



Big Demand For Paints in Western Canada; Going Out After It Proves Successful

"IS there a demand for paint in Western Canada? Say, if the hardware dealers of this country would get out and take the orders of farmers who need paint, want paint, and are ready to buy paint for the asking, we would not be able to supply the demand."

The speaker was James W. Duncan, traveling salesman for the Canada Paint Company in Western Canada, and the story of his own personal experiences in selling paint direct to farmers should be an eye-opener to merchants.

Mr. Duncan explained their policy of sales service whereby salesmen on the road stop over a few days wherever a new agency is established in order to visit farmers in the surrounding country, and demonstrate the possibility of selling paint.

"The other day," he said, "I established an agency with a Craik, Sask., firm, putting in a $500 stock of paint. I then accompanied the dealer in a car to the homes of 70 farmers in the immediate vicinity, and sold 12 good jobs in three days. We presented to each of these farmers attractive color schemes, and we impressed the farmers with the fact that they could convert their shabby homes and barns into fine appearing buildings at very little expense, while at the same time preserving them against rapid decay. Most farmers had an exaggerated idea of the cost of the work, and had not fully realized the saving qualities of paint, for they had never been told. They were quick to respond to the color schemes submitted to them as revealed in pictures of farm homes and buildings, and in short by canvassing them their desires were aroused to the point of buying. In this special case we secured five returned soldier painters from the G.W.V. of Regina to go out and handle the various jobs.

"There was no question of the money being available in any of these 12 cases. At any time, perhaps in the last two or three years, the farmer could have easily afforded to have his buildings painted. Like others all over the country he was buying automobiles, and phonographs and ranges, and like as not making a trip to California in the winter. The whole reason was that no one had endeavored to stimulate interest in the paint-up movement. Some of the jobs were on massive barns that had been recently built and which might have gone unpainted for a number of years if we had not happened along. In every case the paint was sold for cash, and the work was done for cash.

"We made the same kind of canvass in the case of a recently established store at Lang, Sask. This merchant sold $2,000 worth of paint since last December by taking the tip and going out after business."

The main feature of these experiences is that in every part of the country there are numbers of buildings which required to be painted. All that is required to complete a sale is for the country hardware merchant to observe these buildings and canvass their owners either directly in their homes or when they enter his store. He can, at least, pave the way for a sale and start the farmer thinking by supplying the farmer with some illustrations of color schemes to take home to his wife.

Apart from these direct methods it is easy to dress up a paint window during the summer months by using the posters supplied by the paint houses together with a display of color cards and pyramid piles of paint in tins. Such a window was on display in the store of William Anderson at Melville early in June, and he stated that he made several sales as a direct result of it.

COURT OF APPEAL AFFIRMS THE JUDGMENT

Dismisses With Costs Action Brought Against the Boeckh Company, Ltd.

It will be recalled that action was brought against the Boeckh Company, Ltd., Toronto, by the Rubber Set Company, to prevent their using the descriptive words "Rubber Set" in connection with their brushes. The Court of Appeal has given judgment in favor of the defendants dismissing the action with costs. The word Rubberset, or the words "Rubber Set," are held to be the only words which accurately and absolutely describe how brushes which have a rubber setting are made, and no person has, nor can have, a monopoly in the use of such word or words.

TIN PLATE PURCHASES INCREASING

Canada is now one of the largest buyers of tin plate, terne plate and taggers tin that the United States has. Figures available for the latest monthly period show that in that time Canada purchased 9,496,288 pounds, valued at $709,301. The United States' next largest customer for tin was the Argentine, which took tin valued at $425,419.

ATTRACTIVE WINDOWS BRING RESULTS



Here is a view of the store front of Dinnick's, 1520-1522 Commercial Drive, Vancouver, B. C. Splendid opportunities for displays are presented by the fine store windows and in inset will be seen a window display recently put in on aluminum ware. In commenting on this W. D. Dinnick stated that the firm had received excellent results from a sales and advertising standpoint. "The window when lighted at night," Mr. Dinnick stated, "produced a brilliant effect and brought people from outside the city who saw the window in passing on the street car to our store to make purchases." In front of the store will be seen the motor car which this firm uses in speeding up deliveries to their customers.



The Salesman's Good Word

The salesman's finger is always on the pulse of the buyer, and he is, therefore, a good judge of the merit of the goods he sells over the counter. It's pleasant business for a salesman to recommend and sell things that always please, and bring customers back for more of the same.

This is why Berry Brothers Varnishes, Enamels and Stains have won the salesman's good word. There are never any complaints of "Berry" brands, they always satisfy because they are uniformly good and reliable.

PARTIAL LIST OF DISTRIBUTORS OF BERRY BROTHERS' PRODUCTS

Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co. - - - Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd. - - Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. - - Toronto
A. M. Bell & Co., Ltd. - - Halifax. N.S.
Lariviere, Inc. - - - Montreal, Que.
L. H. Gaudry & Co. - - Quebec, P.Q.
Wood, Vallance, Ltd. - - Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.
Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

WALKERVILLE, ONT.

(10)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, July 10.—Three dollar linseed oil may be a general low basis before the week end. In the meantime few are naming prices to the trade, and flaxseed has scored to the highest price in history, being quoted at $6.04 on Wednesday's market. The lowest and only quotation made on oil is $2.90, and this may be withdrawn at any moment. World stocks of flaxseed are reported short and it is impossible to predict where the advances will stop. Turpentine, while easing for a brief period, reacted and has climbed back to slightly higher levels than those quoted last week. Putty and white lead in oil are firming and may be advanced soon. Shellacs are scarce and higher and varnishes are decidely firmer. Litharge and red lead are quoted down.

Record Flax Price; Oil Exceeds $2.90

Montreal.

LINSEED OIL.—It is unsafe to make any predictions on linseed oil and crushers are less inclined than ever before to make them. Flaxseed reached the unprecedented level of $6.04 per bushel on Wednesday. It may go on till the $7.00 mark is reached. Short supplies are reported aud crushers are able to secure seed only on the advance basis. Jobbers, for the most part, are out of the market and will not quote. Some oil has been sold, it is stated, at above $3 per gallon. Increases will perhaps make the basis at least $3.00 before the week-end.

Raw—	Imp. Gal.
1 to 4 barrels	$2 90
5 to 9 barrels	....
10 to 25 barrels	....
Boiled—	**Imp. Gal.**
1 to 4 barrels	$2 92½
5 to 9 barrels	....
10 to 25 barrels	....

More Turpentine; But No Reduction

Montreal.

TURPENTINE—While there has been some relief in the matter of supply this week, conditions have not eased to the extent that is desirable. Prices have not been lowered, and until there is the desired improvement to give a steady supply of the commodity low prices are not likely to prevail. There was a temporary easing for a few days, but the reaction which followed has stiffened the market quotations slightly to $1.45 to $1.60.

Turpentine—	Imp. Gal.
1 to 4 barrels	$1 45 $1 60
Small lots	....
(Packages extra.)	

Advance is Likely; Putty Market Firm

Montreal.

PUTTY.—Increasing prices for linseed oil will have the effect, it is expected, of bringing about revision to higher basis of putty prices. This is not an active selling season, and it is therefore not a time when prices are usually changed. The situation is strong and increases are quite justified, it is stated.

	5 ton	1 ton	Less Quanty.
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do. 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Red Lead is Down; So is Litharge

Montreal.

RED LEAD, LITHARGE.—Lower prices have been named for red lead. The prices now quoted on casks is $10.50 per 100 pounds and that for 100 pound lots $11.50. Litharge is quoted down to $10.75 per 100 pounds in ton lots, and in small quantities per 100 pounds at $11.75.

To Advance Paint Is Present Outlook

Montreal.

PAINTS, ETC.—Advancing oil prices make it extremely likely that another advance will be made for prepared paint. In view of the abnormally high oil markets, it has been impossible to anticipate these increases, and if oil holds on its basis, as is almost sure, that paints will be revised to a higher level. This may amount to 25c when it comes and it may come during the present week. There is a good active movement yet.

Shellacs Higher; Varnish Firming

Montreal.

SHELLACS, VARNISHES.—A distinctly nominal basis obtains for shellacs. Quotations are not guaranteed by the trade, and dry shellacs in particular are very scarce and high. Those having the latter are quoting around $1.25 per pound for them. There is a decided firmness of undertone to the varnish market. Raw materials are reported to be very much higher, and it is only the holdings of supplies that cost less some months ago which has enabled manufacturers to refrain from price revision, it is stated.

Tendencies Firming White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—It is not unlikely that white lead in oil may be advanced in price. HARDWARE AND METAL has pointed out before that while corroded lead would perhaps not be advanced, the future of price on the product in oil would depend largely upon the price of oil. The latter is now so high that increases of price may be put into effect. In the meantime the basis holds at $15.50 for five-ton lots, $16 for tons and $16.35 per 100 pounds for small quantities.

TORONTO

TORONTO, July 10.—All guesses as to where linseed oil prices are likely to go to are mere speculation. Those who a short time ago thought that $5 flaxseed would be the limit have seen it pass the $6 mark, and it is still climbing. The markets are bare, and with a good volume of business offering there is every indication that linseed oil will remain high for some time. To-day's quotations range from $2.95 to $3.15. The development of more business from overseas during the week has had the effect of checking the downward tendency of turpentine, and indications are that it will be very firm and likely to advance slightly. Rosins are holding firmly but some are expected to go higher as there are heavy demands both from overseas and at home.

New High Records Made By Linseed Oil

Toronto

LINSEED OIL.—Ever higher prices for flaxseed, unfavorable reports regarding this year's crop prospects and a steady demand are all having the effect of sending linseed oil prices to new high levels. To-day's quotations range from $2.95 to $3.15. With flaxseed quoted at $6.04 and the market very firm, even higher prices are likely to develop shortly. The official report on the flax out-



Saved

500 Pounds White Lead

JUST one trial convinced the Niagara, St. Catharines, Toronto Navigation Company that Brandram's Genuine B.B. White Lead rightly deserves the title "Best for over two hundred years."

Usually they bought one ton of ordinary White Lead for covering their boat "Dalhousie City." Last year they were persuaded to try Brandram's. They bought one ton and when the job was finished *had* 500 *pounds* left, while the job was pronounced better than former years.



"Save the surface and you save all" *Paint & Varnish*

This is one instance in hundreds that we could tell you about. Painters all over Canada who have used Brandram's Genuine B.B. will never "go back" to any other.

Our dealers are enthusiastic in their praise of Brandram's Genuine B.B. White Lead as a builder of business. They never have any complaints.

There is a sales proposition waiting for you—write for it. Better still, send in a trial order.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

look issued at Washington estimates this year's crop at 13,000,000 bushels. This is a big reduction from the normal figure of 21,000,000 bushels and is due, it is stated, to hot and dry weather. From the reports of other years it is gathered that the United States needs 30,000,000 bushels, the difference being made up by importations from the Argentine. Very little seed has been coming in from the Argentine for some time, the shippers there preferring to pay forfeits and ship to the British markets. Toronto crushers have been receiving requests by cable every day from London, Eng., for linseed oil. This is business that until a short time ago never came to Canada, and is due to the shortage of steamers. From the Canadian West reports regarding flax continue to be somewhat unfavorable, the long spell of dry weather having greatly reduced the yield. Prices are as follows:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	$2 95	$3 15
3 to 5 barrels, gal.	2 94	3 14
10 barrels and over	2 92	3 12
	Boiled	
1 to 2 barrels, gal.	$2 98	$3 18
3 to 5 barrels, gal.	2 97	3 17
10 barrels and over	2 95	3 15

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

Turpentine Firm; Rosins Advancing

Toronto

TURPENTINE, ROSIN.—After dropping for only a brief period in Southern markets turpentine has recovered owing to new business from overseas, and the market is very firm, and prospects are that it will continue so. Crop reports indicate that there will not be any greater output than was available last year and this was not nearly enough to meet normal requirements. The rosin market is very firm and prospects are for immediate advances. Turpentine prices are as follows:

Turpentine—	Imp. gal.
1 barrel (barrel included)	$1 55
2 to 5 barrels (barrel included)	1 54
5 gallon lots	1 65

Many Rumors That Paint is to Advance

Toronto

MIXED PAINTS.—Manufacturers are expecting that further advances will be made in paint prices. It seems difficult to find out when these will become effective but the opinion seems general that prices are very shortly to be revised upward. The unprecedented prices of linseed oil are a big factor in the situation. Repeat orders continue to come in most satisfactorily, and many of the paint firms are still working overtime in getting their shipments out.

Paint Brushes Are Likely to go Higher

Toronto

PAINT BRUSHES.—As a result of conditions which have been developing in the bristle market and steadily advancing prices, which, in some instances, show an increase of ten per cent. in the past three months, it is stated that higher prices for paint brushes are likely to become effective shortly. There has been a fair volume of business offering in all parts of the Dominion except Manitoba, where the strike caused demoralization, which will take some time to straighten out. Building reports indicate a steady and very satisfactory development.

Window Glass Firm; Putty is Unchanged

Toronto

GLASS, PUTTY.—A noticeable increase in the demand for window glass is a feature of this week's markets. All over the country there is a steady increase in the building activity, and as some of the work that was started early is now reaching the stage where the glass is required, business is showing an improvement. This, it is expected, will continue. Putty prices show no change, the quotations being as follows:

Standard Putty -	5 ton	1 ton	Less
Bulk, in barrels	$5 35	$5 60	$5 95
Do., 100 lb. iron	6 20	6 45	6 60
Do., 25 lb. iron	6 45	6 70	6 85
Do., 12½ lb. irons	6 70	6 95	7 30
Bladder, in barrels	7 10	7 35	7 50

Pure putty advance $2.50 per 100 lbs. over above.

White Lead in Oil Remains Unchanged

Toronto

WHITE LEAD IN OIL.—In spite of the big advances in linseed oil quotations on white lead in oil are holding steady. The volume of business offering is most satisfactory. Quotations are: 5 ton lots, $15.85 per 100 pounds; one ton lots, $16.35; in smaller quantities, $16.70.

PITTSBURGH MARKET

(Continued from page 65)

tember the record rate was attained, 41,900,000 tons, and month by month thereafter there were successive decreases. The turn has now been rounded. It is possible, however, that July will show little if any increase over June, because midsummer brings such high humidity, cutting down individual blast furnace outputs. There is, at any rate, a greater furnace capacity in blast than the average of June.

Mill Operations Increase

Steel mill operations on July 1 were running at the rate of fully 65 per cent. of capacity, and there has been a slight further increase since then. A 70 per cent. rate may be attained within two or three weeks as there is a continued tendency to put more capacity in operation since the orders received have been consistently running ahead of the shipments made. The low point in operation was about 50 per cent., at the middle of May, the month as a whole showing an operation of 54 per cent., against 65 per cent. for April, and an estimated 60 per cent. rate in June, the official figures for June not being available as yet.

The demand is for finished steel products, in the various forms of bars, shapes, plates, sheets, wire, etc., produced from ingots through the various finishing processes. It is practically certain that the capacity for producing steel ingots is in excess of the absorbing power of the various finishing departments, this arising from the fact that during the war many additional open hearth furnaces had to be built to produce ingots, on account of the heavy demand for shell steel, which was not rolled through any of the regular finishing channels. The result is an unbalanced industry. In ordinary times the total of finishing capacity has exceeded the ability of the steel departments to produce the raw steel, an excess being necessary because in one year the demand might run more heavily to certain products, and in another year it might run more heavily to others. Steel ingot capacity increased from 35,000,000 tons a year in 1914 to 49,000,000 tons at the present time, or 40 per cent., whereas outside the building of many plate mills there was but little increase in steel finishing capacity. While it is very difficult to estimate, it is probable that the various finishing departments, excepting the rail and plate mills, would probably be filled up solidly before the requirements in ingots ran beyond 85 or 90 per cent. of the capacity. If so, one does not need to look for steel mill operations to attain one hundred per cent. before there is full activity. Taking it that ingot production was 50 per cent. of capacity at the middle of May, and 65 per cent. on July 1, the increase in that short space of a month and a half represented between one-third and one-half the total progress necessary to bring virtually full operation to the steel industry as a whole.

AN ELECTRICAL WINDOW DISPLAY

An electrical window display which has been bringing big results for a Toronto firm since the weather became unpleasantly hot consists of a simply and easily arranged lattice work, painted white, as a background, three sets of steps as display stands and a foreground in which advertising matter plays a leading part. The steps are covered with wine colored plush, and on each step was placed an assortment of large and small electric fans, toasters, grills, and other appliances in demand not only for hot weather purposes, but as suitable gifts for wedding presents. To several of the fans were attached long streamers of ribbons. At the top of the white lattice work, in red and white letters, was the wording, "Keep cool—do it electrically." At the ends of the lattice work a Summer touch was added by a few sprays of artificial flowers. The fans in motion, with the ribbons floating around in the window, the advertising matter, and the fact that the mercury was near the 100 mark and that people were really wanting to get relief from the terrific heat helped the window to "pull" splendidly.

PEACE—and the "NEW ERA"

At last—the Peace Treaty is signed. Men will now be able to give attention to matters which have for nearly five years been put aside as of small importance.

Buildings have for several years been left without repainting because such expenditure was regarded by many as an undue extravagance in war time. **That is changed now. This is the paint dealer's opportunity! Grasp it!**

"NEW ERA" Paints are made from the best materials which money can buy. THERE ARE NO BETTER PAINTS ON THE MARKET!

Our agencies, established for years, throughout Canada, continue to supply thousands of customers who would have no other brand.

Are YOU in line? Write now for our proposition.

We Make the Wonderful "Windsor Solvent Stain" The Paint Trade Sensation

The Standard Paint & Varnish Co., Limited

WINDSOR, ONTARIO

Every Simms' Brush Sold Sells ANOTHER

The selling of Simms' Set-in-Rubber Paint and Varnish Brushes is like an endless chain. Each one used means another sold soon. They advertise themselves by solid merit. And there is a good profit on every brush you sell.

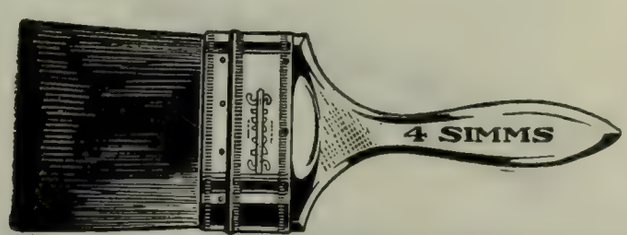
TRADE SIMMS SET IN RUBBER MARK

This Set-in-Rubber is our own patented process. You can find no other Brushes anywhere so good. The bristles are set in forever — they are absolutely guaranteed **never** to come out.

Each Brush is a perfect tool for the painter—doing everything that a good paint brush should do—and then a little more.

Made in every shape and style by skilled workmen for use in skilled work.

Don't let your stock run low. Order a new supply **now.**



T. S. SIMMS & CO., Limited

ST. JOHN, N. B.

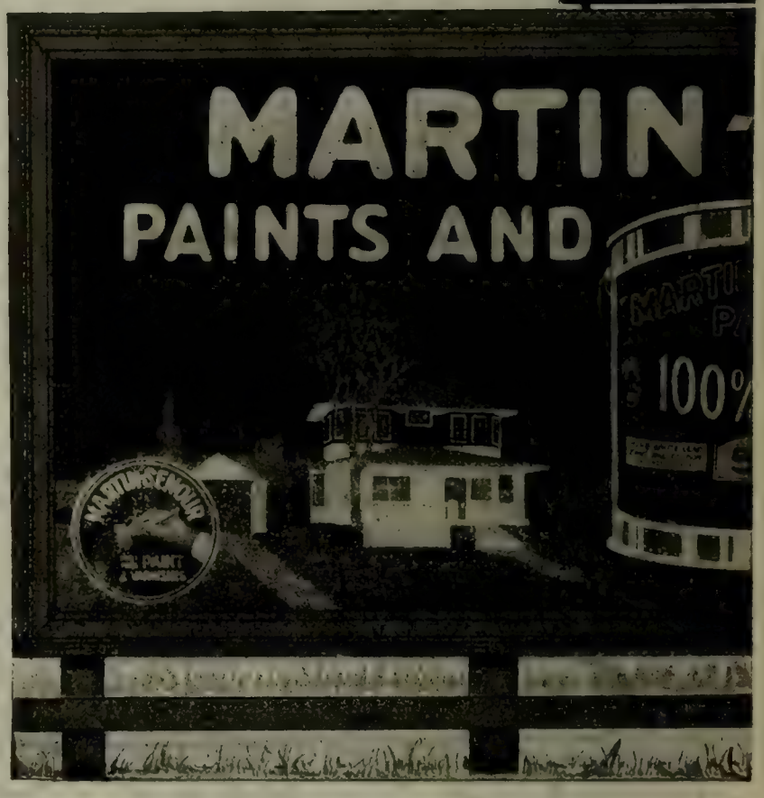
Branches: Montreal, Toronto, London

**STILL ANOTHER REPRESENTATIVE HARDWARE DEALER IDENT
THE FOLLOWING HALF-PAGE ANNOUNCEMENT APPEARED IN THE**



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100% PURE PAINT

The Paint for Wear and Weather.

SENOUR'S FLOOR PAINT

The Old Reliable. It Wears and Wears and Wears.

NEU-TONE

The Sanitary, Washable Flat Oil Paint for Interior Decorating.

**PAINTS, VARNISHES, STAINS, ENAMELS FOR EV
PRODUCT FULLY GUARANTEED TO BEST SE**

"Save the surface and you save all" *Paint & Varnish*

D. A.

BROCKVILLE, - -

IFIES HIS STORE WITH THE MARTIN-SENOUR "TRADE MARK"
BROCKVILLE, ONTARIO, "RECORDER AND TIMES" OF JUNE 14th, 1919

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'ISING SERVICE



WOOD-LAC STAINS

Improves the New, Renews the Old.

VARNOLEUM

Beautifies and Preserves Oilcloth and Linoleum.

RED SCHOOL HOUSE PAINT

Covers Most, Wears Longest for Barns and Outbuildings.

ERY SURFACE AND FOR EVERY PURPOSE EACH
RVE THE PURPOSE FOR WHICH IT IS MADE

Macnab

- - ONTARIO

"Save the surface and you save all" *Paint & Varnish*

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps 25%. B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; trimers, add 35% list; empty shot shells, 5%, blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M. net; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. concave ball, $4.40; 22 short $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augurs, add 10%
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% off list in Catalogue o. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz....	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No 2, doz...	12 50	13 20
No. 3, doz...	13 50	14 20
No. 4, doz...	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 8 00
No. 2, dozen	10 80
No. 3, dozen	8 40
No. 4, dozen	11 00
No. 5, dozen	13 00
No. 6, dozen	15 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 23%.
Standard Quality, 23 and 10%.
Side Lace Leather, lb., $1.75-$1.95.
Cut Lace Leather, lb... 1.90- 2.20
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.....	$4 00
No. 2 x 50, lb.....	5 00
No. 3 x 60, lb.....	7 50
No. 4 x 100 lb.....	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, SLEEVE—

No. 3, dozen	$ 5 50

BOARDS, IRONING—

No. 31, dozen	$11 00
No. 32, dozen	12 00
No. 35, dozen	26 00
No. 36, dozen	30 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ¾ in. dia and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ¾ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ¾ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ¾ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and arger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends,, 25%.
Plow Bolts, 30%.
Elevator Bolts 25%.
Fancy Head Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list) 25%.
Whiffltree Bolts, 25%.
Nuts, square, blank, add to list, .75.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list, $1.25.
Stove Bolts, 65%. Tire bolts, 50%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ...11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 33
Rods, base ½ to 1 in., round	0 32
Tubing, seamless, base	0 38

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$12 50
30-gal., Standard	11 00

BOARDS (Wash), Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond Ring (glass)	6 30

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 80 4.....	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2000), 40-2½%.
Chicago Screen Door (3000), 16 2-3 %.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

CHAIN

	Fire Welded Proof Coil Mont'l	Tor'to	Welded Mont'l	Tor'to
3-16 in.	$22.75	$21.40	$....	$27.40
¼ in. ..	16.75	17.75	20.60	23.60
5-16 in..	14.75	14.60	16.40	18.40
⅜ in....	13.00	13.40	15.00	17.25
7-16 in. .	12.75	13.15	14.40	16.65
½ in. ..	12.50	12.80	14.15	16.50
⅝ in. ..	12.35	12 75	13.85	16.15
¾ in. ..	12.25	12.70	13.50	16.00
⅞ in. ..	12.05	12.40	13.40	15.80
1 in. ...	11.90	12.30	13.30	15.65

Electric Welded

	B.B.	B.B.B.
⅛ in. ..	19.00	22.00 .....
3-16 in...	18.00	20.00 .....
¼ in. ..	15.00 16.00	18.00 .....
5-16 in. .	13.50 13.50	16.50 .....
⅜ in. ..	11.60 12.25	14.60 .....
7-16 in. .	11.50 12.00	14.50 .....
½ in. ..	11.25 11.80	14.25 .....
⅝ in. ..	11.00 11.55	14.00 .....
¾ in. ..	9.75 11.25	12.25 .....

F.O.B. Toronto, Montreal

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17.25	$.....
5-16 in.	14.25	17.25
⅜ in.	13.00	16.00
7-16 in.	12.75	15.45
½ in.	12.55	15.25
⅝ in.	12.25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; F.o.b. Toronto.

Cow ties, 20%; trace chains net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. pe rbbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen $27 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto Hamilton, Fergus, London, St John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36 60.

F. o. b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1000 ft
17—7-strand, 100 ft. lengths..	$6.85
17—7-strand, 50 ft. lengths..	7 00
18—6-strand, 100 ft. lengths..	5 60
18—6-strand, 50 ft. lengths..	5 83
19—6-strand, 100 ft. lengths..	4 50
19—6-strand, 50 ft. lengths..	5 00

F.O.B. Montreal, Toronto, London.

COPPER .. ... Montreal Toronto

Casting ingot, see weekly report.

Rods, ½ to 2 in.	0 32	0 33
Plain sheets, base, 16 oz. and heavier ..	0 34	0 33
Hot rolled (tinned one side)	0 38	0 39
Copper sheet, planished, base 16 oz. and heavier	0 42	0 50
Tubing, lb.	0 39	0 41

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	75
No. 7, lb.	74
Nos. 8, 9, 10, 12.....	73

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

	Montreal	Toronto
Prices nominal.		
Ordinary, 52 sheets..	$7 75	$7 35
Do., 60 sheets	7 85	7 45

COKE, TIN PLATES

	Per box
IC, 20x28 base	$18 00
IX, 20x28 base	21 00
IXX, 20x28 base	23 00
IXXX, 20x28 base	25 00

F.O.B. Toronto

TERNE PLATES

I. C. 20x28, 112 sheets $19 00
F.O.B. Toronto.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

HAMILTON BRANCH
34 Jackson Street East

WINNIPEG BRANCH
301 Chambers Street



VANCOUVER BRANCH
1428 Granville Street

MONTREAL BRANCH
50 Brennan Street

Within the Charmed Circle "Bigger Business" Products

You'll find Canada Metal Products wherever progress is a "by-word." With consumer and dealer alike, Canada Metal Products are within the charmed circle of Bigger Business Products.

EVERYTHING FOR THE PLUMBER

Baths, Lavatories, Sinks, Aristocrat Laundry Tubs

We also manufacture

BABBITT SOLDER
LEAD PIPE
SHEET LEAD

The Canada Metal Company, Ltd.

Head Office Fraser Avenue Toronto

PROMPT SERVICE FOR FALL BUSINESS

Our Stock is Complete in the following Lines:

Pratt and Lambert's Varnishes
Berry Bros. - - Varnishes
Crown Diamond Paints
Old English Floor Wax
Johnson's Floor Wax
O-Cedar Products
Liquid Veneer
Window Glass
Paint Brushes
Linseed Oils
White Lead
Dry Colors
Turpentine
Putty

Write for Quotations

STEWART & WOOD
LIMITED
82-84 York Street, Toronto, Ont.

BICYCLE PARTS and ACCESSORIES

WHY do so many of the most experienced and successful Canadian bicycle dealers obtain the bulk of their accessories from the C.C.M.?

Because of the large, varied, and well-selected stock from which to choose.

Because of the prompt, careful service and the earnest effort to ensure satisfaction in every particular.

Because prices are always fair and reasonable.

The C.C.M. Accessories Catalog carefully and accurately describes and illustrates the best selling styles in all lines of bicycle accessories.

You should have a copy if you are handling, or intend to handle, Bicycle Accessories.

CANADA CYCLE & MOTOR CO. LIMITED
C·C·M
WESTON · CANADA

The Principal C.C.M. Nameplates are:
Massey, Gendron
Columbia, Ivanhoe
Perfect, Cleveland
Brantford, Red Bird

Write Head Office or nearest Branch

Canada Cycle & Motor Co.
LIMITED
Montreal Toronto WESTON Winnipeg Vancouver

CLOCKS

Big Ben	$3 00
Good Morning, each	1 30
Lookout	1 70
Sleepmeter	1 80

F.o.b. Montreal, Toronto, London, Hamilton

CROWBARS, $9.50 per 100 lbs.

DRILLS—

Standard Lists.

Blacksmiths'. ½ in. x 2½ in. shank. List each.

1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
1/4	.60	23/32	1.60
9/32	.65	3/4	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.85	7/8	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
1/2	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	3/8	$ 8 50
1/8	3 00	7/16	10 50
5/32	3 50	1/2	13 00
3/16	4 00	9/16	15 50
7/32	4 50	5/8	18 00
1/4	5 00	11/16	21 00
9/32	6 00	3/4	24 00
5/16	7 00	7/8	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	40%
Straight Shank	40%
Straight Shank, wire	40%
Taper Shank	40%

DOORS

See Screen Doors.
F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 30%-35%; cast bushings, 30-35%; unions, 40-45%; plugs, 35% off list. Net prices Class B, black, 21c lb.; Class C, 14c lb.; galvanized, Class B, 30c lb.; Class C, 21c lb.

Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	$3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼".	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼".	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mail. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap	Tee
	Doz. pairs.	
4-inch	$ 2 63	$ 2 23
5-inch	3 24	2 80
6-inch	3 50	3 15
8-inch	4 73	3 59
10-inch	8 40	6 39
12-inch	10 41	10 15
14-inch	11 90	10 32

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 35%.

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lighting	12 50
Heath's	12 50
HOES, Grub	$10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-counter-sunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 85
Mrs. Potts, No. 50, nickel-plated, set	1 90- 1 95
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated.	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 34
Hercules, 4 to 10 ft.	0 36
Hercules, 12 to 14 ft.	0 41
Faultless, 4 to 10 ft. only	0 32
Ontario, 4 to 10 ft. only	0 29
Shelf Lock, 4 to 8 ft. only	0 24
Gardner, No. 1	0 21
Do., No. 2, bolted	0 21
Dominion, No. 3	0 25
Do., No. 4, bolted	0 28

Single and Fruit Picking	
10 ft. to 16 ft.	22c ft.
18 ft. to 20 ft.	25c ft.

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.
20 to 32 ft.	$0 26
36 to 40 ft.	0 29
44 ft.	0 32
Over 44 ft.	0 42

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby	$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$11 00
Dowswell	11 25
Noiseless	15 50
Hamilton	12 50
Ottawa	11 50
Peerless	11 50
Snowball	17 00
Momentum	18 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	110 00
Seafoam, engine drive	50 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	11 50
Popular, No. 2	11 00
Economic	13 50
Champion	18 50
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	51 50
Do., do., electric	111 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	59 50
Perfection, electric	119 50
Gem	18 50
Winner	17 00
Connor Improved	10 75
Jubilee	10 25
Canada First	21 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$13 00
Pick, doz.	13 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$38 10 39 60
No. 8, dozen	46 40 48 60

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

SUMMER SALES

RAMSAY'S RAMSAY'S



Everybody is Brightening up with the SIGNING OF PEACE TERMS





THESE LINES WILL BRIGHTEN YOUR

PAINT SALES

During the Summer Months

Be prepared for increased paint business and order

"THE RIGHT PAINT TO PAINT RIGHT"



A. Ramsay & Son Company

Makers of Properly Preserving Paints & Varnishes for 77 years

Toronto **MONTREAL** **Vancouer**

Distributors

EDMONTON DISTRICT
Revillon Wholesale Limited, Edmonton

CALGARY DISTRICT
The McDonald Baker Co., 818 8th Ave. W., Calgary

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal. Canadian netting 15% off list. American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	$4 95
36-inch, per roll	6 50
48-inch, per roll	7 60
60-inch, per roll	9 00
72-inch, per roll	10 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	.....
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	.....
U.S. Navy (spun)	21 50
Plumbers (spun)	9 00

F.o.b. Montreal, Toronto.

OILS	Montreal	Toronto
Royalite, gal.	0 20½	0 20½
Palacine, gal.	0 23½	0 23½
Gasoline, net, gal.	0 34	0 32
	List	Gallon
Black oil (Summer)	0 14½	0 13½
Black oil (Winter)	0 16	0 15
Imperial Kerosene		
Tractor	0 59	
Capital cylinder	0 62	0 58
Machine oil, regular grades	0 36	0 36
Standard gas engine oil	0 40½	0 37
Parafine	0 25	0 21

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list.	0 90
Polarine A, list	1 00
Gargoyle Mobiloil, list	1 30

List, less 25% on above.

Fuel oil, bbls. net	0 08
Fuel oil, tank cars, net	0 07

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	0 70
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 78
Surprise Fibre	0 66
Tarred felt, per cwt.	3 90
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 60
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 100 lbs.)	4 75
Straw, sheathing, dry, per cwt.	3 05
Do., Do., tarred, per cwt.	3 20

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—		
5 to 6 lbs., doz.	$11 00	$11 25
6 to 7 lbs., doz.	12 00	12 25
Rock—		
7 to 8 lbs., doz.		13 00

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$.....
¼ in..	4 53	6 66	5 13	7 26
⅜ in..	4 53	6 66	5 13	7 26
½ in..	5 99	7 57	6 84	8 42
¾ in..	7 53	9 66	8 68	10 81
1 in..	11 14	14 28	12 84	15 98
1¼ in..	15 07	19 32	17 37	21 62
1½ in..	18 01	23 10	20 76	25 85
2 in..	24 24	31 08	27 94	34 78
2½ in..	38 90	49 73	....	....
3 in..	50 87	65 03	....	....
3½ in..	64 86	81 88	....	....
4 in..	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$27 94	$34 78	$31 64	$38 11
2½ in..	40 66	51 48	46 51	57 35
3 in..	53 17	67 32	60 82	74 97
3½ in..	66 70	83 72	75 90	92 92
4 in..	79 03	99 19	89 93	110 09
4½ in..	88 00	113 00	107 00	132 00
5 in..	103 00	132 00	125 00	154 00
6 in..	133 00	171 00	162 00	200 00
7 in..	175 00	224 00	211 00	259 00
8 L in..	184 00	235 00	221 00	273 00
8 in..	212 00	271 00	255 00	314 00
9 in..	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in..	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 80%.

4½" and larfer, 70%.

4" and under, running thread, 50%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton

Size	Case	Doz.	Case
¼ pts., 3 doz.		$1 15	$3 40
½ pts., 3 doz.		2 10	6 00
Pints, 2 doz.		3 15	6 00
Quarts, 2 doz.		4 65	9 00
½ gal., 1 doz.		8 40	8 40
Gal., ½ doz.		....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, discount 10%; burrs, add 25%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	$2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 40
Good Luck, 1-ply	1 70
Good Luck, 2-ply	2 00
Good Luck, 3-ply	2 35
McCombe Sp., 1-ply	1 60
McCombe Sp., 2-ply	1 85
McCombe Sp., 3-ply	2 20
Black Cat, 1-ply	1 95
Black Cat, 2-ply	2 25
Black Cat, 3-ply	2 60
Black Diamond Ready Roofing, 2-ply	1 35
Black Diamond Ready Roofing, 3-ply	1 65
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 25
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto and Montreal.

ROPE	Lb.
Pure Manila basis	34
British Manila basis	30
New Zealand hemp basis	30
Sisal basis	27½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis. On application	
Cotton, ⅛ in.	0 79
5-32 in.	0 78
3-16 in.	0 70-73¾
¼-in. and up	0 69-73½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 751 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (66½), $5.85; 465 (69), $1.80; 171 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel.	$3 95
103, 50 ft. Reliable Jr. Steel	4 05
243, 50 ft. Rival Steel	3 50
1243, 50 ft. Rival Jr. Steel	3 50
603, 50 ft. Metallic	3 00
604, 66 ft.	3 30
403, 50 ft. Linen	2 15
	Dozen
713, 50 ft. Ass Skin	5 40
714, 66 ft. Ass Skin	6 50
143, 3 ft. Steel Pocket	7 10
145, 5 ft. Steel Pocket	9 65
175, 5 ft. Linnine Pocket	5 55
165, 5 ft. Cotton Pocket	1 60

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 60	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00

THE varnish that gives floors a hardwood finish—brings out the natural grain perfectly.

Specially made for the hard usage to which floors are subjected.

—impervious to water—even boiling water won't hurt it;
—elastic—don't show tell tale heel marks;
—durable—don't show white marks when scratched.

The Floor Varnish that Satisfies the Customer.

BRITISH AMERICA PAINT CO., LTD.

VICTORIA VANCOUVER CALGARY EDMONTON REGINA



ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

FIRE ANNOUNCEMENT

We are pleased to state that the fire which occurred in our Plant on Saturday, June 21st, will not have any serious results to our customers.

We have a large stock of finished Pumps, Cylinders, etc., which were not anywhere near the fire and quantities of parts already made will enable us to take care of any needs.

Patterns are in course of manufacture, so that we anticipate no inconvenience to our customers. Advance orders are solicited.

The R. McDougall Co.
LIMITED
Galt, Ont., Canada

Bush 15 50
F.o.b. Toronto, London.

SCREEN DOORS
Kasement No. 1—2 ft. 8in. $28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	77½%
Wood, R. H., bright	75%
Wood, O. H., bright	75%
Wood, F. H., brass	55%
Wood, R. H., brass	52½%
Wood, O. H., brass	52½%
Wood, F. H., bronze	50%
Wood, R. H., bronze	47½%
Wood, O. H., bronze	47½%
Square cap	20
Hexagon cap	20

Wooden Bench Screws
Dozen $7 00

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

Premier Galvanized	
10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 25
18 and 20	7 10
16	6 95
14	6 80

F.o.b. Hamilton and Toronto.

SHINGLES METAL

Standard galvanized	$10 00
Standard painted	8 00

Discount 7½%.

SIDING METAL

Standard galvanized	$8 50
Standard painted	6 50

Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
Base, 3 to 8 lbs., 42c, F.o.b. Toronto and Hamilton.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M.....$13 50 $16 50

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	18 75
Perfection, No. 33, 3-burner	24 25
Perfection, No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.o.b. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	$21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz.	$2 60
Sampson, doz.	7 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	45 and 5	45 and 5	45 and 5
Draining Tools	45 and 5	45 and 5	.....
Hollow Back Scoops	45 and 5	.....	45 and 5
Sand Shovels	45 and 5	.....	45 and 5
Hollow Back Shovels	45 and 5	.....	45 and 5
Hollow Back Coal Shovels	45 and 5	.....	45 and 5
Riveted Back Scoops	45 and 5	45 and 5	45 and 5
Miners' Spring Point Shovels	45 and 5	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net.
F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, Nickeled Fittings, Cyco Ball Bearing	$48 00
Club, Jap. Cyco Bearing	102 00
Champion, Nickeled Fittings	40 00
Champion, Japan'd Fittings	34 00
Grand, Nic., Cyco B.B.	61 00
Grand, Jap., Cyco B.B.	55 00
Grand Rapids, Nic., Cyco B.B.	45 00
Grand Rapids, Jp., Cyco B.B.	39 00
Parlor Queen, Nic., Cyco, B.B.	51 00
Princess, Nic., Cyco B.B.	46 00
Standard, Nickeled Fittings	42 00
Standard, Jap'd Fittings	36 00
Universal, Nic., Cyco Bearing	43 00
Universal, Jap., Cyco Bearing	37 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, Nic.	$98 00
Household, Jap.	88 00
Superba, Nic.	114 00

F.o.b. factory Niagara Falls, Ont.
Prices guaranteed by manufacturers against their own decline to Dec. 31, 1919. Also stocked by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 90
Attachments, set	8 25

F.o.b. Toronto, Hamilton, London.

TACKS Discount
Wire Tacks ..... 60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ..... 60 and 15%
Double pointed tacks 60 10%
Shoe findings list adopted July 5, 1917..... Net List
List of Capped Goods adopted Jan. 1, 1916...60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.o.b. Toronto, Oshawa, Ottawa.

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	0 71
4-ply wrapping, lb.	0 73½

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket.

VALVES

	%
Compression work, standard	50
High grade	49
Fuller work, standard	45
High grade	38
Basin cocks, No. 0, Standard	40
High grade	40
Bath cocks, compression	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard	10% advance on list
Radiator valves, standard	31
Do., removable seat	Net list
Patent quick opening valves	30
Globe, angle and check valves, standard	28
Do., Jenkins Disc,	22
Jenkins Valves	10%
Standard Gate	35

F.o.b. Toronto.

Penberthy Brass Valves

Compodisk Valves	15-5 p.c.
Gate Valves	25
Regrinding Valves	15-2½ p.c.
Swing Check Valves	10-2½ p.c.

WARES, ETC.
Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%, White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware. White, list, plus 30%.
Plain and Jap. Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, Japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Board, 30% and 5%.
Stove Pipe, Standard, list plus 33 1-3%
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10% less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots in 3 doz. lots, list, plus 10%, less 10%.
Nickel-plated Ware, 60%.
F.o.b. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS
Round plain. Sizes given are size of hole. In boxes of 50 lbs., list prices, per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2¼ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 10 0lbs.	$4.75	$4.00	$4.75
Section, ½ lb., per 100 lbs.	4.75	4.50	4.50
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

WHEELBARROWS

Navvy, steel wheel, doz.	$60 00
Garden, steel, doz.	64 25
Light garden, doz.	46 80

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton Montreal, St. John, freight equalized.

Cut Hay Wire	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	5 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	3 25
No. 19	3 75

Fine wire, list plus 20%.

Smooth Steel Wire

Nos. 0-9 gauge, base	5 00

Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.



DAYLO Prices are DOWN



DAYLO and Tungsten Battery prices are slashed—batteries especially.

And Eveready production wheels are whirring fast to meet the Daylo and Tungsten Battery demands growing by leaps and bounds.

Better quality than ever. The Tungsten Battery is the longest-lived, pep-crammed battery made—the kind that brings customers back smiling.

The clanging hammer-blows of Daylo advertising are resounding from coast to coast. General magazine advertisements are blazoning everywhere the myriad uses of Daylo.

Right in your town, right in your block are customers ready to buy new Daylos and renewal batteries. If you want their dollars to hop into your cash-drawer, stock, display and push Daylo hard now!

Send for new Daylo Price List

CANADIAN NATIONAL CARBON CO., Limited

Dept. 213

Toronto, Ontario

703

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	11-12c	12

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100 lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100-lb. kegs	0 14
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100-lb. kg	0 10
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100-lb. k.	0 06
Lamp black	0 23-0 25
Venetian red, best bright	0 04
Venetian red, No. 1	0 03
Drop black, pure dry	0 20
Golden ochre, 100-lb. kegs	0 06½
White ochre, 100-lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	0 03½-5
French ochre, barrels	0 08
Spruce ochre, 100-lb. kegs	0 07-8
Canadian red oxide, bbls.	0 02-2¼
Super magnetic red	0 02¼-2½
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE 1 lb. tins—	
Venetian red	20-23
Indian red	0 30
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	0 38
Siennas	0 34
Umbers	0 34
Ultramarine blue	0 45
Prussian blue	1 00
Chinese blue	1 00
Drop black	0 35
Ivory black	0 36
Signwriters' black, pure	0 40
Lampblack	0 40
Marine black, 5-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$6 50
Albagloss	3 50

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50 1-lb. pkgs.	$25 00
Case No. 8—100 ½-lb. pkgs.	28 00
Case No. 9—200 ¼-lb. pkgs.	35 00
Discount—	
French medal (prices withdrawn).	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	0 24

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 35c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 35
Crown Diamond	16 00	16 30
Crown, Pure	16 00	16 30
Green Seal	16 00	16 30
Ramsay's Pure	16 00	16 30
Moore's Pure	16 00	16 30
Tiger, Pure	16 00	16 30
O.P.W. Dec. Pure	16 00	16 30
Red Seal	16 00	16 30
Decorators' Pure	16 00	16 30
O.P.W. English	16 20	16 50
Elephant Genuine	16 50	16 80

B.B. Genuine Lead, less than tons, $18.50, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)		
Genuine, 560-pound casks, per cwt.	$10 50	14 50
Genuine, 100-pound kegs, per cwt.	11 50	15 50
Less quantity	13 25	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Eelephant, white	$4 45
Elephant, colors	4 05
B.H. English, white	4 55
B.H. English, colors	4 30
B.H. Floor	3 75
B.H. Porch Floor	4 30
Minerva, white	4 40
Minerva, colors	4 15
Crown Diamond, white	4 30
Crown Diamond, colors	4 05
Crown Diamond, floor	3 75
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	4 50
Moore's House Colors, colors	4 35
Moore's Egyptian Paint, white	3 50
Do., colors	3 35
Moore's Floor Paint	3 50
Moore's Sani-Flat	3 50
Moore's Porch and Deck Paint	4 40
Moore's Mooramel	7 50
Jamieson's Crown Anchor	3 80
C.P.C. Pure, white	4 55
C.P.C. Pure, colors	4 30
O.P.W. Canada Brand, white	4 30
O.P.W. Canada Brand, colors	4 00
O.P.W. Canada Brand, floor	3 50
O.P.W. Flat Wall, white	3 35
O P.W. Flat Wall, colors	3 25
Ramsay's Pure, white	4 40
Ramsay's Pure, colors	4 10
Martin-Senour, 100%, white	4 55
Martin-Senour, 100%, colors	4 30
Martin-Senour, Porch Paint	4 30
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 75
Sherwin-Williams, white	4 55
Sherwin-Williams, colors	4 30
Sherwin-Williams, floor	3 75
Sherwin-Williams, porch floor	4 30
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros., H.S., white	4 55
Lowe Bros., H.S., colors	4 30
Lowe Bros., hard drying floor	3 75
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	4 55
Maple Leaf, colors	4 30
Maple Leaf, floor	3 75
Pearcy's Prepared, colors	3 75
Pearcy's Prepared, white	4 00

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs.	$0 48
In kegs, about 250 lbs.	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa.
Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 65	$5 95
Bulk, 100-lb. drums	6 50	6 80
Bulk, 25-lb. drums	6 75	7 05
Bulk, 12½-lb irons	7 00	7 30
Bladder, in bbls.	7 00	7 70

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

ROSIN
Barrels, 100 lbs. $9 50
Less, per lb. 0 12

SHELLAC
Pure White, gal (1 gal. tins), $5.45 to $6.15; pure Orange, gal (1 gal. tins), $5.25 to $5.65; Gum Shellac, TN, $1 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	2 75
O.P.W. Presto	2 75
Lingerwett	2 55-3 00
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.43
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of	40%.
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
C.P.C. Sun Varnish	3 33
C.P.C. Sun Spar	4 63
C.P.C. Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 41
M-S Wood-Var	3 41
M-S Durable Spar	4 61
M-S Finest Interior	3 84
Elastic Interior	2 64
Mar-not	3 40
Quick Action House	2 40
Rexspar	4 62
Smear-Not	3 34
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 50
Luxeberry granite	4 50
Luxeberry spar	5 62
Ramsay's Universal	3 18
Crown Diamond Floor	3 15

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white.	0 07
Coralite, 5-lb. pkgs., colors.	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21½

WHITE	
XXX	0 18
XX	0 16¾
X	0 15¾
XC	0 13½
Japanese	0 13
XXX Extra	0 19½
XX, grand.	0 18¼
XLCR	0 17
X Empire	0 15½
X Press	0 14

COLORED	
No. 5	0 13¾
No. 1	0 12¾
No. 7	0 11¾
No. 1A	0 10¾
No. 1B	0 09¾
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular	0 11
Keen	0 09½

Above lines subject to trade discount for quantity.

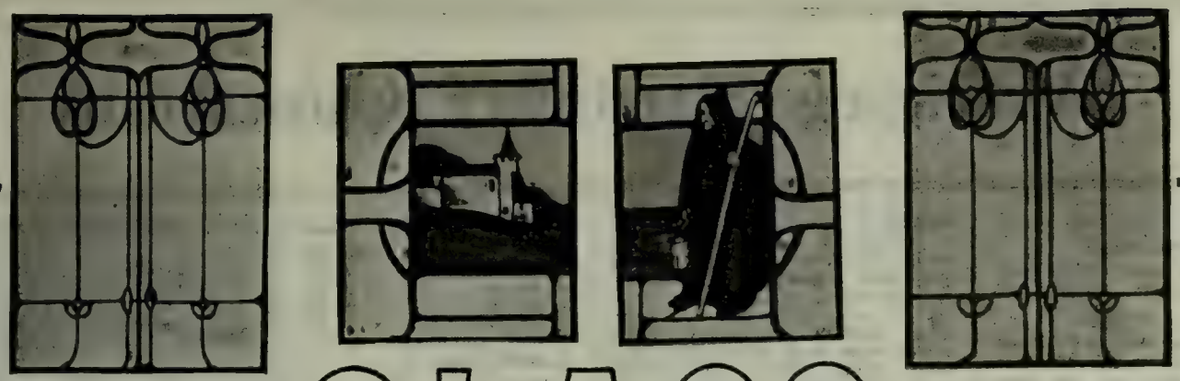
WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 40
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 35
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 53
Johnson's	0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls.	$2 50
F.o.b. Montreal, Toronto, London	
Gilders, bolted, in bbls.	$3 00

WOOD ALCOHOL	Per gal.
In five gallons	2 20
In barrels	2 15

$4 extra for barrels.
F.o.b. Montreal, Toronto, London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

10-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.

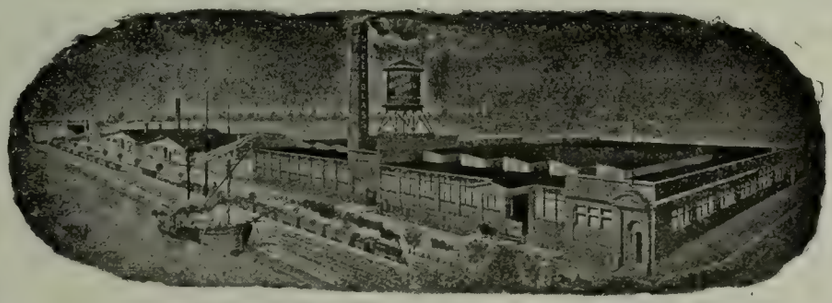
WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WINDOW GLASS.

CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.30; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 35% off American list.

American Metallics — B.B. Caps, $3.25; C.B. Caps, $4.10; 2 2Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Rouble Bit	16 50	21 50
Broad Axes	$2 00	$5 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 35	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.85 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $8.50; machinery steel, $5.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

"The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol) 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch, 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 20%; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 70 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 3 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60-10%
Class B and C, off new list	20%
Bushings	20%
Unions	40%
Nipples 4" and under	55%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4, $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 2 8Eng.	$9 40
28 Am. or 26 Eng.	9 00
26 Am. or 26 Eng	8 70
24	8 55
22	8 55
18 and 20	8 40
16	8 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c uer lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

20% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25. Dash-board	17 50
Short Globe. doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 50

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in
Woodyatt	$8 50	$9 00
Empress	11 00	11 50
Daisy	6 00	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in., $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.65; Silkstone colors, $3.40; Silkstone white, $3.50; Stephens' Barn Paint, $1.45.

POLISH

O'Cedar —

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page)

Bon Ton—	Doz.
¼ pints	1 25
½ pints	2 10
Pints	3 15
Quarts	5 10
Gal.	15 00
½ gal.	9 00

Do householders remember WA-KO-VER Stain when they are in your store?



RIGHT now there should be a prominent counter display of Wa-Ko-Ver Stain where your customers cannot fail to see it. Nearly every householder is considering at this time of the year the best means of beautifying his home, and a well-placed display in your store would jog his memory at the right time and create sales for you. We can help you make your display effective and catchy. If you have not our latest counter display, write for one to-day.

Stephens
REGISTERED TRADE MARK

G. F. STEPHENS & CO.
LIMITED
PAINT AND VARNISH MAKERS
WINNIPEG and CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 33	10 71
1 inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 70
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER. Paris, per bbl., $4.50

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ... 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 45c lb.; No. 8, 46c; No. 10, 50c; No. 12, 54c.

Five-lb. assorted boxes, No. 8, 52c; No. 10, 55c lb.

Copper Burrs, No. 7, 45c; No. 8, 46c; No. 10, 50c; No. 12, 54c.

ROPE

Sisal, 28¼c base; pure Manila, 35¼c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 66c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—

00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell). 10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%, flat head, brass, 35%; coach, 45%. Set Screws, 40%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$101 00
Household, Jap.	91 00
Superba, Nic.	117 00

F.o.b. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to December 31, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H., Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Scoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 35 to 36c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 66
Cotton, 3-ply, balls	0 69
Cotton, 4-ply, cones	0 70
Cotton, 4-ply, balls	0 73

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 20%.

Heavy Galv'd Pails and Tubs, plus 80%.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 45% off list plus $1.50; full boxes, iron, 33 1/3% off list plus $1.00.

WHITE LEAD—

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB—

Lyman, 4-point, $4.85 Winnipeg; Glidden Cattle, 2-pt., $4.65 Winnipeg; Baker, 2-pt., $4.55 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized; Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN—

Bale ties, 14 gauge, single loop $7.25 Winnipeg; $6.75 Ft. William Brass snare wire, per lb., 80c.

WIRE, ANNEALED—

No. 9, $6.00; 10, $6.06; 12, $6.20; 14, $6.40; 15, $6.55; 16, $6.70 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$6 70
8 in.	8 00
10 in.	9 40
12 in.	12 00
15 in.	16 80

Perfect Handle—	
6 in.	12 00
8 in.	14 40
10 in.	16 80
12 in.	21 60
15 in.	28 80
18 in.	38 40

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 15
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 65
36 in.	6 75

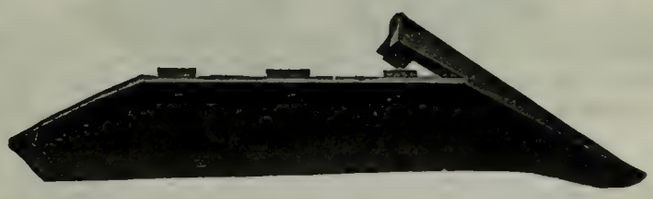
Trimo—	
10 in.	$1 60
14 in.	2 10
18 in.	3 00
24 in.	4 35

Always Ready—	Dozen Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS—

Eze, $62.55 per doz. Reliance.

CRESCENT SHARES



OVER 1,000 PATTERNS. PERFECT IN FIT AND FINISH

Sandoval Rolling Coulters
Harrow Teeth

Every Hardware Merchant in Western Canada should have these in stock.

The demand is assured. How is your supply? Better send us your order to-day.

D. ACKLAND & SON, Limited
WINNIPEG ∴ CALGARY

OWL METALS



We wish to advise the trade of Western Canada that we are NOW able to ship metals promptly.

We wish to apologize to the trade for the delays experienced on account of the strike.

For Heavy Pressure, Owl Traction Babbitt. For High Speed, Owl Dynamo Babbitt. For Medium Pressure, Owl Metal Babbitt. For Low Pressure, Owl Vulcan Babbitt. Tinsmiths' Strictly solders smooth and clean. Electro Galvanizing a specialty. Tinsmiths' Technical Books free. He who buys right makes two profits. Write for prices and note savings increase.

Order through your jobber.

THE OWL METAL CO., LIMITED
WINNIPEG, CANADA

THE BUYERS' GUIDE

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The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Implements
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammonia
The Engineers' Supply Co., Winnipeg, Man.
Stuart & Foster, Toronto.

Ammunition
Thos. Birkett & Son, Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Art Glass
Leeks and Potts, Limited, Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Furnival & Co., Toronto.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Crown Cycle & Motor Co., Montreal.
E. G. Goodenham, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
The Bunyan Mfg. Co., Cleveland, Ohio.
The Burrowes Mfg. Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durkee-Atwood Co., Toronto, Ont.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
The Prismolite Sales Co., Westfield, N.Y.
Will. B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal.

Automobile Hoods (Ford)
The Burrowes Mfg. Co., Toronto.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Automobile Signals
The Bunyan Mfg. Co., Cleveland, Ohio.

Awnings
Finnie & Murray, Ltd., Winnipeg.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Windsor, Ont.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Usona Mfg. Co., Windsor, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams, Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Ont.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Boats
Canadian Canoe Co., Ltd., Peterboro, Ont.
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg.
The Steel Co. of Canada, Ltd., Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.

The Trade-Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Ashdown's Water Supply Systems Open a Wide and Profitable Field To the Dealer

In demand by all farms, country houses, summer resorts, greenhouses, etc. for independent supply.



Supply water from either deep or shallow wells, by hand, gas-engine or electric power.

A—Supply to House. B—Suction for Shallow Wells. C—Suction to Deep Well.

While the outfit shown above is equipped for supplying water from deep or shallow wells where belt power is available, it may be arranged for hand, gas-engine or electric power.

The complete system comprises Hydro-Pneumatic Tank, Hydro-Pneumatic Power Pump, Gasoline Engine, Water and Pressure Gauges and mountings, complete. No piping is included.

Send a post card asking us to show why handling Diamond "A" Water Supply Systems are profitable for you.

THE J. H. ASHDOWN HARDWARE CO., LIMITED

CALGARY WINNIPEG SASKATOON

THE BUYERS' GUIDE

Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Burlap
Dominion Oil Cloth Co., Ltd., Montreal, Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Brushes, Shaving, Manufacturers
The Boeckh Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Meakins & Sons, Ltd., Hamilton, Ont.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Ltd., Peterborough, Ont.
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mig. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
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Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Curry Combs
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Drain Pipe Cleaners
Herbert Terry & Sons, Redditch, Eng.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.

Dynamite
Du Pont American Industries, Wilmington, Del

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Egg Beaters
Lewis McLain Co., Ltd., Winnipeg, Man.
Coffette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
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Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Plates
Lewis McLain Co., Ltd., Winnipeg, Man

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont
Great West Electric Co., Ltd., Winnipeg, Man
The Hesseo Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn
National Electric Heating Co., Toronto
North American Hardware Co., Ltd., Montreal
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Windsor, Ont.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hesseo Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

Emery Glass and Papers
John Oakey & Sons, London, Eng

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bullock Co., Ltd., Garanoque, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Commen Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal
Pyrene Mfg. Co., Ltd., Montreal, Que

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures
Barton-Netting Co., Ltd., Windsor, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Finnie & Murray, Ltd., Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Merchants Hardware Specialties, Ltd., Calgary Alta.
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal.
Usona Mfg. Co., Windsor, Ont.
Ward & Gladstone, Manchester, Eng.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn
Merchants Hardware Specialties, Ltd., Calgary

Force Cups
Canadian Consolidated Rubber Co., Toronto.
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Gutta Percha & Rubber, Ltd., Toronto

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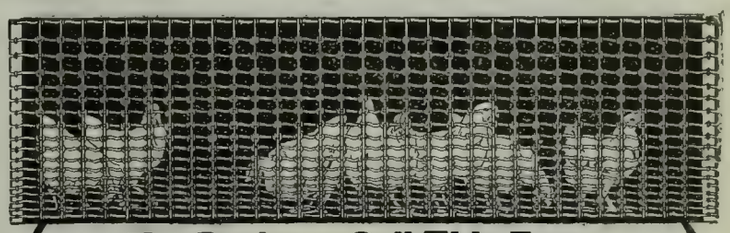
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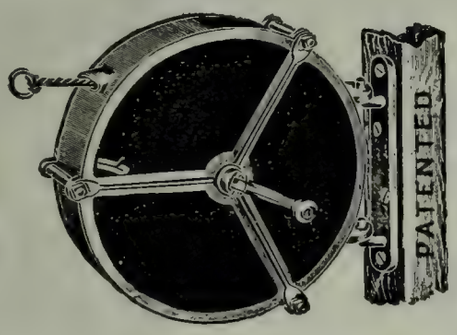
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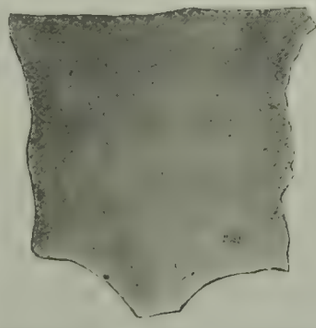
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Royal Canadian Specialties, Hamilton, Ont.

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Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont
Merchants Hardware Specialties, Ltd., Calgary
Record Fdry. & Machine Co., Ltd., Moncton, N.B

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
The Vlit Mfg. Co., Montreal, Que.

Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
R. & S. H. Thompson & Co., Ltd., Montreal, Que
Winnipeg Ceiling & Roofing Co., Winnipeg

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seeders and Hoes
The Bateman-Wilkinson Co., Ltd., Toronto.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garden Tools
The Bateman-Wilkinson Co., Ltd., Toronto.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
The Louden Machinery Co. of Can., Ltd., Guelph.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

General Rubber Specialties
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Stewart & Wood, Toronto.
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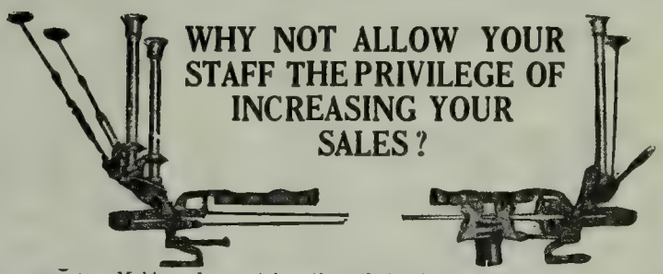
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L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Toronto Plate Glass Importing Co., Toronto.
Leeks and Potts, Limited, Hamilton, Ont.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
The Enfield Cycle Co., Ltd., Redditch, Eng.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.

Name Plate Transfers
Canada Decalomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Burners, Kerosene
The Canada Oil Burner Co., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal
The Gilbert & Barker Mfg. Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal
Sheet Metal Products Co. of Canada, Ltd., Toronto

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Limited, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Canada, Ltd., Inc. Toronto, Ont.

Parcel Carriers
Gape-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
W. C. Wood Co., Minneapolis, Minn.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pastes
Stuart & Foster, Toronto.

Paste, Dry
Stuart & Foster, Toronto.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Elegtric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg.

Peelers, Vegetable
John Burns & Co., Montreal, Que.

Pick Handles
J. H. Gill Mfg. Co., St. Thomas, Ont.

Pidgeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Rings
The Brown Engineering Co., Toronto, Ont.
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Pistons and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
The Rapid Tool & Machne Co., Ltd., Lachine, Que.
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Planters and Diggers, Potato
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies
John Stevens Co., Ltd., Winnipeg, Man.

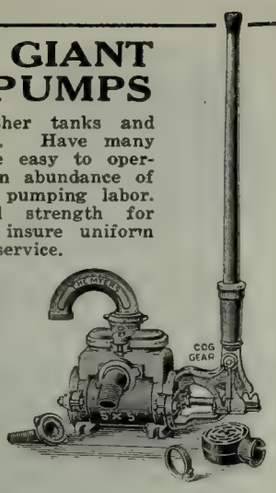
Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

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For filling thresher tanks and many other uses. Have many late features, are easy to operate and throw an abundance of water with least pumping labor. Compactness and strength for size and weight insure uniform and dependable service.

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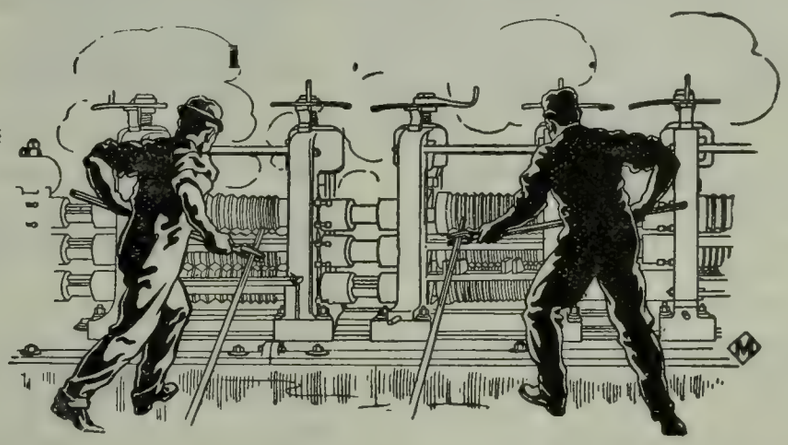
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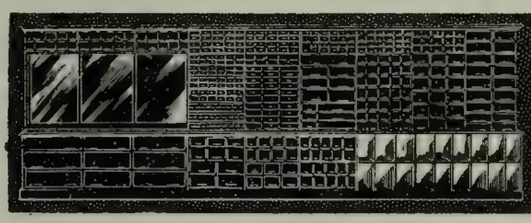


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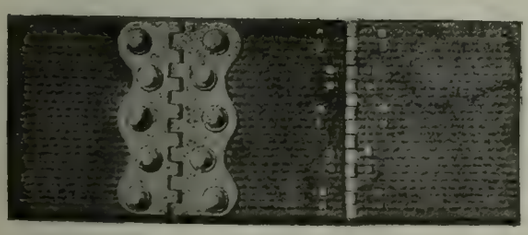
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HINGES for DOORS HINGES for BELTS

THE RIGHT PRINCIPLE

First get your **right principle.** Then your **perfect application.**
Flexible strength as produced by the **hinge** is **right belt coupler principle.**

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is the hinge method **perfectly applied** to the **belt problem.**
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Caverhill, Learmont & Co., Montreal
Stanley Rule & Level Co., New Britain, Conn.
Stewart Spiers, Ayr, Scotland.

Plow Rings
The International Malleable Iron Co., Ltd., Guelph, Ont.

Polishes
Stuart & Foster, Toronto.
Vlit Mfg. Co., Montreal, Que.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

Polishes, Brass
Stuart & Foster, Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polish, Silver
Stuart & Foster, Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

Polish, Cream, Metal
Stuart & Foster, Toronto.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Pump, Hand and Power for Paints, Oils, Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville
Stover Mfg. & Engine Co., Freeport, Ill

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont

Radiators
The Dominion Radiator Co., Ltd., Toronto.
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto

Rat Poison
The Common Sense Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn
Wilkinson Sword Co., Limited, London, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas
Butterfield & Co., Rock Island, Que
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co., of Canada, Ltd., Montreal
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Deon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
The Lufkin Rule Co. of Canada, Ltd., Windsor Ont.

Rules, Spring Joint
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Butcher's
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

Saws, Hack
The Millers Falls Co., Millers Falls, Mass.

Scissors
The Acme Shear Co., Bridgeport, Conn.

Scales
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

Scales, Machinists'
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrap, Iron and Steel (Buyers)
S. Solway & Sons, Toronto, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screen Doors
The Kasement Skreen Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skreen Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Garden Seats
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Shears
The Acme Shear Co., Bridgeport, Conn.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

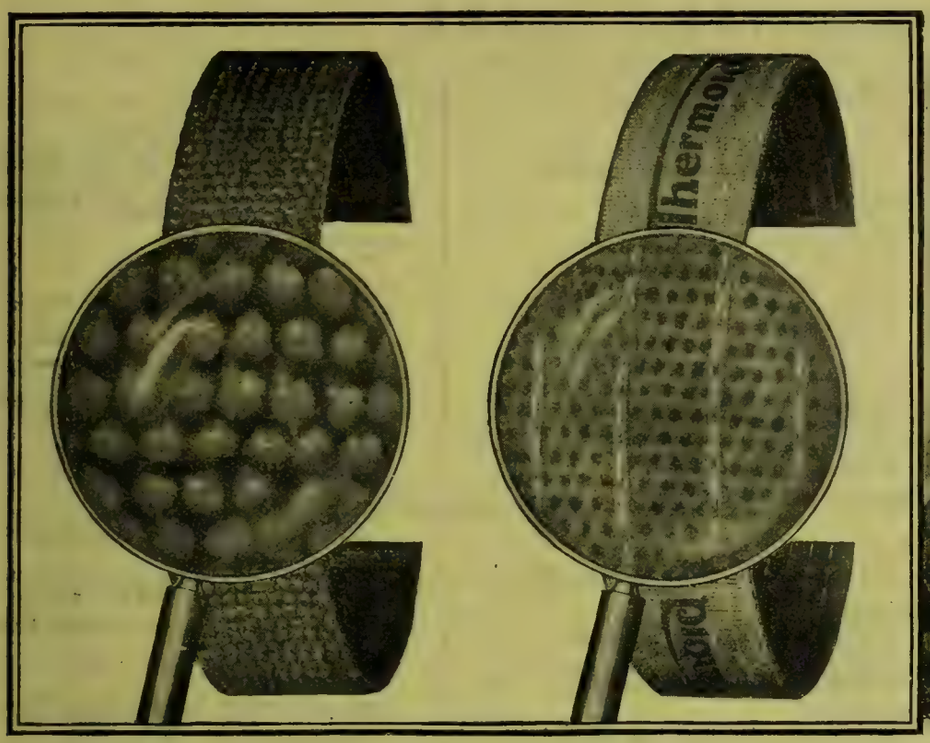
Shovels
Canadian Shovel & Tool Co., Hamilton, Can
D. F. Jones Mfg. Co., Gananoque, Ont.

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Signs, Street
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.



Ordinary woven lining

Notice the loosely woven texture. Wears down quickly and unevenly. Loses its gripping power as it wears.

Thermoid Hydraulic Compressed Brake Lining

Notice the compact texture. Wears down slowly. Gives uniform gripping surface until worn wafer thin.



Safety first means efficient brakes. Thermoid Brake Lining insures 100% efficient brakes.

A brake lining with 40 % more material

WHEN you sell Thermoid Brake Lining you sell a lining that has over 40% more material. It weighs over 40% more than any woven lining.

This means that Thermoid has greater strength and durability—it means longer service, better service. That's why it is better fitted to stand the responsibilities placed on it.

Proved best by test

This test was made. One hundred feet of Thermoid Brake Lining and one hundred feet of each of four leading woven brake linings of the same size were bought from dealers' stocks in Philadelphia and New York.

They were accurately weighed—this test showed that:

100 feet of Thermoid Brake Lining weighed 54 lbs. 8 ounces.

100 feet of woven lining A weighed 36 lbs. 4 oz.

(50% lighter than Thermoid)

100 feet of woven lining B weighed 36 lbs. 4 oz.

(50% lighter than Thermoid)

100 feet of woven lining C weighed 37 lbs. 8 oz.

(46% lighter than Thermoid)

100 feet of woven lining D weighed 35 lbs. 6 oz.

(54% lighter than Thermoid)

This is convincing proof that the buyer gets more high grade brake lining for his money in Thermoid Brake Lining than in any make of woven lining.

The 100% brake lining

Thermoid is impregnated throughout with *Grapnal,* an exclusive process which makes it impervious to gasoline, oil, water, dust, etc.

It is the best and most efficient brake and assures absolute satisfaction.

Every foot of Thermoid is backed by our guarantee: ***Thermoid will make good—or WE WILL.***

Thermoid Rubber Company

Factory and Main Office: Trenton, N.J.

New York Chicago San Francisco Detroit
Los Angeles Philadelphia Pittsburgh
Boston London Paris Turin

Canadian Distributors:
The Canadian Fairbanks-Morse Co., Limited, Montreal
Branches in All Principal Canadian Cities

Thermoid Brake Lining

Hydraulic Compressed

Makers of "Thermoid Hardy Universal Joints" and "Thermoid Crolide Compound Tires"

THE BUYERS' GUIDE

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Can. Wm. A. Rogers Co., Ltd., Toronto.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal, Que.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont

Silver Plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Snow Shoes
The Northland Ski Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Co., St. Paul, Minn.

Skis
The Northland Ski Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont
The Can. Flexible Skate Co., Ltd., Parry Sound

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Goren Bros., Toronto, Ont.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Anglo-Canadian Leather Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd. Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton Ont.
D. F. Jones Mfg. Co., Gananoque, Ont.

Spark Plugs
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1694 St. Urbain St., Montreal
Hyslop Bros., Toronto
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Herbert Terry & Sons, Redditch, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spring and Presswork Specialties
Herbert Terry & Sons, Ltd., Redditch, Eng.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
R. J. Coghlin Co., Ltd., Montreal Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Manton Bros., Toronto.
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Steel Wool
The American Steel Wool Mfg. Co., New York.

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zyrd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stove Renovators
The Flexible Conduit Co., Ltd., Guelph, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Gurney Foundry Co., Ltd., Toronto.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton

Steel Wagon Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont

Sweat Pads
American Pad & Textile Co., Chatham

Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Canada, Ltd., Inc., Toronto, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn
Wentworth Mfg. Co., Ltd., Hamilton, Ont

Tents
Finnie & Murray, Ltd., Winnipeg.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
Goren Bros., Toronto, Ont.

Tin Plate
Joseph R. Martin & Co., Montreal, Que.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Crown Cycle & Motor Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Sterne Tire & Tube Co. of Canada, Ltd. Toronto, Ont.
The Van Der Linde Rubber Co., Toronto.



"At All Dealers"

¶ Ask any dealer and he will supply you with a Dunlop Tire, or get one with the minimum of delay. Practically every dealer is a Dunlop man. He will take your order because we play no favorites—sell the big and small store or garage.

* * *

¶ The tires with the good reputation that lasts, the service that satisfies, and the dealer representation that settles the issue of emergency, as well as repair calls, are branded: Dunlop Cord—"Traction" and "Ribbed"; Dunlop Regular—"Traction," "Special," "Ribbed," "Clipper," "Plain."

DUNLOP TIRE & RUBBER GOODS CO., LIMITED

Head Office and Factories - - TORONTO

BRANCHES IN THE LEADING CITIES

Tires for all purposes. Mechanical Rubber Products and General Rubber Specialties

DUNLOP TIRES

THE BUYERS' GUIDE

Ties, Wall and Veneer
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Tire Patch
Dunlop Tire and Rubber Goods Co., Ltd., Toronto
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

Tires and Tubes,
Automobile, Aeroplane, Bicycle, Carriage, Motorcycle, and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis Minn.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q
Kribs, Wm. A., Hespeler, Ont.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q

Toboggans
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Co., Ltd., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa
Pratt & Whitney, Dundas, Ont.
The Rapid Tool and Machine Co. Ltd., Montreal.
Smith & Heminway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Hay
Louden Machinery Co., of Canada, Ltd., Guelph

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co., Montreal, Que.
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
Coleman Fare Box Co., Toronto.
The Crown Mfg. Co., Hamilton, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas

Towel Bars

Kinzinger Bruce & Co., Niagara Falls, Ont.

Transfer Decalcomania
Canada Decalomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Howe Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal
Canada Foundries & Forgings, Brockville
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio

Tube Rubber
K. and S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube, Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Turpentine
Brown Corporation, Portland, Maine.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Clements Mfg. Co., Ltd., Toronto.
The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes—Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
The Standard Paint and Varnish Co., Ltd., Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventilators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vermin Exterminator
The Common Sense Mfg. Co., Toronto.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
Steel Co. of Canada, Ltd., Hamilton.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Maxwells Ltd., St. Mary's, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
The One Minute Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows, Garden and Contractors
Eric Iron Works, Ltd., St. Thomas, Ont.
Bateman, Wilkinson Co., Ltd., Toronto, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheeled Goods
The Crown Mfg. Co., Hamilton, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
J. E. Beauchamp & Co., Montreal, Que.
Frothingham & Workman, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Sons Ltd., Toronto, Ont.
White's, Ltd., Collingwood, Ont.



The advertisement shown above is No. 8 of a series that will appear during 1919 in newspapers and magazines from Coast to Coast. Hardware dealers can profit by this advertising by placing an order at once with any of the following distributors:

E. T. Black Tire Company	Vancouver, B.C.	The Marks-Clavett-Dobie Co., Ltd.	Port Arthur, Ont.
Border City Auto Supply Co.	Windsor, Ont.	Marshall-Wells Co., Ltd.	Winnipeg, Man.
The Chapin Company	Calgary, Alta.	Marshall-Wells Alberta Co., Ltd.	Edmonton, Alta.
The Canada Auto Devices Co.	London, Ont.	Ontario Auto Spring & Supply Co.	Guelph, Ont.
Edwin Chown & Son	Kingston, Ont.	Thomas Plimley	Victoria, B.C.
Cragg Bros. Co., Ltd.	Halifax, N.S.	Summer Company	Moncton, N.B.
Hugh Carson Co., Ltd.	Ottawa, Ont.	Samuel Trees & Co., Ltd.	Toronto, Ont.
G. L. Griffith & Son	Stratford, Ont.	The United Automobile Tire Co., Ltd.	St. John, N.B.
Lamontagne, Ltd.	Montreal, Que.	Wilson Auto Specialties Co.	Hamilton, Ont.

THE BUYERS' GUIDE

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Tronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
The Graham Nail Works, Toronto.

Wire, Bright
The Graham Nail Works, Toronto.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Wire, Hay
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
The Graham Nail Works, Toronto.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
International Malleable Iron Co., Ltd., Guelph, Ont.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill
Nineteen Hundred Washer Co., Inc., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.
Caverhill, Learmont & Co., Montreal.
Connor & Son, Ltd., J. H., Ottawa. Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Wrought Nipples
J. H. Williams Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
Plewes Ltd., Winnipeg, Man.
Williams & Co., J. H., Brooklyn, N.Y.

Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.

Zinc, Sheet
R. & S. H. Thompson & Co., Ltd., Montreal, Que.





Two Features That Help to Sell Locktite

The surface of the injured tube must be cleaned before being patched. There's a cleaning pad in the cover of the Locktite Auto-New-Matic Patcher container.

The abrasive top of the container is used to roughen the surface of the tube before applying the cement.

To complete the Locktite Patcher, there is a clamp to hold the tube tightly in position around the container while being repaired, a sheet of canvas-back patching and cement.

Everything for repairing a punctured or blown-out tube on the road, if necessary.

Because the outfit is complete—

Because is saves the motorist time and money—the demand for the Locktite Patcher is increasing every day—every week.

Are you in position to get your share of the Locktite business?

Requiring little shelf room and no service—selling over the counter like a spark plug—there's a good profit in Locktite.

A special larger size is made for the garage and repair shop.

Write for our dealer proposition

LOCKTITE PATCH COMPANY, WINDSOR, ONT.
American Plant, Detroit, Michigan

LOCKTITE
AUTO-NEW-MATIC PATCHER

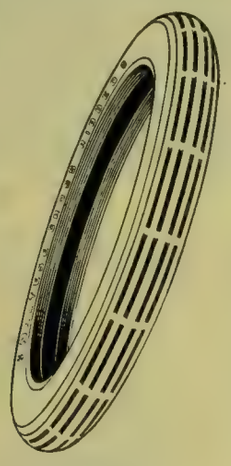
Practically all good buyers of Hardware in Canada are readers of Hardware and Metal.

MALTESE CROSS TIRES

Business Builders

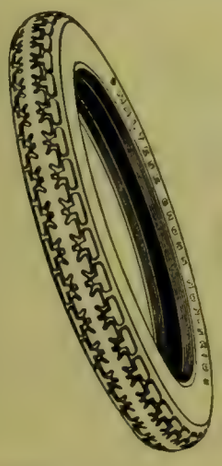


Maltese Cross Tires are business-builders of exceptional merit. Every Maltese Cross Tire you sell, by its ability to give perfect satisfaction to the purchaser, results in your customers coming back for more. More than that, when a motorist gets tire satisfaction he does not keep the good word to himself, but passes it on to all his friends who, in turn, pass it on again. Soon you have a clean sweep of all the tire business in your locality.



"The Tires that Give Satisfaction"

Don't take chances on selling your customers tires that you are not absolutely sure of. The impression of the dealer who sold him "something good" is one that stays and is the one you create when you sell Maltese Cross Tires. You can safely recommend Maltese Cross Tires to the tire crank of your town. We know they'll please him. You ought to carry complete sizes in all treads.



Gutta Percha & Rubber Limited

Head Office and Factory, Toronto

Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Calgary, Edmonton, Saskatoon, Lethbridge, Vancouver, Victoria



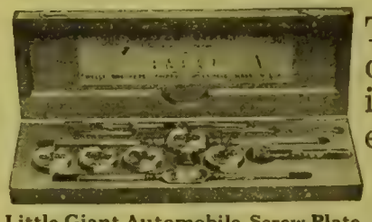
Little Giant 2 Stock Set

Motor Screw Plates

With all signs pointing toward a record-breaking season for passenger cars, trucks and tractors the prospects are bright for a brisk season for maintenance and repair tools.

Little Giant

Combination Screw Plates in both U.S. and S.A.E. standard threads contain a good range of tap and die sizes. They give the best possible service. They secure thereby for their owners maximum results at a minimum expense.



Little Giant Automobile Screw Plate

There is a screw plate for every need listed in our new No. 40 catalog. Make your selection in good season and be prepared for emergencies.



Automobile Set in Leather Roll

Wells Brothers Company of Canada, Ltd.

Galt **Ontario**

Canadian Plant of the Greenfield Tap and Die Corporation





"—saves two-thirds of my Tire Expense"

"Once a week I go over my tires—and seal the little holes and cuts that ruin tires by permitting dirt, oil and water to reach and rot fabric. With the SHALER Vul-Kit I 'vulcanize' these holes with tough, new rubber that makes a lasting job of it. It takes only a few minutes—but keeps my tires good as new—prevents tire trouble—*doubles* my mileage—and actually saves ⅔ of my tire expense."

Sell the SHALER VUL-KIT

It's easy to sell. Motorists are looking for a tire-saver like this. Their word-of-mouth endorsement of the SHALER to their friends gives you a chain of sales. The repair material they buy of you to use with this vulcanizer gives you "repeat" profits that come to you regularly—without effort. You make a good profit selling the Vul-Kit itself and big, steady "repeat sale" profits.

SHALER Vulcanizers are advertised regularly throughout the year. Motorists are now reading the large, dominant advertisements in the leading national and motorist publications. Every car-owner needs a SHALER Vul-Kit—sell it to him and make these big steady profits for your self.

Order From Your Jobber Now—Write Us for Catalog

of the complete line of SHALER Vulcanizers for garages, tire repair shops and motorists' use.

C. A. SHALER CO., 1506 Fourth St., Waupun, Wis., U.S.A.

Oldest and Largest Manufacturers of Vulcanizers in the World

I SEE IT—I'M SATISFIED



Visible Gasoline Pumps

That's the thing you want your customers to say when they buy gas.

"THE GUARANTEE VISIBLE" is approved by the Department of Trade and Commerce, Weights and Measures Standards Branch, Ottawa, and will be approved by every customer you serve.

Manufactured to operate either by hand or electricity.

Send for special descriptive literature.

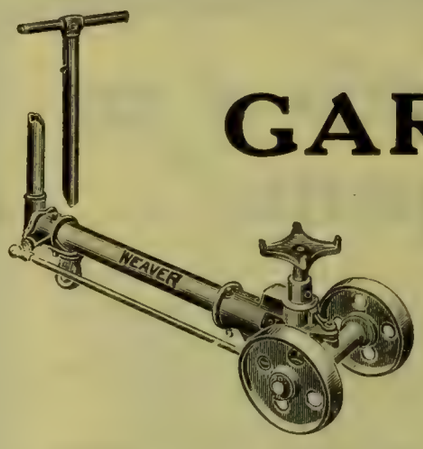


Patented Totalling Device always works

WALKER-VALLANCE LIMITED

HAMILTON :: CANADA

WEAVER
GARAGE AND SHOP EQUIPMENT



The requirements of the garage and repair shop have been carefully studied and diagnosed by the manufacturers of this line with the result that the various difficulties and contingencies that arise in the handling and repairing of automobiles can now be disposed of

Quickly and Economically

and with a minimum of labor.

Each device in this very complete line is an article of real merit and a practical necessity to the garage or repair man.

Ask for a copy of the WEAVER BOOKLET and also a copy of our 1919 ACCESSORY CATALOGUE.



GREAT WEST ELECTRIC CO., LTD.

WINNIPEG

Distributors of LACO TUNGSTEN and NITRO LAMPS.

Big Newspaper Advertising Campaign to Begin Immediately To Assist Dealers Who Handle

V D L

TIRES

At a meeting of the Board of Directors held recently it was decided now that V.D.L. Tires and Tubes have a national distribution among hardware dealers from coast to coast, that an advertising campaign should be undertaken to let the public know why V.D.L. Tires will give more mileage than any other tire on the market. Dealers who are not already handling tires as a part of their business should get a V.D.L. price list at once from any of the following distributors:

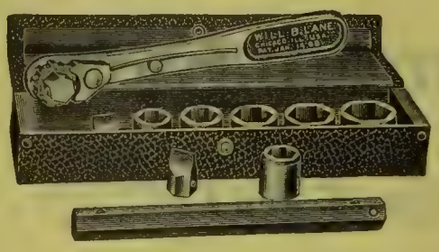
Codere et Fils, Sherbrooke.
A. Chown & Company, Kingston.
Crowell Brothers, Halifax.
Eug. Julien, Limited, Quebec.
Kloepfer, Limited, Toronto.
Merrick-Anderson Co., Ltd., Winnipeg.
Miller-Morse Company, Winnipeg.
2 in 1 Tire Company, Montreal.
Wood, Vallance & Leggat, Ltd., Vancouver

Hand Made in Canada by

VAN DER LIND RUBBER COMPANY

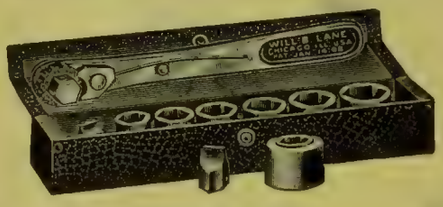
Toronto - - Ontario

LANE'S HANDY AUTO RATCHET TOOLS



FORD SET

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 1 Extension Bar, 6 inches in length; 6 Sockets to fit all nuts and bolt heads on Ford cars, including the cylinder head. Put up in strong leatherette case. Weight, 22 ounces.



STANDARD SET

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 7 Sockets to fit all size nuts in U.S. Standard from ¼ inch bolt to ½ inch bolt; S.A.E. Standard from 5-16 inch bolt to 11-16 inch bolt. Cap screws from 5-16 inch bolt to ⅝ inch bolt. Put up in strong leatherette case. Weight, 18 ounces.

The **"Standard"** and **"Ford"** Sets of the Lane **"Unique"** Ratchet Wrench and the Lane **"Super-Unique" Ratchet** Wrench Set, together with the Lane **"Unique"** Off-Set Ratchet Screw Driver, present unusual selling opportunities for the dealer.

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handdles drop-forged and case hardened.

Their ability to perform tasks, where other wrenches fail, make them easy to sell.

Your jobber has them.

Manufactured by

WILL B. LANE

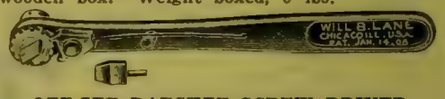
180 N. Dearborn St.

CHICAGO, ILL.



SUPER-UNIQUE SET

Contains—1 Drop Forged Handle, 9 inches in length; 1 Extension Bar, 8 inches in length with thimble attached; 15 Hexagon Sockets to fit all size nuts within 7-16 to 1¼ inches **broached opening.** The sockets fit all S.A.E. standards from ¼ to ⅞ inches. U.S. standards from 3-16 to ¾ inches (bolt). Cap screw sizes from ¼ to 1 inch. Put up in strong wooden box. Weight boxed, 6 lbs.



OFF-SET RATCHET SCREW DRIVER

Consists of—1 Six-inch Drop Forged Handle, polished and case-hardened; 2 Size accurately milled Screw Driver Bits made from the highest grade screw driver steel and oil tempered. Bits are interchangeable and can be removed and replaced in one second. This article is fully warranted. Weight, in paper box, five ounces.

DUTCH BRAND "2 IN 1" CUT FILLER



saves tires from going to the junk pile. "2 in 1" Cut Filler is a heavy liquid rubber for filling small cuts in casings and solid tires. Lengthens the life of the casing and tire. Easily applied. The motorist can repair his own tires. This is one of the famous Dutch Brand Products you should be selling. Our attractive counter display stand will make sales for you.

May we send you "Keeping Down the Up-keep," our completely illustrated catalogue? It's necessary to the success of your accessory department. Send us a postal to-day.

Order through your jobber direct.

VAN CLEEF BROS.

Manufacturers Dutch Brand Rubber Cements and Auto Chemical Specialties

Woodlawn Avenue, 77th to 78th Sts. Entire Block Chicago, Illinois



Patented in U.S.A.
50c - $1.00 - $1.50



The Tire-Saver!

NO heat, no tools, no experience necessary to repair punctures with Wood's Everloc, the original self-vulcanizing Tire Patch. Guaranteed to permanently repair punctures or blowouts up to 17 inches. Used as temporary repair on casings it will always get you home. Three ready-selling sizes: 50c - $1.00 - $1.50.

DEALERS:- Get our proposition from us or your jobber.

Wood's Everloc Tire Patch is patented in the U.S.A.

W. C. WOOD COMPANY

74 WESTERN AVENUE Dept. E MINNEAPOLIS, MINNESOTA

CANADIAN BRANCH: 204 PRINCESS ST., WINNIPEG, MAN.

Garage Size: 20" x 28"

WOOD'S EVERLOC TIRE PATCH

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

Leadership in the manufacture of wrenches and tools has been gained and maintained through adherence to principles of manufacture which insure to the user of Mossberg products the utmost in value and in service.

Mossberg Socket Set No. 14, the "completest," containing an assortment of tools to fit every job

No. 4 Garage Set of Open-end Wrenches; one opening of each wrench fitting U.S. standard bolts, and the other opening of the same wrench fitting S.A.E. cap screws of the same dimensions.

Send for complete catalogue and particulars





BY INVITATION MEMBER OF

NEW YORK U.S.A.

FRANK MOSSBERG CO.

WRENCHSMITHS FOR 20 YEARS

ATTLEBORO, MASS. U.S.A.

We know and you know



affords an excellent argument why you should sell these world-renowned plugs.

You should sell them because they are guaranteed (without reservation or time limit) to give the fullest measure of satisfaction, remembering that satisfied customers are an asset.

To refer your customers to the Sphinx guarantee is to clinch the sale every time.

Write me, and I will quote you the trade prices which ensure abundant profit on every deal.

Sole Agent for the Dominion :

WM. T. EVANS

1684 St. Urbain St. Montreal

Manufacturers:

SPHINX MFG. COMPANY

BIRMINGHAM, ENGLAND

'SPHINX'

England's [illegible] Plug


COLT
Trade Mark Reg'd.
FIREARMS
For essential home protection. For a constant outdoor companion. Give them the best—a COLT
YOU know, and every dealer knows, that for superior workmanship and a reputation for unfailing service for more than three-quarters of a century, there is nothing like a COLT.
And so your recommendation should be an unqualified recommendation for a COLT.
You are sure of giving satisfaction. Keep up the standard of buying; it adds prestige to your store.
We are making deliveries just as rapidly as we possibly can, but to avoid disappointment, do not delay in stating your requirements.
COLT'S PATENT FIRE ARMS MFG. CO.
Hartford, Conn.
A. MacFarlane & Co., Ltd.
Montreal, Canada
REVOLVERS
AUTOMATIC PISTOLS


Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins
"Oil Cup"
"Ratchet"
"D"
"M"
Catalogues and Prices Sent Upon Application
The CANADIAN WINKLEY CO., Ltd.
WINDSOR


CLASCO
This Trade-Mark is a guarantee of Highest Quality and Workmanship
We specialize in, and our Plant is fully equipped to produce
STEEL and BRASS STAMPINGS of all kinds
Write us for quotations
CANADIAN LAMP & STAMPING CO., LIMITED
Makers of the celebrated CLASCO Lamps for Motor Cars
FORD CITY, ONTARIO



Manufacture of

Crown Mud Guards

OUR SPECIALTY

SEND SAMPLE OR SKETCH

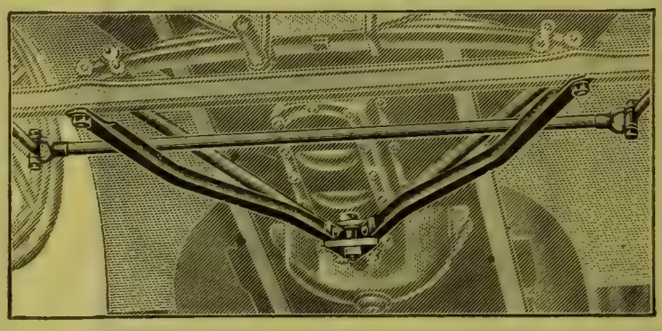
REPAIRS

We guarantee you the best of satisfaction in repairing Mud Guards, Radiators, Windshields, Drip Pans, Lamps, etc.

Guide Motor Mfg. Co.

62 Richmond St. E., TORONTO







Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw Saskatchewan

TIRES,

Hardware Dealers

Now is Your Opportunity to Beat the Mail Order Houses

30 x 3½ Inner Tubes	$ 1.90
30 x 3½ Plain Tires	13.10
30 x 3½ Grooved Tires	14.00
30 x 3½ Non-Skid Tires	14.65

HUNDREDS OF OTHER SIZES

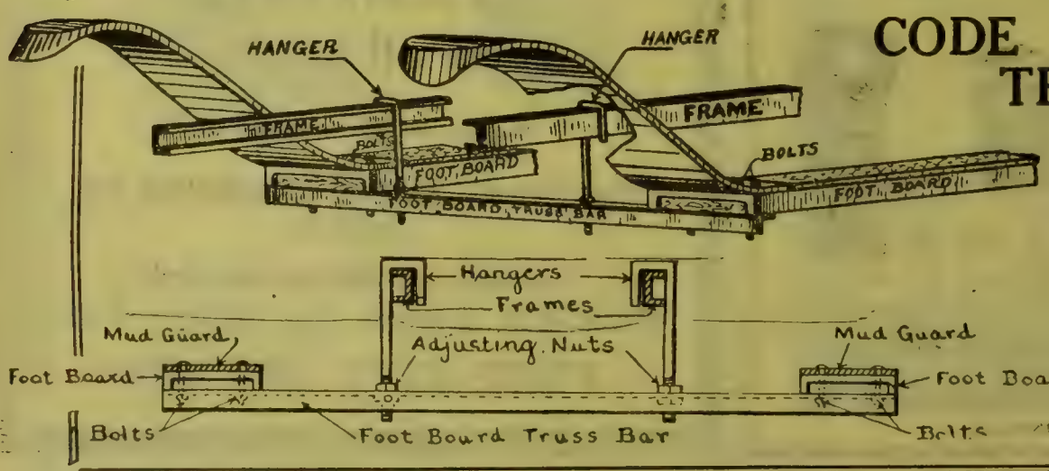
BRAND NEW GOODS

Mr. Dealer, we can sell you the most complete line of automobile accessories in Canada at tremendous reductions. Write for our catalogues. Wholesale only.

CROWN CYCLE & MOTOR CO.

319 Craig St. West, MONTREAL

LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA



CODE FOOT BOARD TRUSS BAR

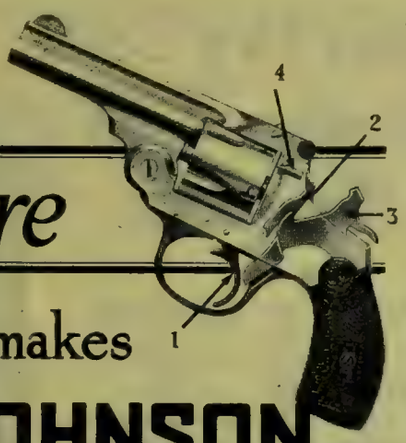
for Ford Cars

Increases the life of the car. Can be attached by any one in a few minutes. Costs a trifle. Meets a popular demand. A quick seller with good profits.

At your Jobber's

The J. H. Hanson Co., Limited
MONTREAL, QUE.

The Western Specialty Co.,
WINNIPEG, MAN.



The Feature

that makes

IVER JOHNSON
SAFETY—AUTOMATIC REVOLVERS
easy to sell

Just note this simple automatic safety action. The *only* way to discharge an Iver Johnson is to pull the trigger (1) *all* the way back; this action raises the lifter (2), which forces the hammer (3) to cocking position. When lifter is at its highest point the hammer covers the firing pin (4) and at this position the hammer is released, striking the lifter, which in turn strikes the firing pin, driving it into the primer of the cartridge.

No impact can ever force the hammer against the firing-pin—thus the world-famous slogan, "Hammer the Hammer."

Stock the entire line—22, 32, 32 special and 38 calibres, Hammer and Hammerless models with Regular, Perfect Rubber and Western Walnut grips.

Write for firearms catalog and complete dealer information. Ask about Iver Johnson bicycles and motorcycles, too. A good line to stock complete.

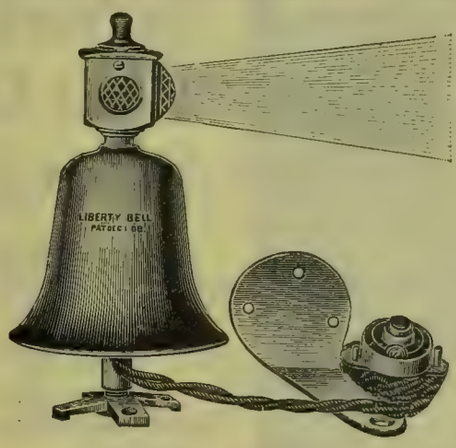


"The Safe Revolver to Sell"



Iver Johnson's Arms & Cycle Works
1000 River St., Fitchburg, Mass.
99 Chambers Street, New York
717 Market Street, San Francisco

Why not stock Iver Johnson shotguns, too? Then you can capitalize on the entire Iver Johnson line of firearms.



The Signal of Distinction
An ornament and a double signal. Made in styles and sizes to suit all makes of cars.

WARNS
BUT DOES NOT OFFEND

This improved signal says "car coming," but not as a harsh command to "Get out of my way." It calls attention rather than gives an order. It does not startle.

"LIBERTY BELL"
DEFINITE AND DISTINCTIVE

The clear bell tone carries through all the sounds of traffic. Its warning is positive and in addition a red light is flashed from a semaphore lens located just above the bell.

GETS THE RIGHT OF WAY

This signal, combining both sound and sight warning, is amply protected by patents. We will vigorously prosecute makers of infringing devices and dealers who handle them.

A POLITE SIGNAL

We have an attractive proposition for you. Write for prices.

THE BUNYAN MFG. CO.
9805 MADISON AVE. - - CLEVELAND, OHIO

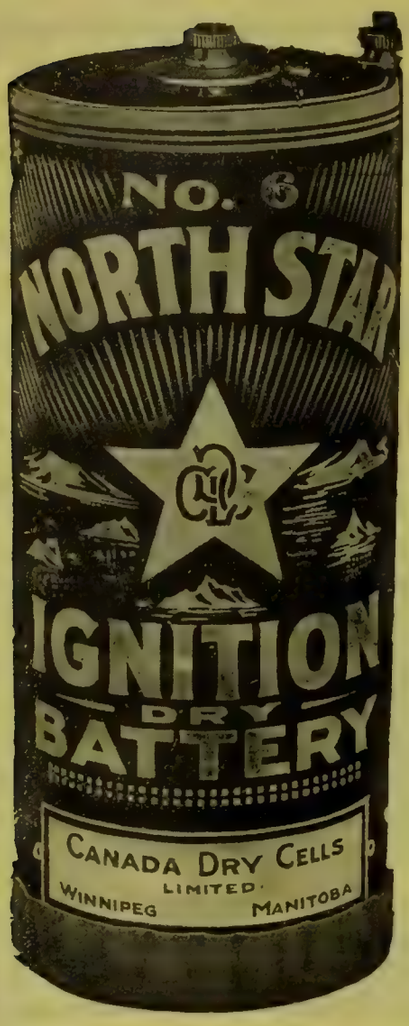
Insist on Getting
A
Tallman Two Cylinder Double Action Pump



Easy on Your Back

Saves Your Tires

Tallman Brass & Metal Limited
HAMILTON, ONT.



In North Star Dry Cells Your Customer Gets What He Pays For: ---Service!



The element required in an ignition battery is length of life—service—it must do the work required or it must be cast aside to be replaced by a satisfactory—an **efficient** battery.

In North Star Dry Cells your customer gets a thoroughly efficient battery in every sense of the word.

He will always come back to you, because in selling North Stars, your customer always gets what he pays for—**service.**

The Western Battery for Western Need.

Order through your Jobber.

Canada Dry Cells Limited

WINNIPEG, MANITOBA

North American Hardware Supply Limited

222 Notre Dame Street West

MONTREAL - - CANADA

Eastern Canada Representatives for--

"Diamond Tires"

"Viko" Aluminum Products

ALSO

A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.

Get our price list.



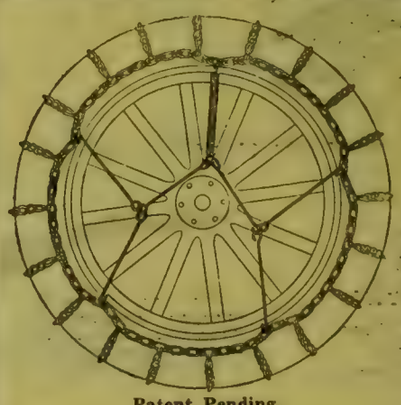
Homer & Wilson

CHEVROLET -- LOCK --

We are displaying this handsome, efficient vest-pocket size Chevrolet lock on a neat card, which if displayed on your counter, or in your window, will prove to be a money-making sales-getter.

Order from your jobber or write direct.

Homer & Wilson
Lancaster St.
HAMILTON



Keep your chains from running too loose with

Merchant's Anti-Skid Chain Tightener

$1.00 PER PAIR

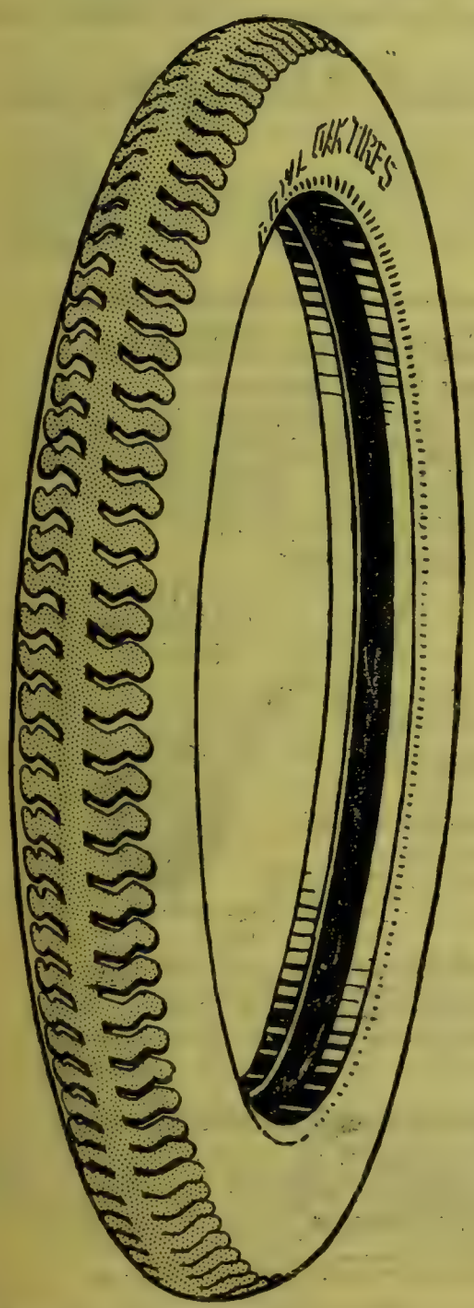
Catching the chain at five points gives even tension all around. You can not lose chains and yet the chains are allowed to creep around wheels. Simple, light, neat, compact, durable — easily carried and easily applied. Can be used on any tire. If your dealer can't supply you, write us direct.

Patent Pending.

H. MERCHANT CORP., 236 Emma Street, Syracuse, N. Y.

ROYAL OAK TIRES

BUILD BUSINESS



IT is impossible to get a tire proposition more paying than the Royal Oak.
It is impossible to make a better tire, or to handle one.

Royal Oaks sell well. People like them and want them, because they do deliver extra mileage. They are a real tough treaded tire made to deliver service.

Royal Oaks pay you a profit---the kind you want. They satisfy customers, they "repeat," and there is a mighty good margin on every sale.

Dealers are invited to send for this proposition. Get it now while the season is good. Royal Oaks are honestly made in a big way to be worthy of your representation. Send for complete information to-day.

Oak Tire & Rubber Company, Ltd.
Head Office: 19 Dundas St. E., TORONTO
Factory: OAKVILLE, Ont.
WINNIPEG BRANCH—120 Lombard Street

Measuring Tapes, Steel Rules, Straight Edges, Surveyors' Band Chains, Engineers' Tools

MANUFACTURED BY

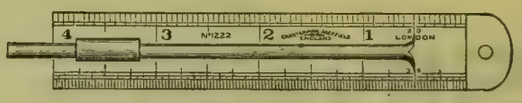
JAMES CHESTERMAN & CO., Limited

SHEFFIELD, · ENGLAND

Chesterman tools are the highest standard of accuracy in the British Empire, and the quality of steel and substantial build guarantee a maximum of service and economy.



Wind-up Measures, Steel, Linen and Metallic. With Improved Patent Flush Handle.



Steel Depth Gauge

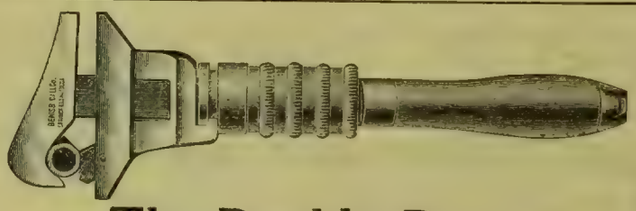


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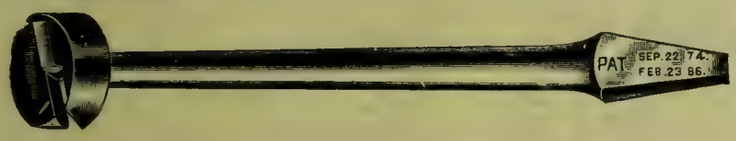
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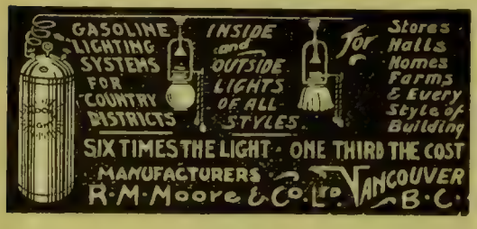
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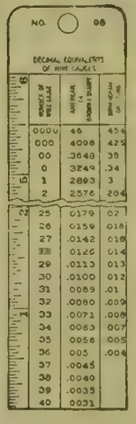
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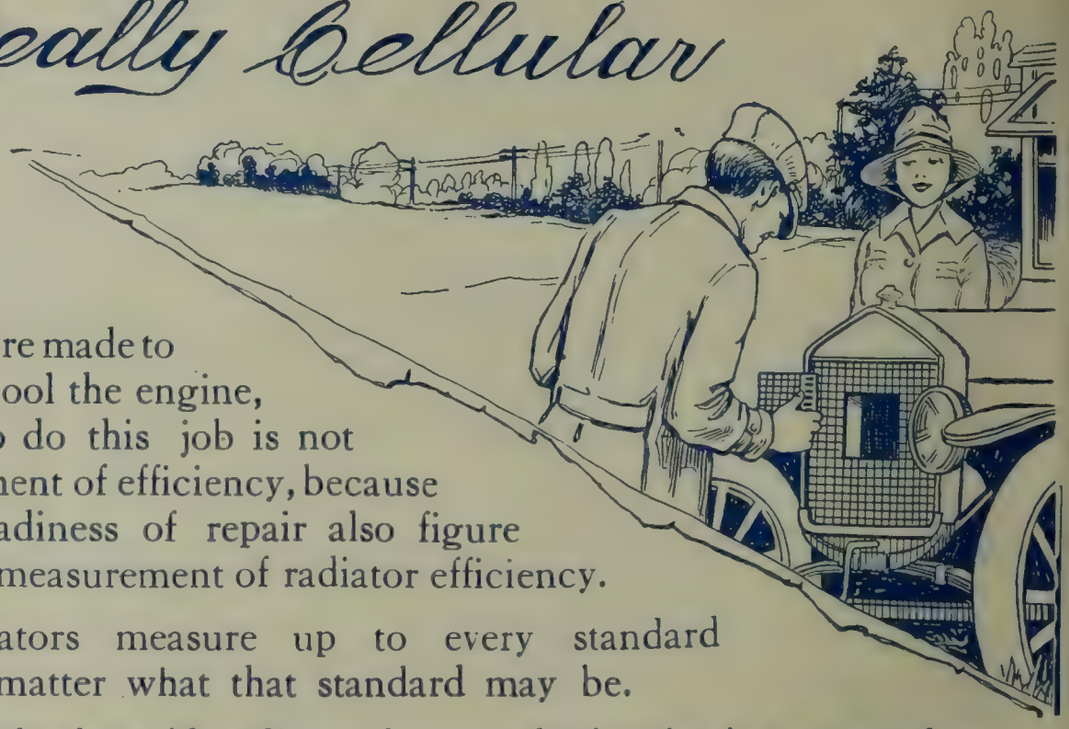
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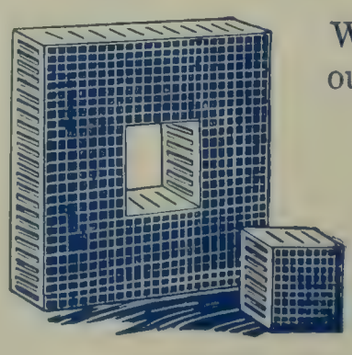
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HARDWARE AND METAL

Vol. XXXI
No. 29

PUBLISHED EVERY SATURDAY SINCE 1888

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JULY 19
1919

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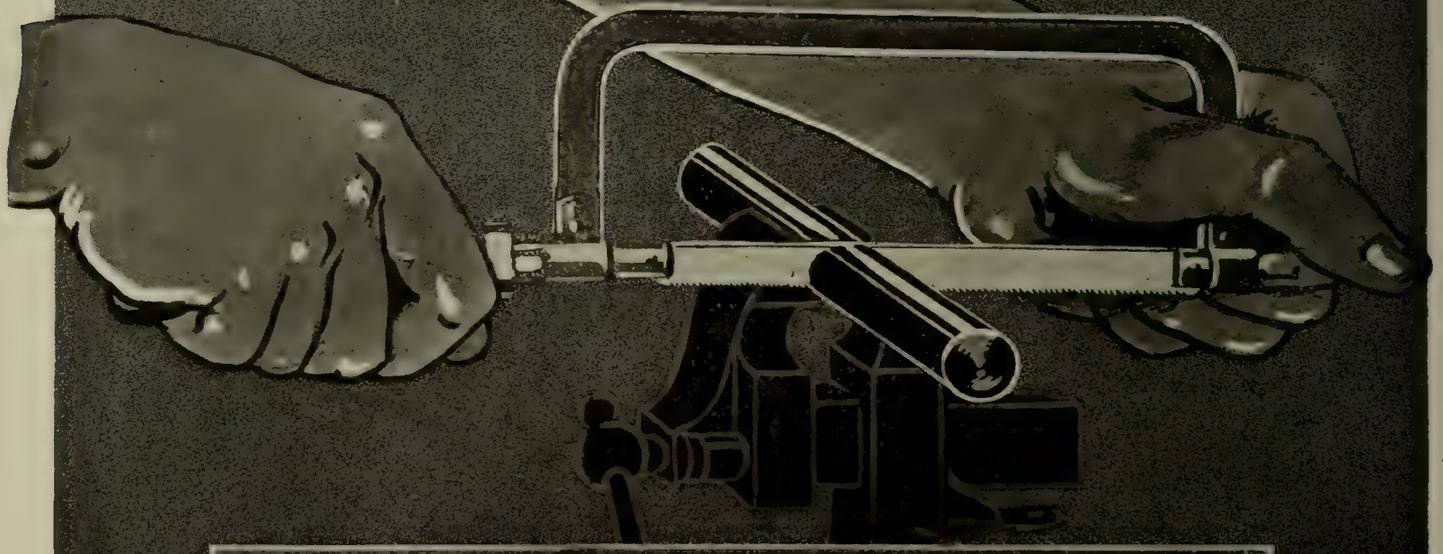
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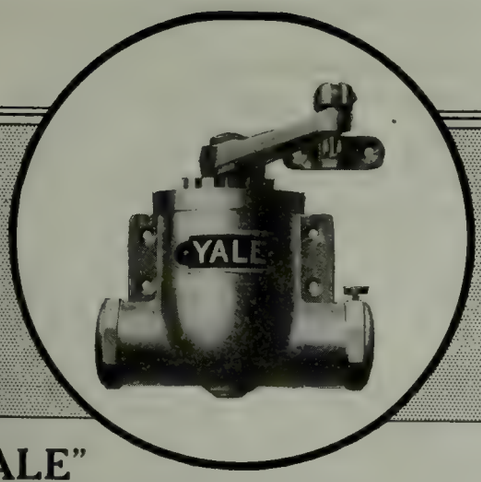
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Williams' Superior Drop-Forged Wrenches For Every Purpose

PURSUANT to our policy, inaugurated nearly half a century ago, of standardizing lines of Drop-Forged Wrenches, we have now developed some 40 patterns in about 1,000 sizes with openings running from 3/16 to 7-5/8 inches, for every purpose.

All are reliable, efficient tools, made of the best materials obtainable, and manufactured by methods developed and perfected through many years' experience.

We carry them Big and Little, Bent and Straight, Thick and Thin; something *Standard* for every recognized trade need.

Specify "Williams' Wrenches" or Tools when you order and get *Superior* quality.

Ask for Wrench Booklet.



THE A. G. LOW CO., LTD., 30 PACIFIC AVE., SASKATOON, SASK.
Agents for Manitoba, Saskatchewan, British Columbia and Alberta.

UNIVERSAL

Vacuum Bottles and Accessories

FOR EVERY SEASON--FOR EVERY PLACE--ALL YEAR SELLERS

When you tell a customer that "UNIVERSAL" Vacuum Bottles are superior, you are not spinning selling fiction. You don't have to hedge, back down or hunt for an alibi. You can prove what you say as fast as you say it. Show the exclusive patented features of the "UNIVERSAL" line—supremacy will be evident without extended argument.

Show how the spring steel holder grips the filler firmly in place and absorbs all bottle-breaking shocks. Note the absence of insanitary felt pads, cork rings and cement fastenings. See how the rubber gasket around the neck of the bottle prevents leakage into the case. Bear in mind that thorough tests have shown the greatest temperature-retaining efficiency is found in "UNIVERSAL" Bottles.

"UNIVERSAL" Vacuum Bottle with extra cups is a patented UNIVERSAL feature. Whenever you sell a Vacuum Bottle, show the nested cup feature and you've added another selling point to your story.



PITCHER
No. 9822

Ask for Vacuum Bottles

UNIVERSAL

Bearing This Trade Mark

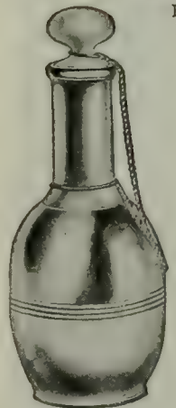
BOTTLE WITH NESTED CUP No. 571





BOTTLE No. 91





CARAFE—No. 2822



TANKARD No. 842



SCHOOL LUNCH BOX—No. 2070



WORKMEN'S LUNCH KIT—No. 310

LANDERS · FRARY & CLARK

· NEW-BRITAIN CONNECTICUT ·

Canadian Representatives:

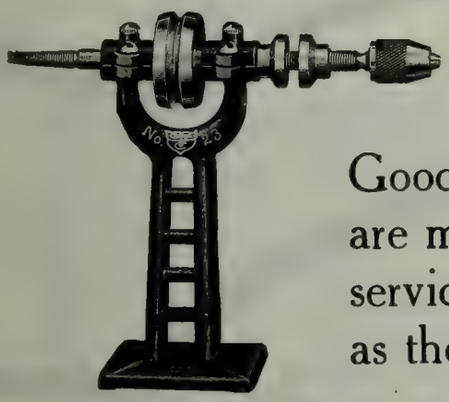
A. MACFARLANE & CO., LIMITED

Montreal **Quebec**

GOODELL-PRATT

1500 GOOD TOOLS

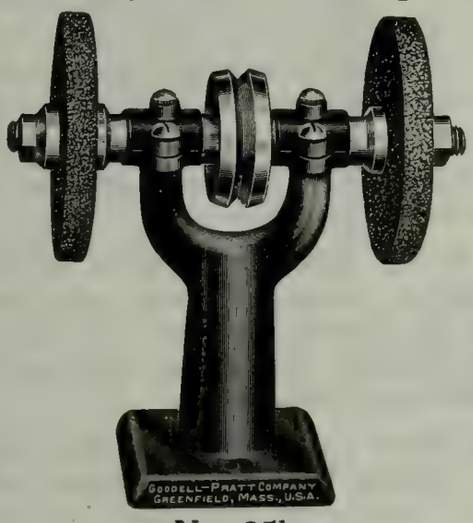
Grinding and Polishing Heads



No. 23

Quick Sellers
Good Profit Makers

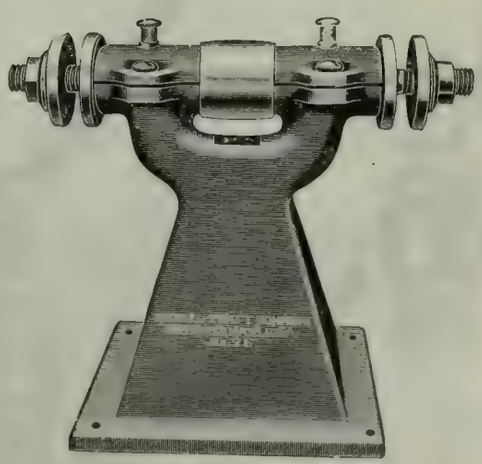
Goodell-Pratt Grinding and Polishing Heads are meeting with great favor everywhere. Their serviceability, light weight, and strength, as well as the very reasonable prices at which they can be sold, make them an especially profitable line to handle.



No. $25\frac{1}{2}$

They are made in many different styles to fill the requirements of every user.

As they are purchased by Garages, Manufacturers, Experimenters, Householders, etc., their adaptability is varied. The wide market for sales possibilities of these tools is apparent and if you do not already stock a representative assortment of Goodell-Pratt Grinding and Polishing Heads write for interesting specifications and prices.



No. 26

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

Champion

Dependable Spark Plugs



Champion
"Heavy Stone"
B13, ½ inch,
B43, ⅞-18,
B53, ⅞ long.
Price, $1.25.



Champion "O"
For Overland
Cars
A14 "O," ½ in
Price, $1.00.



Champion "X"
A15, ½ inch.
Price $0.90.

No matter what the name or type of your customer's Motor Car, Truck, Tractor, Farm Engine, Motor Cycle or Motor Boat, there is a particular type of Champion that is guaranteed to give efficient, economical and satisfactory service.

3450 Insulators, used in all Champions, in their ability to resist shock, vibration and heat expansion insure a dependability far in excess of ordinary service requirements.

That is why four out of every five gasoline motors and engines are factory equipped with Champions and is convincing evidence that your best interests will be served by making Champions the corner-stone of your accessory business.

Check up your stock and order from your jobber now, the Champions you need to complete the full line, so as to get all the benefit of our advertising.



Champion
"Maxwell"
For Maxwell
Cars
A44, ⅞-18.
Price, $1.00.

Champion Spark Plug Co. of Canada, Limited

WINDSOR - ONTARIO



Champion
"Studebaker."
Cars

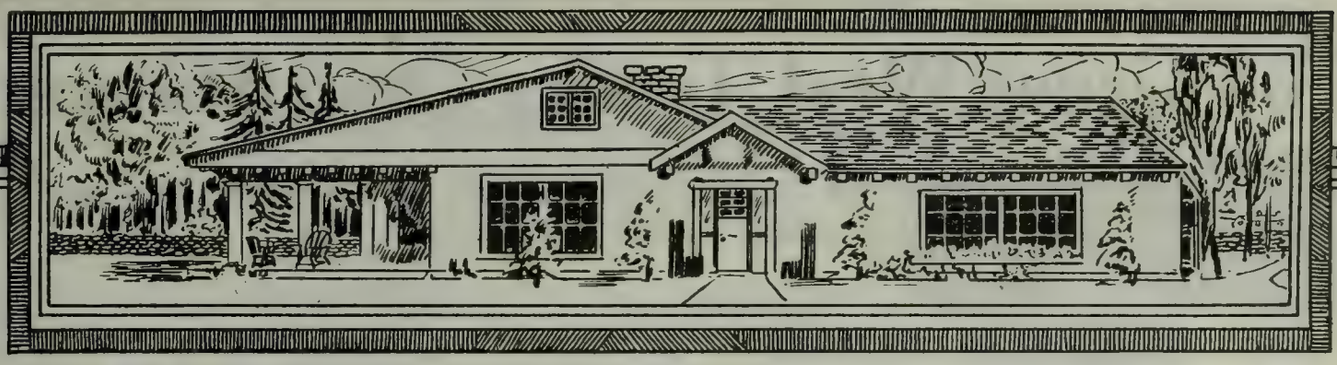
A13, ½ inch.
Price, $1.00.
A43, ⅞-18.



Champion
"Buick."
For McLaughlin
Cars.
A53, long, ⅞-18.
Price, $1.00.

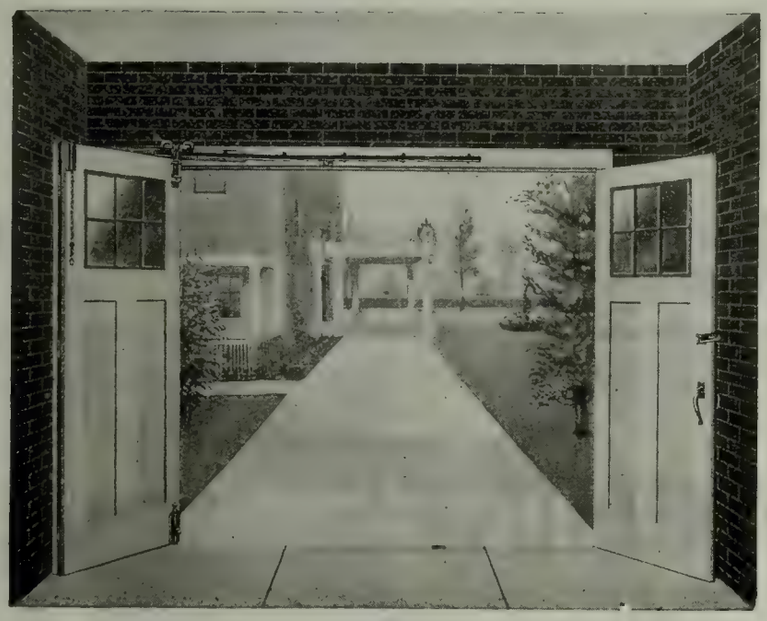


Champion
"Aero"
Truck.
JAS 43, ⅞-18.
Price, $1.00.



National

Garage Sets

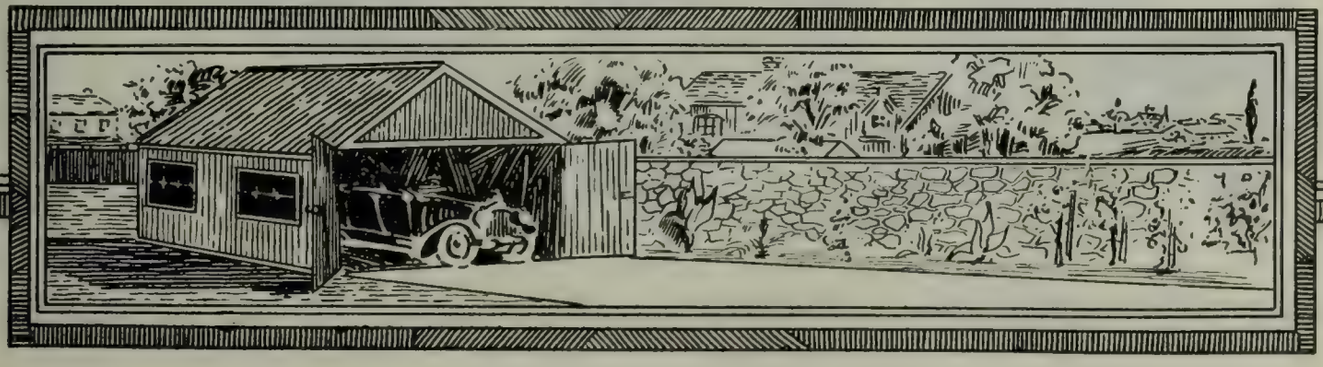


Time is Money--So is Space

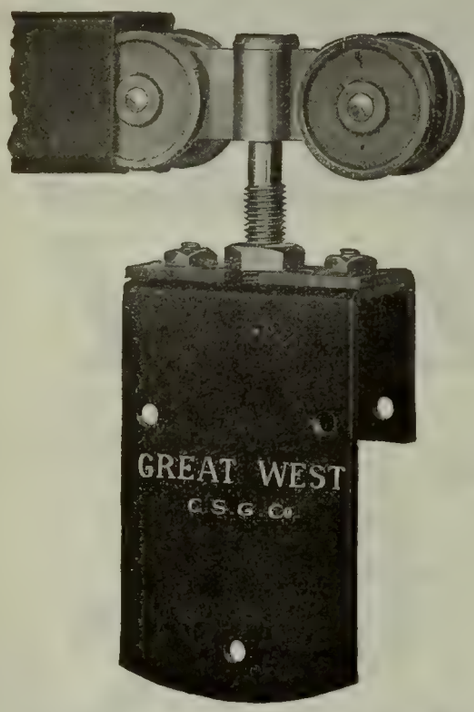
The No. 805 Garage Door Set opens at a push and closes at a pull—both light ones. Saves space because doors are hung inside and fold against the inner wall. Adjustable for settling walls or swelling floor. The price is right and satisfied customers continually bring more sales.

Set No. 805 includes—No. 29 Latch; 1 only Swivel Hanger; 6-foot Braced Rail; 4½ pair 4 x 4 inch Jap. No. 505 T.P. Butts; 1 only No. 820 Chain Bolt; 1 only, No. 830 Foot Bolt; 1 only No. 5 Pull; 1 only 4½-inch No. 30 Safety Hasp. All bolts and screws packed in the **"unusual National way"** Japan finished. Catalogue and prices for a postcard.

National Mfg. Co., Sterling, Ill.



The Great West Trolley Door Hanger



A hanger built for service and especially recommended for use on heavy doors.

The axles pass through seamless tubes and turn on steel roller bearings, making it anti-friction and very easy running.

A leading feature of the "Great West" is the vertical and lateral adjustments, allowing the door to be raised or lowered, or the space between the door and building increased or decreased as desired.

The track is made of heavy steel and double grooved attached to the building with heavy corrugated brackets.

We will gladly look after your door-hanger prospects. Write us.

Canada Steel Goods Company, Limited
HAMILTON, ONTARIO

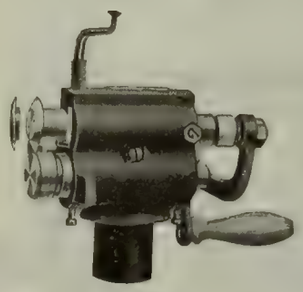
SMALL MACHINES

Are Made for Service. They Combine Durability, Speed and Accuracy



No Tinshop can afford to be without a set of these machines

We manufacture a full line of Tinners' Tools



Drop us a line for full particulars and prices

The Brown-Boggs Co., Limited
Hamilton, Canada

PLYMOUTH ROPE

A Big Winner

In 1916 the Plymouth Rope-by-the-foot plan was first given to the trade in practical form as a profitable selling suggestion, enabling dealers to successfully conduct their retail rope sales over the counter on a price per foot basis. This Plymouth-devised Automatic Selling Chart is in use to-day with several thousand dealers throughout the United States and Canada, and the following letter is typical of many that are received daily from the trade:

"I have your plan for selling Plymouth Rope-by-the-foot, and saying that the dealer likes it because it offers him a greater profit, and that the customer likes it because he knows in advance just what his rope is going to cost, is putting the whole thing in a nut shell. It is just what I have wanted for years. When I received a lot of rope I did not have time to sit down and figure it out for myself. Many thanks to the good fellow who got this schedule out. I could not do without it now."

F. L. VORCE,
Weyerhauser, Wis.

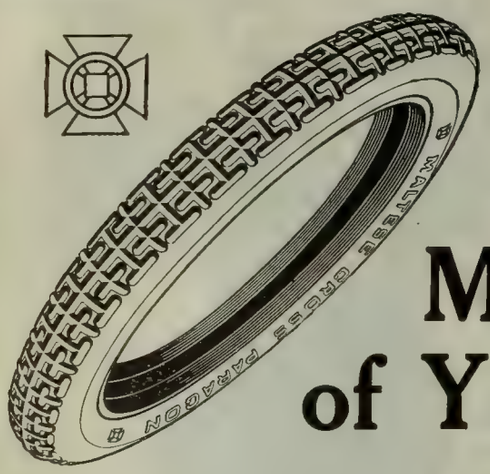
All Canadian Jobbers Handle Plymouth Rope

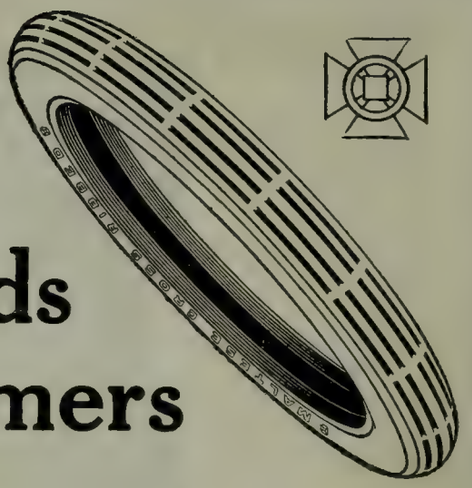
PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. Welland, Canada

INDEPENDENT CORDAGE CO., LIMITED
Toronto, Canada *Canadian Sales Agents*

PLYMOUTH TRADE MARK 1824





Make Friends of Your Customers

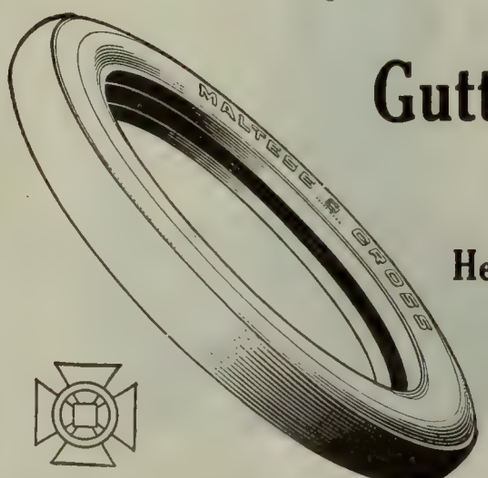
Yield not to temptation, especially the temptation to sell a poor tire, because it pays a bigger profit. When John Smith comes in and kicks about the last tire he got, it ought to be a lesson to you not to sell poor tires. Don't yield to the temptation of selling him an inferior tire again.

Maltese Cross Tires give satisfaction. You know that to sell a tire which gives satisfaction makes the user solid for that brand for all time, and more than that, he becomes a booster for your store.

Display Maltese Cross Tires in Your Windows —It Pays

Have you noticed the number of cars equipped with Maltese Cross Tires lately? Here's the reason—

"Maltese Cross Tires—Give Satisfaction."





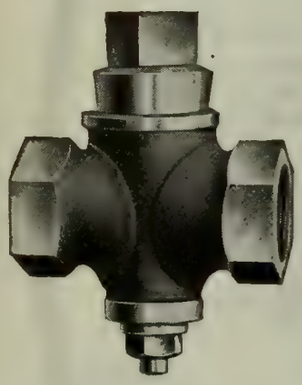
Gutta Percha & Rubber Limited

Head Offices and Factory, Toronto

Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Calgary, Edmonton, Saskatoon, Lethbridge, Vancouver, Victoria


Quality
Service
THERE IS
NO ARGUMENT
When you are assured
QUALITY
SERVICE
PRICE
and One Hundred Cents Worth of Value
for Every Dollar You Spend
PURCHASE THE PRODUCTS
OF
CANADIAN MILLS
A Canadian Dollar is Worth One Hundred Cents in Canada
THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL





FIVE WORKS---OVER 3,000 EMPLOYEES

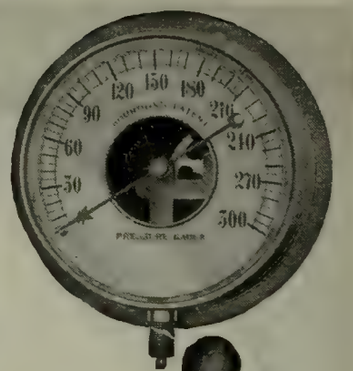
UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.

DURING THE WAR our plants were exclusively engaged on work of supreme national importance.

At the commencement of the new era we are pleased to announce that we intend to again direct our energies to the intensive production of:—

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.





"UBEL" POST-WAR SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

VOL-PEEK 15¢



Vol-Peek stops leaks in all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Note the absence of tools. Can be applied by the finger. A feature that induces the housewife to purchase. Vol-Peek is being advertised all over Canada. Every home needs it. Our attractive display stands suggest sales on sight. Write for it to-day. Contains 24 packages, $2.25. 60% profit.

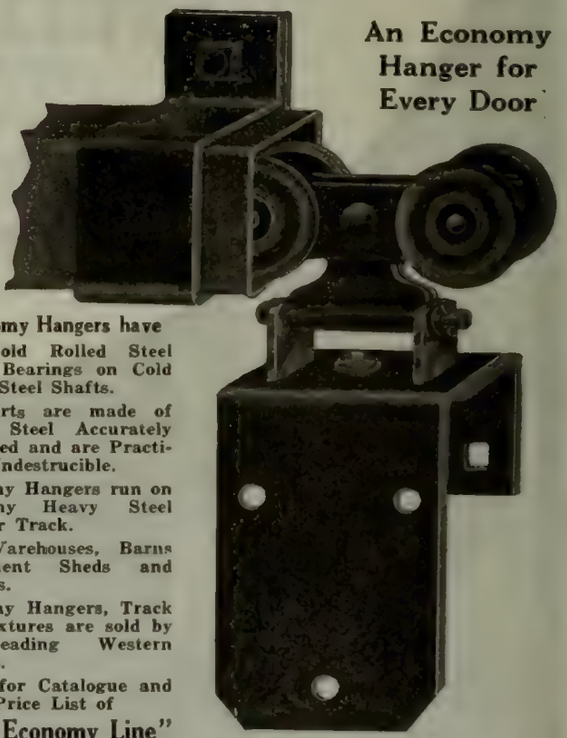
At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and operating Vol-Peek Mfg. Co.)

ECONOMY TROLLEY ROLLER-BEARING DOOR HANGERS

An Economy Hanger for Every Door



Economy Hangers have full Cold Rolled Steel Roller Bearings on Cold Rolled Steel Shafts.

All parts are made of Heavy Steel Accurately Machined and are Practically Indestrucible.

Economy Hangers run on Economy Heavy Steel Tubular Track.

For Warehouses, Barns Implement Sheds and Garages.

Economy Hangers, Track and Fixtures are sold by all leading Western Dealers.

Write for Catalogue and Price List of

"The Economy Line"

ECONOMY FOUNDRY CO., LTD.

PORTAGE LA PRAIRIE, MAN.

WILT

The progressive Hardware Dealer sells **WILT High Speed and Carbon Twist Drills, Reamers and Milling Cutters** because

—THEY ARE TOOLS OF QUALITY made by especially trained, high-class workmen skilled in the art and science of tool manufacturing.

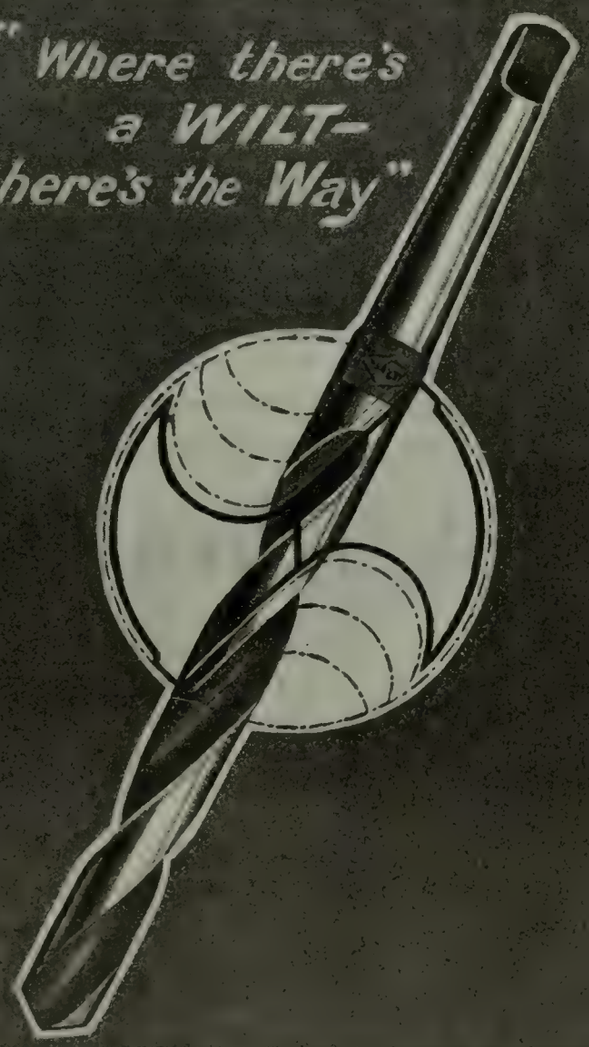
—THEY CONTAIN ONLY THE BEST MATERIALS. We are very particular in the choice and selection of raw materials, accepting only that which passes our most exacting inspection which is based on the highest standards.

—THEY CREATE CUSTOMERS' SATISFACTION and our guarantee and our broad policy of interpreting that guarantee assures complete satisfaction and meets with the approval of all users.

—THEY ARE PROFITABLE TO SELL. The reasonable profit with which we are content allows the dealer a splendid margin on his sale.

SELL WILT PRODUCTS

"Where there's a WILT— there's the Way"



HIGH SPEED AND CARBON TWIST DRILLS

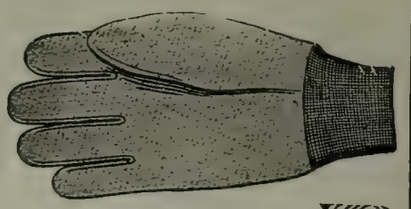
WILT TWIST DRILL CO.

WALKERVILLE OF CANADA, LIMITED ONTARIO

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England

TAPATCO Products

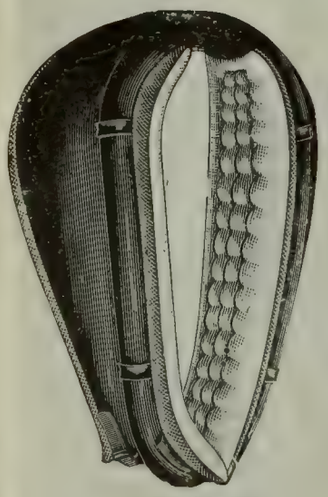
REGISTERED TRADE MARK BRAND



HARVEST

Always Creates a steady demand for TAPATCOS





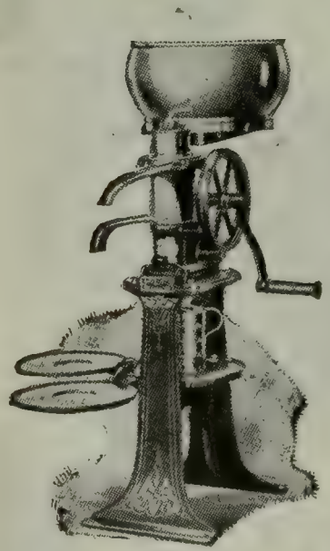
Harvest activities on farm and field of production will mean increased business for you if you push the sale of TAPATCO lines.
Gloves will be needed as well as collar pads and when you sell them TAPATCOS you are making satisfied customers.
From a humane standpoint the TAPATCO Brand Collar Pad is unexcelled. Drivers appreciate the fact that a sore shoulder is a serious hindrance to the value of the horse. TAPATCOS will keep the horse's shoulders in perfect working condition at all times and you have our guarantee that they wear long under the most trying tests.

Order from your jobber.

The American Pad & Textile Company

CHATHAM, ONTARIO

Look Alive!



Investigate the Anker-Holth Cream Separator before some one beats you to it.

Remember:

The bowl of the Anker-Holth is guaranteed by the manufacturers to retain its balance throughout the entire lifetime of the machine.

A Post Card will bring you complete particulars.

Silverwoods, Limited

London, Ont.



"TALLMANS' SPECIAL" ARCTIC METAL

a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

Its long life proves its efficiency.

Tallman Brass & Metal Limited

HAMILTON, ONT.

CANADA
FOUNDRIES & FORGINGS
LIMITED



Well Pumps

We manufacture a complete line of Improved Iron Well Pumps. Besides being amply strong for the work they have to do they are characterized by having absolute immunity from freezing and are adaptable for and efficient working in wells of any depth. Our Well Pumps are Full Weight, warranted to stand the strain of any ordinary usage, and of most approved forms for obtaining best results.

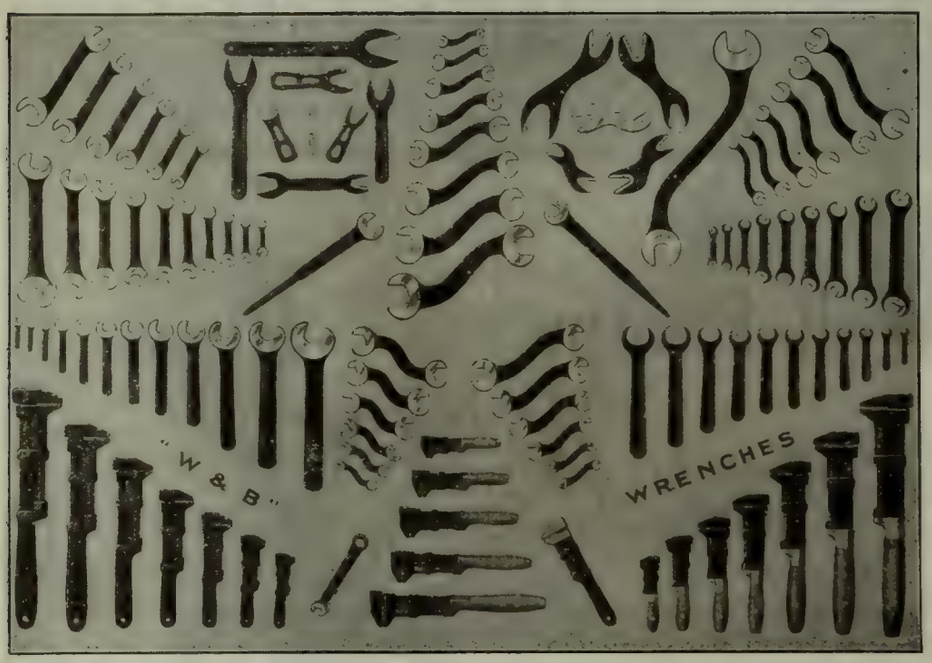
Write for complete pump catalogue.



James Smart Plant
Brockville, Canada

W&B
TRADE MARK

WRENCHES The Most Complete Line in the World



When you stock "W & B" you are sure to have a wrench for every customer. There is a "W & B" Wrench for every purpose and each for its purpose is best. Every wrench bearing the "W & B" trade mark is a model of perfection.

There is a "W & B" Wrench for every wrench job in every industry. Take your automobile—its equipment is made complete with a "W & B" Wrench Set.

Sell "W & B" Wrenches and back them to the limit. We do. That's why we say to ourselves:

"Make it better than anybody else can make it, put your name on it and stand by it."

The Whitman & Barnes Manufacturing Company

Office and Factory: St. Catharines, Ont.
European Office: 139 Queen Victoria St., London, E.C.

Established 65 Years

Whitman & Barnes

TWIST DRILLS — REAMERS — WRENCHES — HAMMERS



Who Are Your Customers?

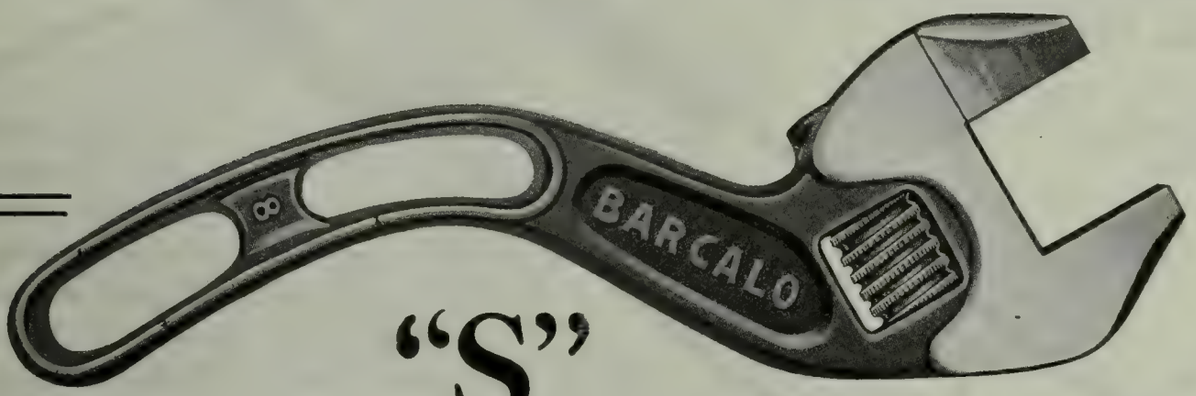
The local newspaper, the tinsmith, the plumber, the machine shop, the factory, the waterworks, the electric light plant, etc., are all possible customers.

What percentage of this field are **your** mixed metal customers? There are many reasons why **Hoyt Metals** will give them better service. May we help you to get a greater share of the mixed metal business in your town? Write us to-day.

HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

BARCALO



"S" Wrench

Service

There are no frills about the Barcalo "S" Wrench. Yet any mechanic will take pride in its attractive and business-like appearance.

The primary object of the Barcalo "S" Wrench is to perform a special service for the Machinist, Engineer or Garage man.

It will perform all the operations required of any wrench, besides helping the mechanic out of many a tight place where the ordinary wrench would be an impossibility.

Its Claim to Usefulness—is backed by extraordinary strength, unsurpassed lasting qualities, simplicity of construction and freedom of manipulation.

Made in 6, 8, 10, 12 and 14 sizes.

We are zealous of our ability to make good wrenches.

We guarantee to replace, free, any Barcalo Wrench proving unsatisfactory to your customer.

Dealers are making **a good margin** of profit, through **Barcalo sales.**

How about you?

May we mail you further information? Write to-day.

Barcalo Manufacturing Company

BUFFALO, NEW YORK

WINNIPEG---D. PHILIP
138 Portage Ave., East

"YANKEE" TOOLS

Save Time At Every Turn

RATCHET DRIVER

Nos. 10 and 11



Made in 8 lengths from 2 to 12 inch blades

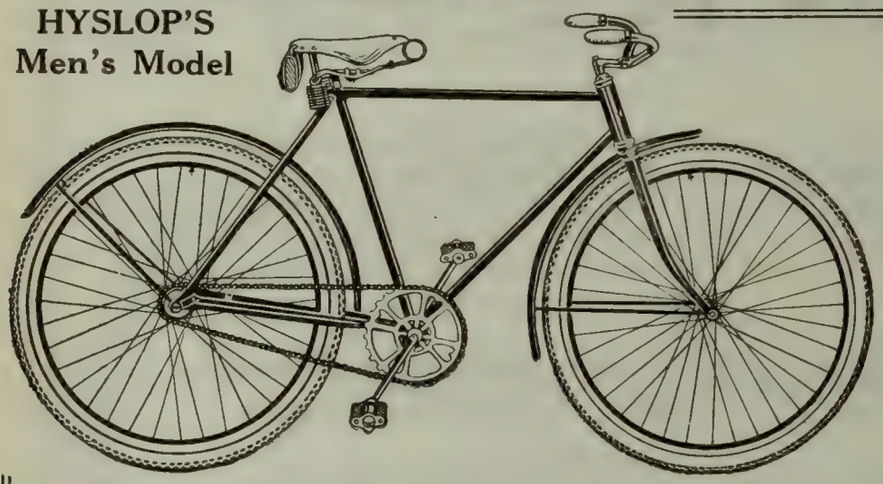
Here you have an easy moving ratchet, right hand, left hand or rigid; a comfortable handle, and withal, a strong and powerful driver that saves time and labor at every turn.

Your Jobber Can Supply You

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

HYSLOP'S Men's Model



HYSLOP BICYCLES

will increase your Sales and Profits

WHEN a business engaged in building bicycles can withstand the forces of competition for 30 years and come out on top, then it is safe to assume that the product is worthy—that it has kept abreast of the times—and that it has won public approval. Thousands of Canadian riders bear testimony that the Hyslop they ride gives them satisfaction.

That's the line dealers should sell—one that is demanded by riders of every class.

You have the choice of 8 models of different styles and colors. A generous display of these attractive wheels will increase your sales and profits.

They sell as easily as they ride.

Established 1889 Made in Canada Wholesale Only

HYSLOP BROTHERS, Limited, TORONTO

TRADE MARK
THE HYSLOP
HYSLOP BROS
LIMITED
TORONTO
REGISTERED
1896

The new VICTOR No 1 GIANT

A giant in jaw-height, holding power and durability



Wide-spreading jaws that catch away up on the animal's leg.

—

Patented Humped Cross—no chance for freezing or accumulations of mud, dirt, etc.

—

Direct Pan Fastening—does not tighten when rutsy.

—

Wide, strong Dog—easily engaged with notch in Pan Shank.

—

Patent Extension on Jaw Lug. Jaw can't spring out when setting Trap.

—

Lively, high-rising Spring—made of finest steel, scientifically tempered and tested.

—

New type, smooth-acting Swivel.

A NEW & DIFFERENT VICTOR TRAP

—a *Giant* in name, size and strength. A modern trap that catches and holds far up on the animal's leg. Especially adapted to trapping skunks, muskrats and mink.

The *Giant* jaws have great holding power—the lightning-action spring rising high on the jaws. Right here is where *Giant* size counts, as the spring and other parts of the trap are built proportionately larger to take care of the additional height of jaws.

SPECIFICATIONS

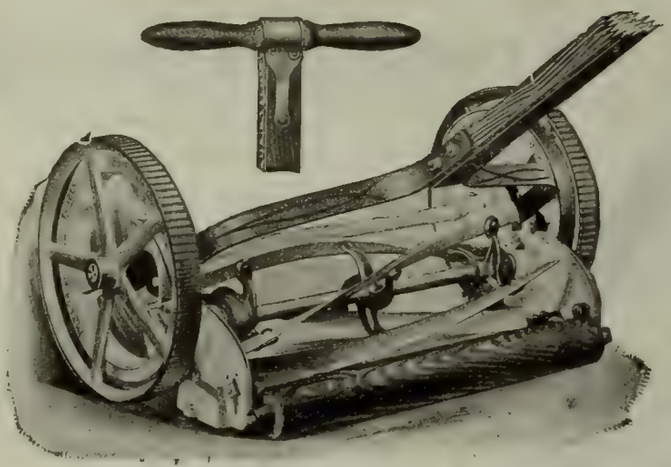
Spread of jaws 4 7-8 inches. *Weight per Doz. 8 1-2 lbs.*

Packed	*Dozen*	*Shipping Weight*
In Barrels	35	323 lbs.

ONEIDA COMMUNITY, LTD., NIAGARA FALLS, Can.

Oldest & Largest Manufacturers of Game Traps in the World

"Woodyatt," "Empress," "Adanac"
Three Big Taylor-Forbes Sellers



"EMPRESS" LAWNMOWER

Of the 13 models of Taylor-Forbes Lawn Mowers there are three distinct types:

The "Woodyatt"—popular since it stands endless wear and careless handling on the householder's lawn.

The "Empress"—an improvement on the "Woodyatt"—mainly in the feature of ball bearings.

The "Adanac"—the product of intimate skill and 45 years' experience in building Lawn Mowers.

Be sure and keep your stock up in the better lines. Don't miss the business of the customer who wants a "bang-up" lawn mower.

The Largest Manufacturers of Hardware in Canada

Taylor-Forbes Company, Limited

TAYLOR-FORBES CO.
246 Craig St. W., Montreal
H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

Head Office and Works
Guelph, Ont.

TAYLOR-FORBES CO., LTD.
1070 Homer Street, Vancouver
H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg

TRIMO

The word Trimo

stands for good tools made by the Trimont Mfg. Co., which are the following:

The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn. Save money and buy Trimo goods, made by

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

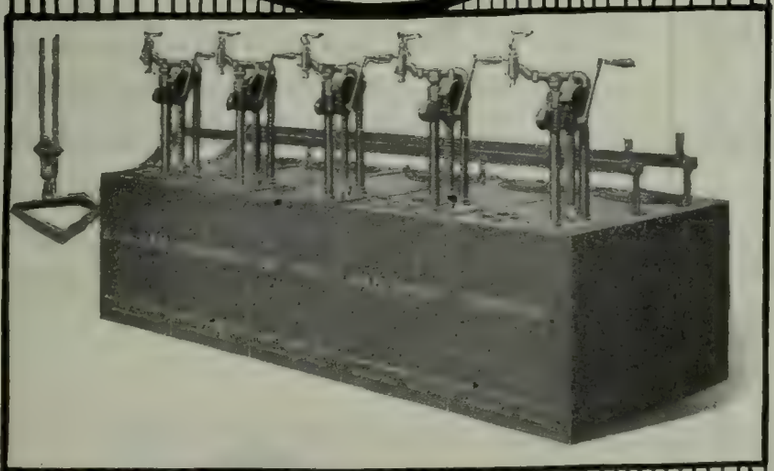
Modernize Your Store with a Gilbert & Barker Oil Storage System Save Oil and Money

For handling paint oils, varnishes and heavy, "gummy," non-lubricating oils our T221-H spells maximum efficiency.

This outfit may also be used for lubricating oils and units may be arranged in battery form as shown below.

They make an attractive and economical arrangement, and as they are fitted with chain hoist, barrel dash, track and cradle, the oil is easily emptied from barrel to tank by gravity, which allows thorough draining without waste and this operation can be completed by one man.

These units or batteries are nicely finished in green enamel baked on and the tanks are plainly lettered with the names of the oils when so desired.



Follow the Leaders

A safe, sane policy, especially when the leaders are the big, progressive men of the country, men who adopt an improved system only after they are thoroughly satisfied that it means greater efficiency and consequently greater profits.

The cost of installing Gilbert & Barker Oil Handling Equipment in your store is nominal and the saving in time, labor, and positive elimination of waste quickly pays for the installation.

For the rapid and economical handling of paint oils, varnishes, lubricating oils or kerosene, there is a Gilbert & Barker outfit just suited to your requirements, and if you are handling gasoline, remember that the G. & B. line of Pumps and Tanks is complete.

Bulletin 52 tells the story in a very comprehensive manner

To-day is a better day than to-morrow—write.

GILBERT & BARKER MFG. COMPANY
SPRINGFIELD, MASS., U.S.A.
Canadian Distributors: IMPERIAL OIL LIMITED
Branches All Cities.

P⨯H

TRADE MARK

Don't Just Say Files
Say **"INGERSOLL"** Files

when purchasing. It pays.
P.H. and Imperial Files are made right and sold right.
Best Clay Crucible Cast Steel and Expert Workmanship insure that

"They Cut Faster and Wear Longer'

Made in Canada by Canadian Capital and Canadian Labor, too.

INGERSOLL FILE COMPANY, LIMITED
INGERSOLL, ONTARIO

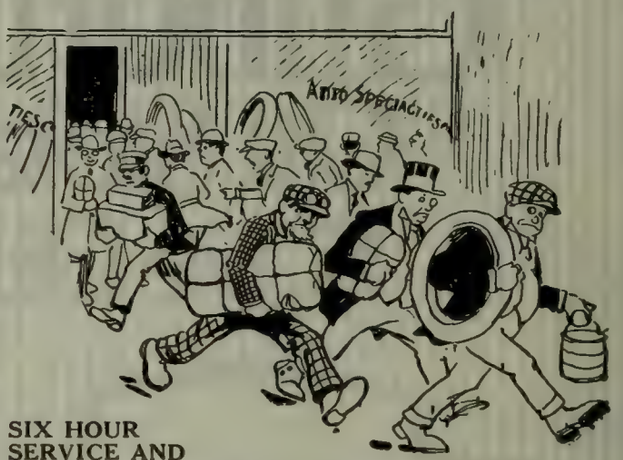
JOHN MORROW SCREW & NUT COMPANY, LIMITED
INGERSOLL *Sole Distributors* ONTARIO

IMPERIAL

TRADE MARK

MR. DEALER

YOU CAN MAKE
Your Store Headquarters For
AUTOMOTIVE SUPPLIES



SIX HOUR
SERVICE AND

WILSON PRICES

Brings money to you and trade to us. If you are not already handling Wilson Accessories send for copy of our latest catalogue and discount sheet to-day.

WILSON AUTO SPECIALTIES COMPANY
HAMILTON - CANADA

THE DEMAND FOR CAMP FURNITURE IN HOT WEATHER



gives the live, progressive merchant a splendid opportunity for extending his trade, and giving his customers the service they want. Stock now and be prepared for the demand. We can supply you with Camp Cots, Chairs, Stools and Tables—all folding flat.

Write for Catalogue No. 38 and price list. Your enquiries will be given prompt attention.

OTTERVILLE MFG. CO., LIMITED
OTTERVILLE - ONT.



H.R.S & Co.
Regd. Trade Mark

HARDWARE
HEAVY & SHELF

METALS
ALL DESCRIPTIONS

Henry Rogers, Sons & Co., Ltd.
Estab'd 113 Years
WOLVERHAMPTON, ENGLAND

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

CANADIAN ASBESTOS COMPANY

MONTREAL **TORONTO**

We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada.

Asbestos Paper and Millboard **Asbestos Pipe Covering**

Asbestos Cements **Blackote Rubber Roofing**

Cotton Waste and Oakum

Sole Canadian Agents:

PEERLESS RUBBER MFG. CO.—Rainbow Packing, etc.
JOSEPH DIXON CRUCIBLE CO.—Crucibles, Graphite-Paint and Plumbago, etc.
EHRET MAGNESIA MFG. CO.—85% Magnesia Products.
ASBESTOS PROTECTED METAL CO.—Corrugated Siding and Roofing.

TRADE MARK "MORRISCA"

When you see the above Trade Mark on anything pertaining to Fishing Tackle you need have no hesitation in recommending it to your customers.

There is no possibility (except in a few articles) of prices for Fishing Tackle being reduced before next season, so that during the period of transition you would be well advised to place orders well ahead of your every-day requirements.

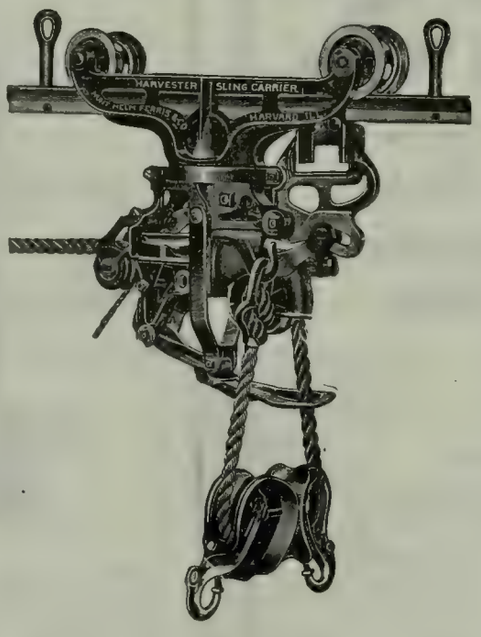
Orders for future delivery are now being booked, but owing to the great pressure we have had with Government work it will be some time yet before we are able to attain our pre-war output.

Our new General Catalogue is now in preparation, and we are placing on a Register the names of Fishing Tackle Dealers who will obtain a copy on publication. Have you sent in your name? If not, do so now.

In the meantime we invite and welcome your enquiries and will be pleased to quote you for anything we can supply. We are Wholesale only, and all enquiries from consumers direct are referred to the nearest retailer. We don't cut into his business.

Morris Carswell & Co., Ltd.
118 Howard Street, Glasgow, Scotland

Hay Carriers



We carry a full stock of Hay Carriers, and in ordering from us all that is necessary is to tell us the length of the barn, and whether you wish to use it with slings or fork. The No. 500 and the Cross Draft are the Sling Carrier Cars, and the Nos. 493 and 502 are Fork Carrier. We have a full stock of Double Harpoon, Grapple and Jackson Pattern Forks.

Write us for a catalog.

Merchants Hardware Specialties Ltd.
CALGARY

MEHASCO

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

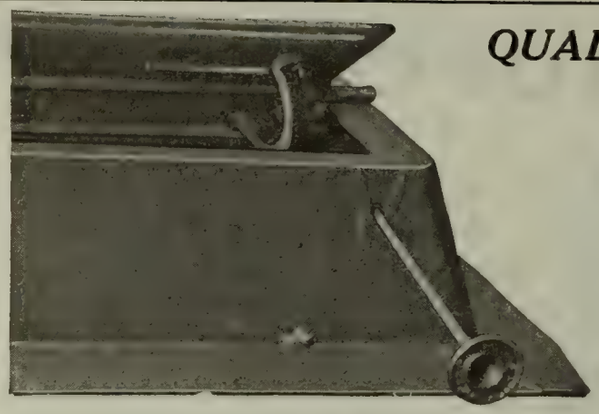
Manufacturers of

BAR IRON and STEEL: Rounds, Squares and Flats

Also Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL



QUALITY *SERVICE*

THE

Barton-Netting Co.

LIMITED

9-11-13 East Pitt St. Windsor, Ont.



Lighting Fixtures and Electric Appliances
Mantels, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc.

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

TIRES,

Hardware Dealers

Now is Your Opportunity to Beat the Mail Order Houses

30 x 3½ Inner Tubes	$ 1.90
30 x 3½ Plain Tires	13.10
30 x 3½ Grooved Tires	14.00
30 x 3½ Non-Skid Tires	14.65

HUNDREDS OF OTHER SIZES

BRAND NEW GOODS

Mr. Dealer, we can sell you the most complete line of automobile accessories in Canada at tremendous reductions. Write for our catalogues. Wholesale only.

CROWN CYCLE & MOTOR CO.

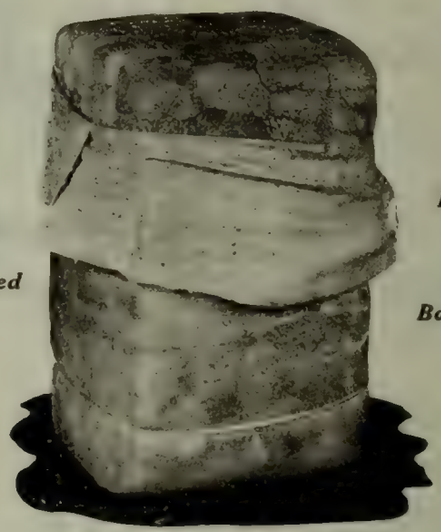
319 Craig St. West, MONTREAL

LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA

SPONGES

(British West Indian)

Highest Quality Unbleached



Bahama Cuban and Florida Bale Goods

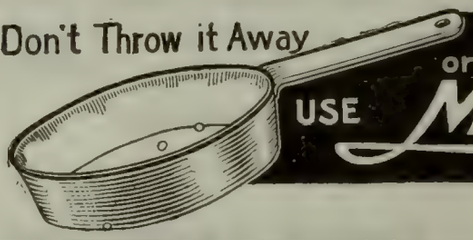
We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes in stock.

Evans & Co., Limited

(Importers and Exporters)

Coristine Building :: Montreal, Que.

Don't Throw it Away



Does Your Granite Dish or Hot Water Bag Leak?

USE **MENDETS**

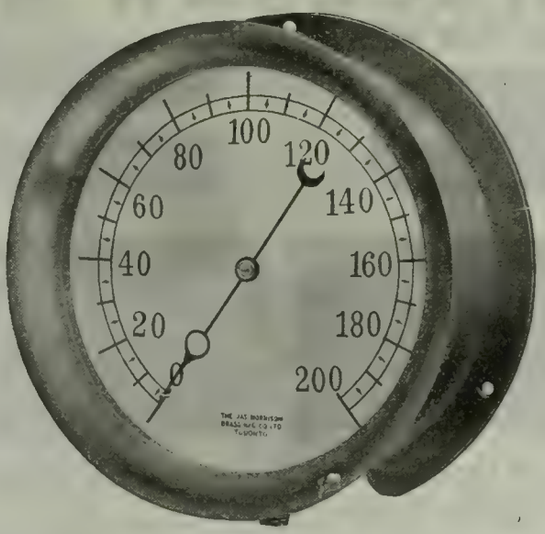
A PATENT PATCH

DON'T HESITATE. Order from your jobber to-day. **Mendets** is a very rapid seller and the profits are good. Every housewife appreciates its money-saving value. Mends graniteware, pots, pans and rubber utensils, etc.

Have your jobber send you a display case. Sales will commence immediately.

COLLETTE MANUFACTURING COMPANY, Collingwood, Ont.

WE manufacture a full line of Steam, Vacuum and Combination Gauges, Locomotive and Duplex Gauges.



MORRISON'S Standard Test Gauges, Hydraulic, Altitude and Sprinkler Alarm Gauges, Combination Water Works Gauges.

PYROMETER Gauges, Engineers' Clocks and Revolution Counters, Pressure Gauge Testers, Pyrometers for Bakers' Ovens.

RECORDING Pressure and Temperature Gauges, Blast Pressure Gauges. Dealers in Thermometers for Heating Installations, Feed Water, Flue Gas, etc.

THE JAMES MORRISON BRASS MFG. CO., LIMITED

93-97 ADELAIDE STREET WEST, TORONTO, ONTARIO



THIS HOOK SELLS ITSELF

Strong -- Good Looking -- Low Priced -- Made in Iron -- Dull Brass and Old Copper Finishes.

Packed with Screws, one dozen in a box. Weight per dozen 3½ lbs.

We also make Ten Other Styles of Iron Hooks and Fifty Styles of Cast Brass Hooks.

No. 349
Projection Upward, 6 inches
" Outward, 3½ "

THE BRAINERD LINE

CABINET, REFRIGERATOR, FURNITURE
TOOL BOX, BUILDERS' HARDWARE

THE BRAINERD MFG. CO.
EAST ROCHESTER, - N.Y., U.S.A.



It's Good--

PEERLESS ORNAMENTAL FENCING

Is the last word in fencing, beautifies, protects and enhances the value of your property. It safeguards your children, keeps out marauding dogs, animals and destructive chickens, protects the lawn, shrubs and flowers and prevents trespassing. It wears well, too.

Beautify Your Home with

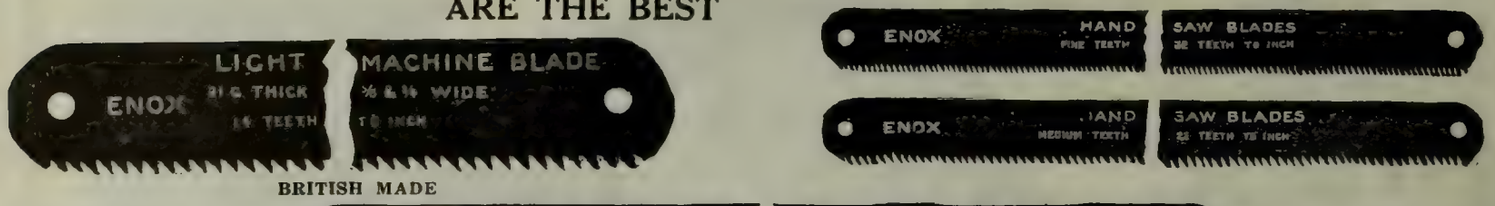
Peerless Ornamental Fencing. It is built of strong, stiff wire, heavily galvanized and coated with zinc enamel to prevent rust. In style, durability, service and every feature combined to insure absolute satisfaction, the Peerless fencing is true to its name. It will not sag and cannot break down with ordinary use.

Send for Catalog. Shows many beautiful designs of fencing for lawns, parks, schools, churches cemeteries, etc. **Dealers nearly everywhere.**

THE BANWELL-HOXIE WIRE FENCE COMPANY, Ltd.
Winnipeg, Man. Hamilton, Ont.

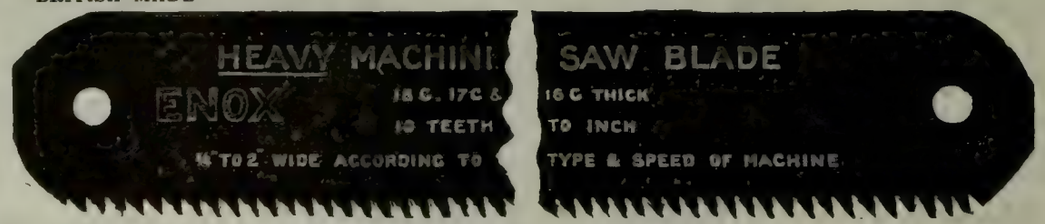
ENOX HACKSAW BLADES

ARE THE BEST



BRITISH MADE

AGENTS IN CANADIAN TOWNS WANTED
AN ENTIRELY BRITISH COMPANY



Liberal terms offered to firms willing to carry stocks and act as sole agents

SOLE MAKERS **FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10**

The Standard Machinery & Supplies, Limited, 261 Notre Dame St. West, Montreal.
Agents for British Columbia—The A. R. Williams Machinery Co., 495 Railway Co., 495 Railway St., Vancouver, B.C.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Manufacturers OF WIRE

HEADQUARTERS FOR
WIRE BALE TIES

Largest Capacity and Stock in Canada

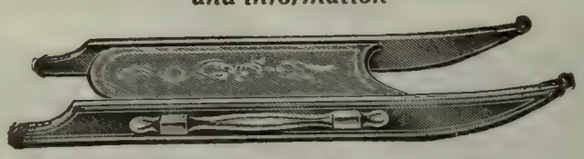
PROMPT SHIPMENT

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA

Winnipeg Toronto Montreal
London, England

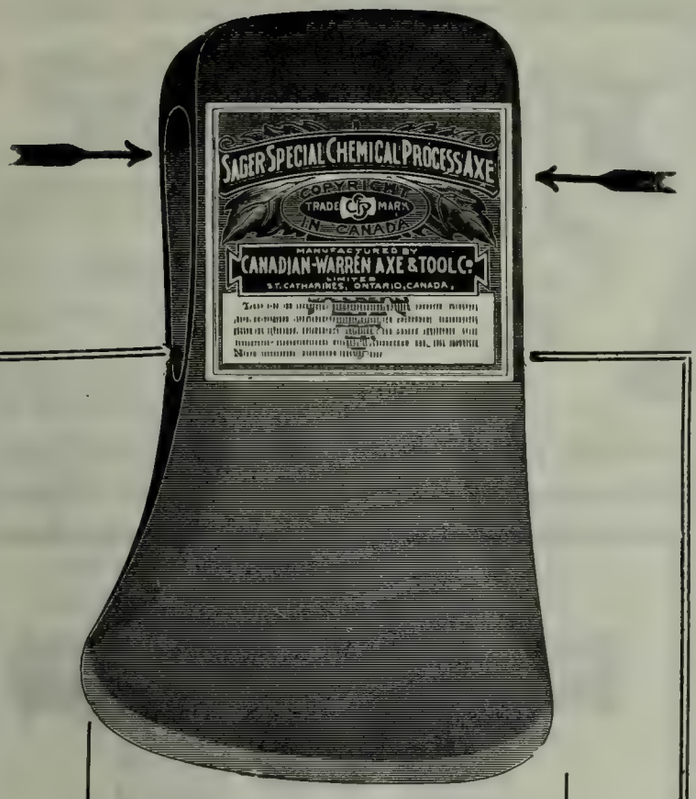
A Sled for "Regular Fellers"

Write for prices and information



Gendron Sleighs sell because they are built to please exacting customers—boys know what they want. We manufacture Velocipedes, Children's Autos, Toy Carts, Bathroom Fittings, etc.

The Gendron Manufacturing Company, Limited
Duchess and Ontario Streets, Toronto, Canada



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE" LOGGING TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian-Warren Axe & Tool Co.,
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

There is a shape and grade of "Famous Five" file for working upon any kind of metal or wood.

Don't run the risk of losing a steady customer by selling him the wrong file. Find out the kind of job he is working on, and get him the exact file for it.

Our aim is to have "Famous Five" Files give complete satisfaction to every customer. That means good business for you and for us.

Specify "Famous Five" Files when you order.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



E. Roy,
65½ St. Andre St., Montreal, Que.

A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg



4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

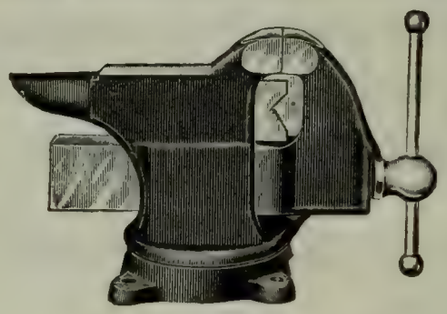
NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

ROCK ISLAND VISES

A Type and Size for Every Service



No. 241—Autovise

A combination Pipe and Anvil Vise—particularly suitable for auto repair work. Write for catalogue and prices.

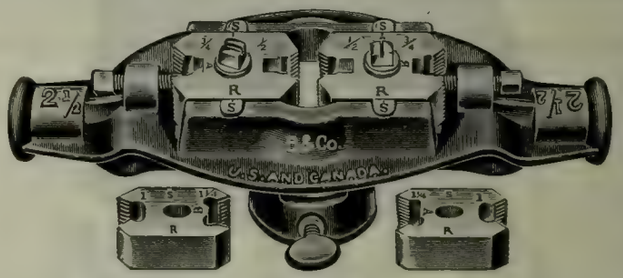
Factory and Office:

Rock Island Mfg. Co.

Rock Island, Ill., U.S.A.

NEW YORK
113 Chambers St.

CHICAGO
180 North Market St.



Solid Die Plates

Armstrong Adjustable Stock and Dies
Pipe Cutters and Vises

We are the sole manufacturers of the above lines formerly made by Butterfields, and we are determined to maintain the reputation enjoyed by these goods.

They are one of the most profitable lines for the dealer to handle.

Send to-day for our catalogue and prices.

Prompt delivery guaranteed.

Rapid Tool & Machine Co., Ltd.

Lachine, Que. Branch: Iberville, Que.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

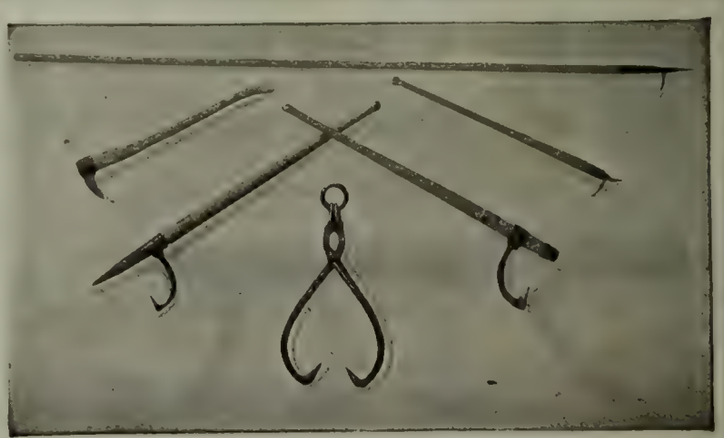
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario



Stormtight

No Leaky Roofs For Ten Years

Coat your roofs, old or new, with **Stormtight** and they are covered by our ten-year guarantee.

Come rain or snow, heat or cold, the water-proof oils and gums and the asbestos fibre of **Stormtight** will remain steadfastly water-tight.

Easy To Put On

Apply it in any weather on any roof surface—tin, wood, tile, stone, brick, slate, concrete, canvas, composition, etc.

For your convenience **Stormtight** is furnished in plastic form, to be applied with a trowel or liquid to be brushed on.

Plastic **Stormtight** is especially recommended for repairs to leaky joints, breaks, flashings and over shingles where extra body is required.

Stormtight saves labor and material expense. Investigate.

Our customers know—write for their testimonials and full information to Department 41.

L. Sonneborn Sons, Inc.

264 Pearl Street, N.Y.

CANADIAN DEALERS

N. J. Dinnen & Co., Ltd., Winnipeg, Man.
John B. Keeble & Co., Toronto, Ont., and London, Ont.
The Western Supply & Equipment Co., Calgary, Edmonton, Lethbridge, Alta.
Beveridge Paper Co., Ltd., Montreal, Que.
Chapman & Flinn, Ltd., Amherst, N.S.
E. J. Stevens, Halifax, N.S.
Sumner Co., Moncton, N.B.
Shaw & Mason, Ltd., Sydney, N.S.
Spencer Bros. & Turner Co., Ltd., Truro, N.S.



The Little Machine with the Big Suction

Our Wartime Contracts for aeroplanes are running out and we have a number of "Baby Daisy" models going through the factory.

The supply will be limited for a while, but we can look after the interests of any of our customers who will let us know their requirements in good time.

Do you require any Baby Daisys for the Spring Trade, if so write now.

THE DAISY VACUUM CLEANER

Write for Illustrated Leaflet and full Trade particulars.

The DAISY VACUUM CLEANER CO. Ltd.

Office and Works: Leamington Road, Gravelly Hill, BIRMINGHAM.

Telegrams: "Ileklean Birmingham." Telephones: 405 and 406 East.



Baby Daisy, £5 5s. 0d.
Other sizes, £4 4s. 0d. and £6 6s. 0d.

REED'S STANDARD Asphalt Roofing

The dealer aiming to give his customers the utmost in money value can safely recommend REED'S STANDARD ASPHALT ROOFING. It stands the test of the roughest elements and is absolutely reliable.

Cement and nails with every roll. A time and money saver. Weight per square—1-ply, 35 lbs.; 2-ply, 45 lbs.; 3-ply, 55 lbs.

Prices and particulars will be mailed you on request.

We handle a complete line of Roofer's Supplies. Write us for prices and complete information.

G. W. REED & CO., Limited, Manufacturers

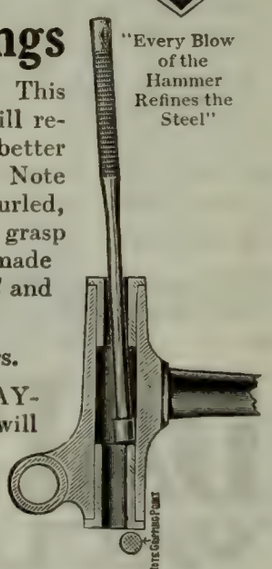
Montreal, Que.

This BUSHING PUNCH Easily Gets Those Difficult Bushings

MAYHEW

"Every Blow of the Hammer Refines the Steel"

The Gripping Point does it. This MAYHEW Bushing Punch will remove a spindle body bushing better than any other yet designed. Note its simplicity. Note its finely knurled, patented hand hold—easy to grasp even with oily fingers. It is made of finest tool steel *hand forged* and electrically tempered.



Fully warranted by the makers.

Sell your customer this MAYHEW Bushing Punch and he will always ask to see the MAYHEW Model of any tool he is interested in.

At your jobber's—or

Mayhew Steel Products, Inc.
291 Broadway, New York

508 Mission Street
San Francisco

180 N. Market Street
Chicago

MAYHEW MADE TOOLS ARE RIGHT

North American Hardware Supply Limited

222 Notre Dame Street West

MONTREAL - - CANADA

Eastern Canada Representatives for--

"Diamond Tires"

"Viko" Aluminum Products

ALSO

A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.

Get our price list.

SHARRATT & NEWTH

43-44 PERCIVAL ST., LONDON, E.C. 1

Glaziers' Diamonds of All Descriptions

To be obtained from Dealers in Glass, Hardware and Painters Supplies.

Our Popular Pattern with Rack for Breaking off Glass
Used Everywhere

Quality—*The Best*

Established Over 100 Years



Send for Illustrated CATALOGUE of every tool required for GLAS CUTTING or to our

Agents: A. Ramsay & Son Co., Montreal

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
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London, Eng.

Sanitary Dustless Duster

MADE BY

Perfection Sanitary Brush Co.
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MAKERS TO THE TRADE ONLY



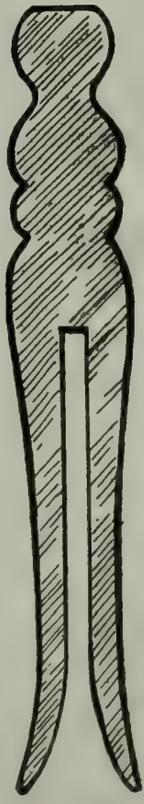
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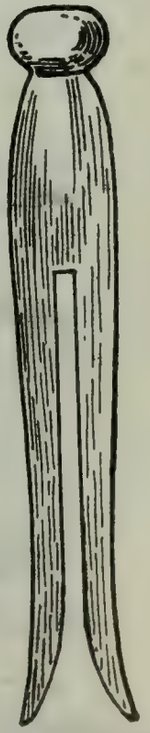
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The Megantic Broom Mfg., Co., Ltd.
Manufacturers of Brooms and Clothes Pins





Lake Megantic, Que.



Our clothes pins are made and designed to **stay on the line.** And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

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Broad Axe

Not the cheap, solid steel kind, but a quality axe. The kind that bring re-orders.

Send for our Catalogue.

The L. & I. J. White Co.
55 Columbia St., Buffalo, N.Y.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

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Prompt Shipment

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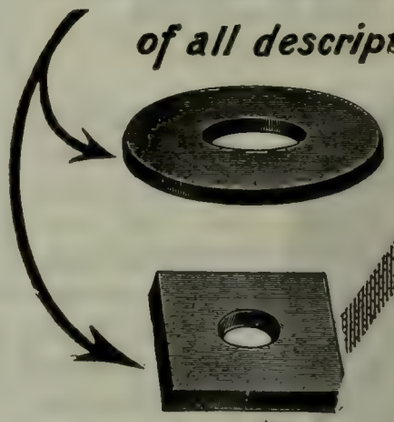
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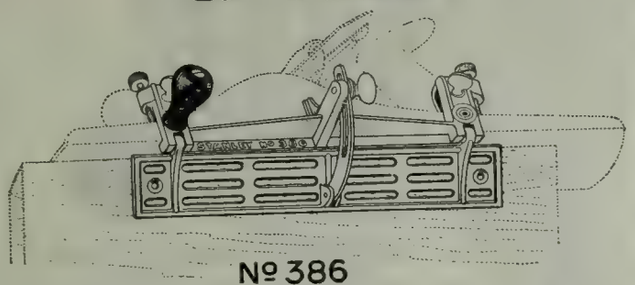
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Annealed Rivet Burrs, Felloe Plates, Sheared and Punched Plates. Malleable Washers and Cast Iron Washers.

Prompt Shipment

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Milwaukee, Wis.

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No 386

STANLEY JOINTER GAUGE FOR IRON PLANES

A tool that will enable the workmen to plane bevels of any angle between 30 and 90 degres, or to square up the edges of boards with extreme accuracy.

The method of attaching same to a Plane is such as to insure its being absolutely rigid when in use.

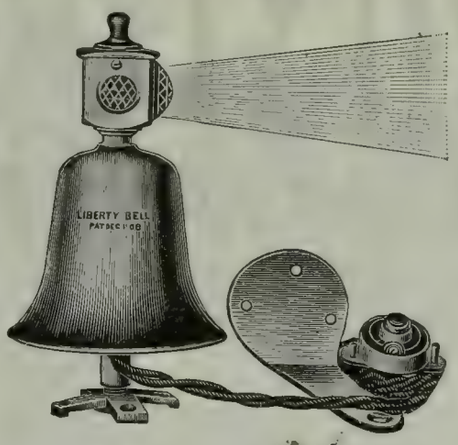
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Manufactured by

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representatives: A. MacFarlane & Co., Ltd. Montreal, P.Q.



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DEFINITE AND DISTINCTIVE

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This signal, combining both sound and sight warning, is amply protected by patents. We will vigorously prosecute makers of infringing devices and dealers who handle them.

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METALS · CHEMICALS · GLASS
B&S·H Established 1790

Metals

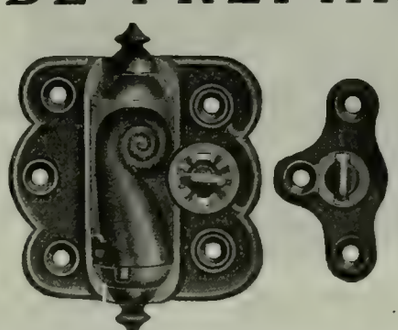
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Stover hinges are made in non-hold-back, hold-back, detachable and double-acting styles.

Our new general hardware catalog No. R-19 is now ready for the trade. If you have not received one, let us know. It shows a big assortment of seasonable, quick-selling specialties, such as: Mop Sticks—Waffle Irons—Corn Stick Pans—Meat Broilers—Lemon Squeezers—Ice Picks and Shaves—Lamp Brackets—Paper Holders—Combination Pliers—Pincers—Cast Hammers and Hatchets—House Numbers—Shade Fixtures—Door Pulls—Coat, Robe and Harness Hooks—Latches—Saw Clamps—Dampers, and other Stove Trimmings—Pulleys, all styles—Fireplace Fixtures—Windmills, Feed Mills and Gasoline Engines.

Stover Mfg. & Eng. Co.

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FREEPORT, ILL.

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We manufacture a wide range of wrought washers of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with Annealed Rivet Burrs of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

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LIMITED
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No. 212½ Sash Lock. Cast Brass.

BUILDERS' HARDWARE

The future looks bright for a renewal of business activities. The demand for building hardware is steadily increasing. You can profitably meet this demand with Stratford Brass Company Products.

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The Stratford Brass Company

Limited
STRATFORD, ONTARIO

CONTAINERS

WHICH ARE NON-CORRODIBLE, OF HIGH PURITY AND MOST ATTRACTIVE APPEARANCE ARE ALWAYS SPUN, DRAW-PRESSED OR STAMPED IN

ALUMINIUM

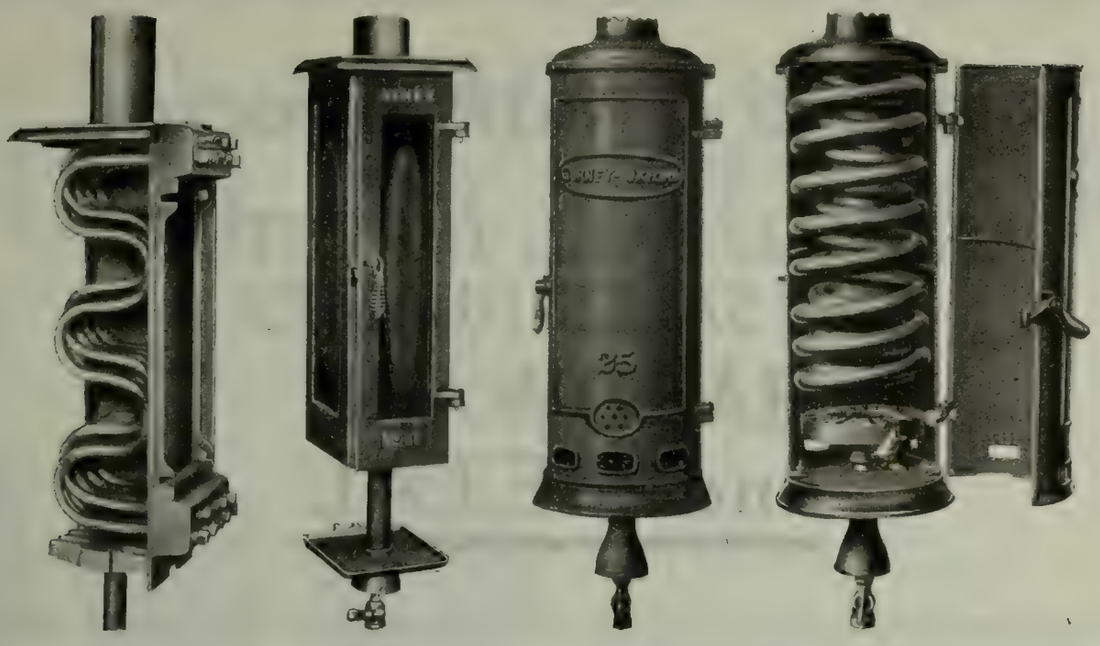
LET US QUOTE YOU FOR OUR STANDARD SIZES OF SHEET IN ANY GAUGE.

DELIVERY FROM STOCK.

THE BRITISH ALUMINIUM COMPANY, LIMITED

265 ADELAIDE ST. W., TORONTO

(Eastern Agents: Speilman Agencies, Montreal)



GURNEY-OXFORD GAS WATER HEATERS

We have illustrated here the front and sectional views of our Ninex and No. 25 Gas Water Heaters. The coils are made from the best grade copper tubing, designed to present a maximum surface to the direct flames of the burner.

Every home piped for gas makes a ready market for these heaters especially during the summer months. Make sure you have a supply of Gurney-Oxford Heaters displayed on your floor.

Send for catalogue.

THE OUTWARD SIGN GURNEY-OXFORD OF INWARD QUALITY

The Gurney Foundry Co., Limited

TORONTO - - ONTARIO

The Gurney-Massey Co. Ltd., Montreal, Que.
The Gurney North-West Foundry Co. Ltd., Winnipeg
The Gurney Foundry Co. Ltd., Calgary
The Gurney Foundry Co., Ltd., Vancouver

This is not a Freak Special

ANNUAL FALL DIRECTORY *and* SALES NUMBER

HARDWARE and METAL

ON or about the 23rd of August, in every year for the past 31 years, the hardware trade of Canada has received the Annual Fall Directory and Sales Number of HARDWARE AND METAL. This number is looked upon as a most essential part of the early fall stock in every wholesale hardware buyer's office, and in over 90% of the retail hardware stores from coast to coast. The issue is a real buyer's guide and directory number. Owing to its size and the great amount of practical and valuable information in the editorial and advertising pages, the number is read, re-read, and consulted many times during the fall and winter months. A cord is inserted in the upper left-hand corner, in order that hardware buyers can hang up their copy close beside their desk. The Canadian hardware trade in all its branches naturally expects to find in this number advertisements from manufacturers and wholesalers who desire to do business with the hardware trade.

One manufacturer of planes, etc., received a large order from his ad. in one of our fall numbers, exactly eleven months after the number was issued. This indicated the long life of an advertisement in a number of this kind.

Reservations made to date for the "Fall Number" make it quite apparent that this year's number—the first since the close of the war—will eclipse all previous records, and that it will be necessary to close all forms earlier than in previous years.

If you have not arranged for space in this number, drop us a line and we will gladly send complete details regarding circulation rates, etc.

HARDWARE AND METAL

143-153 University Avenue, - - Toronto, Canada

Also at Montreal and Winnipeg

LARGE STOCK

PULLEY BLOCKS



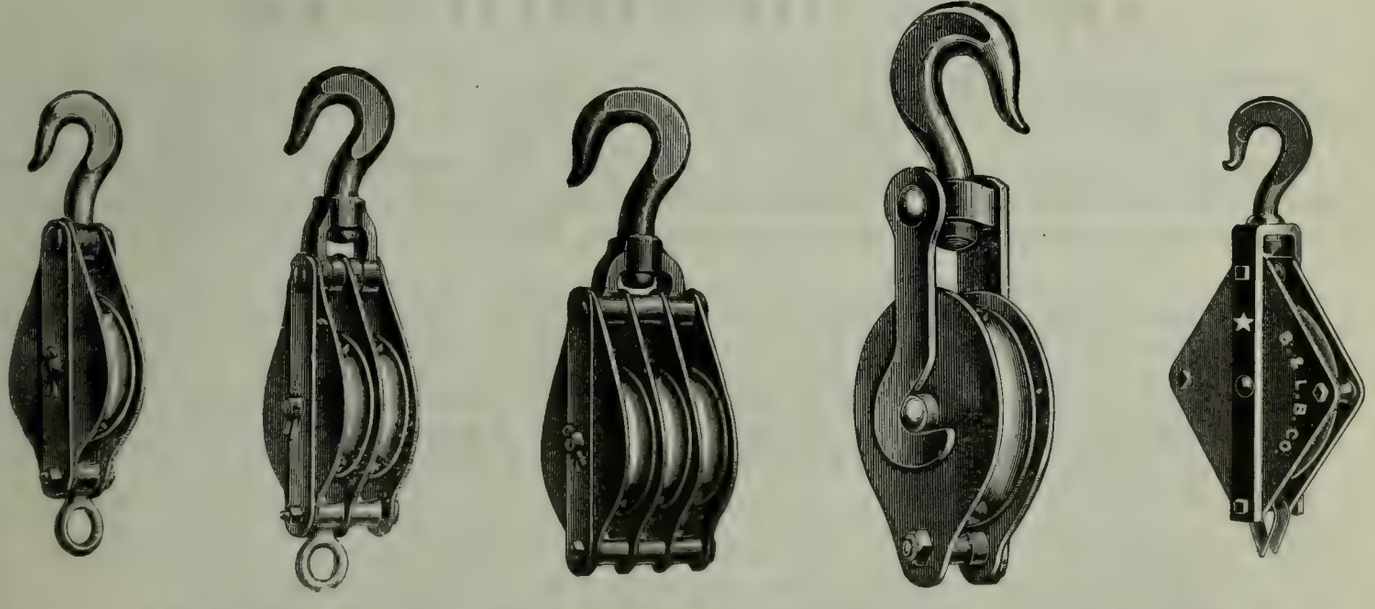
LOOSE HOOK
WOOD SHELL
BLOCKS

EITHER PLAIN OR
PATENT BRUSHED

JAPANNED OR GALVANIZED
TRIMMINGS

STEEL PULLEY BLOCKS

LIGHT OR HEAVY PATTERNS



MANILA ROPE—COIL CHAIN



Caverhill, Learmont & Co.

MONTREAL

Gillette Safety Razor

The Shaving Service for Every Man Everywhere



KNOWN THE WORLD OVER

Dealers in men's needs from Halifax to Vancouver and around the world, back again to Halifax know the Gillette Safety Razor as one of the world's best sellers.

Here is a reputation based solely on quality. Our London office, for instance, reports that the word "Gillette" carries extraordinary weight and, while the following is written in humorous vein, there is a very firm foundation of fact to support it:

> . . . . "You visit the Police Bureau with the never ending Identity Book registration. In fear and trembling you answer the terse "Name?" "Business?"—and then, presto, the now smiling Inspector says, "Oh, 'The Gillette,' sit down please. We shall detain you but a moment, and perhaps Monsieur will be so kind as to suggest where one may obtain the real Gillette Blades—thank you so much, Monsieur is most kind. Shall I also stamp you out?" You no longer cringe, you are of men a man apart.
>
> "At the hotel, the Director greets you with blank amazement in presuming to expect a room not engaged a fortnight before. Then again the magic word and you are ushered to Suite 'A.' It transpires that Mr. Jones, an old patron of the hotel, is not using his room that night, and then, wistfully, the Director suggests, "Perhaps Monsieur would be so kind as to give me one of your discarded blades. I have not had a good shave since, etc."
>
> "The pathway of the weary Gillette traveller is smoothed continually by the mere magic of the name.
>
> "Somehow, or other, as I grow older in the Gillette service, I cannot avoid the feeling that each and every razor I sell makes some man happier, saves his time, his money, his health, and improves not only his personal appearance, but his opportunities in life; in short, makes him a better citizen, no matter what his flag."

Are you profiting as much as you should by the popularity of the Gillette Safety Razor?

THE GILLETTE SAFETY RAZOR CO. OF CANADA, LIMITED
MONTREAL - - CANADA

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, JULY 19, 1919 No. 28

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ALUMINUM, ETC.

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A. C. LESLIE & CO., Limited

560 ST. PAUL ST. WEST

Montreal

The slightly higher price asked for

"QUEEN'S HEAD"

CANADA

GALVANIZED IRON

is more than justified by results. It pays to buy the best, and you get longer wear, and greater satisfaction in every way from using Lysaght's sheets.

If your jobber does not stock them ask us for prices.

A. C. LESLIE & CO., LIMITED

Canadian Agents for

JOHN LYSAGHT, Limited

Bristol and Newport, England

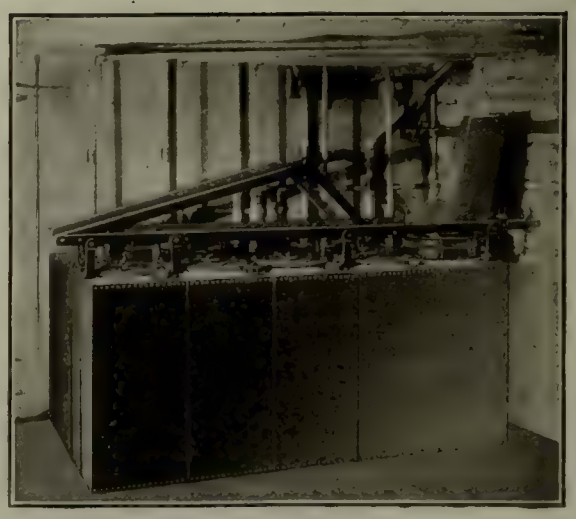
System In Selling Paint Oils



No System—Lots of Waste and a Very Dangerous Fire Trap.

Haphazard methods in selling paint oils are dangerous and usually a losing proposition for the dealer.

There is one thing absolutely necessary to systematic and profitable handling of paint oils. That is modern storage equipment.



The Bowser Way—Pumps are on floor above. Systematic, Clean, Safe, and Saving.

Bowser Paint Oil Storage Systems

are to the paint business what bookkeeping machines are to accounting—an economic necessity. They store the oils without loss from leakage or evaporation; give accurate measure, keep the oil room clean, make the labor of handling a small item.

If you are not using Bowser Storage Systems you are missing an opportunity to profit in your paint oil business.

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, JULY 19, 1919 No. 29

Paints and Varnishes are Advanced

Due in Particular to Higher Linseed Oil—All Oil Paints Affected—Varnishes Are Also Advanced—Colors in Japan Up—Lead and Putty Unchanged

HARDWARE AND METAL very clearly stated in last week's issue that paint was due for an advance, and that other lines also might have to take on a new price basis. This information was very definite and the changes forecast have been made and are now effective.

As is generally understood, the unprecedented rise in the price of linseed oil was the immediate contributing factor, making higher prices necessary. It will be recalled that an unusually difficult condition has obtained in the linseed oil markets of this continent, as well as elsewhere throughout the world, seed being in short supply everywhere. This condition has not improved. Every week sees a reduction of the visible supplies and every day brings its price changes on seed. So frequent have these changes been of late, and of such extent, that the paint manufacturer simply was confronted with the problem of losing money on his prepared paints or of advancing his costs to meet the increased cost of the raw material. An advance was imperative.

Producing Costs

The additional big factor in the increases made necessary is that of labor. True, increases were made before and labor was assigned as one of the contributory elements in making advances necessary then. This matter is not as fully understood as it might be, perhaps.

In speaking with a prominent manufacturer, HARDWARE AND METAL was informed that there had been a tendency this spring to defer buying in the usual quantities. Dealers and manufacturers alike had hoped prices would decline on raw material, and thus make it possible for the manufactured product to be turned out for less money. "Watchful waiting" had no reward. As far as some of the important raw materials were concerned, prices held firmly, and changed but little. Linseed oil and turpentine kept on advancing, however, and then the dealers, realizing that declines were improbable, began to send orders forward. This meant an extremely busy time for the manufacturer and his staffs. It meant that there was as much expense in handling an order for a few items, and the total of which might be a hundred dollars or so, as there was in the average order received under normal conditions. Then there was a manifest desire to buy carefully and the dealer was not unduly urged by the maker to buy more than he wanted. Thus, all through the present season there has been a steady stream of orders from the dealers everywhere throughout the country. The machinery employed in the process of distribution has simply been worked to the limit, and, in addition to the higher wage costs in the factory increased outlays have been called for in the office. The whole matter of filling the trade requirements as outlined has been an increasingly costly one. For a given outlay, it was out of the question, this manufacturer stated, to get the same outturn; the cost was greatly increased over former figures.

It will have been observed that certain lines that were not advanced when the increases went into effect in June, have now been revised upward. All oil paints, as previously affected, have been again advanced, and in addition to these, a number of other prepared paints.

The paints now changed in addition are those of flat wall colors, barn and dory, oil and japan colors, all shelf goods, and also many specialties sold regularly and having any oil content in them.

For many months HARDWARE AND METAL has referred frequently to the strength characterizing the varnish market. This has now developed into a definite price change and varnishes priced at $2.50 per gallon and lower are advanced 25c per gallon, while those priced above $2.50 per gallon take on an advance of 50c per gallon.

In the very nature of market conditions, paint manufacturers have been unable to speculate in seed-buying, for there has been a scarcity of seed from time to time, making it difficult to maintain an oil supply commensurate with the needs of the average manufacturer under present-day conditions. It has been necessary to curtail orders and to cut these down, delivering oil of late in but limited quantities. Not only so, it has been very necessary to conserve supplies of oil for manufacturing purposes. As a consequence of this condition, quotations have been withdrawn repeatedly in recent weeks.

It is freely stated that there has been little buying ahead of present requirements by the manufacturer of paints, as far as his purchase of linseed oil is concerned. This left no alternative when prices were considered other than that of advancing prices to carry the added cost of the raw product.

Continued on Page 66

PAINT CHANGES IN BRIEF

The following covers in brief form the new prices which were put into immediate effect on July 14, by the paint manufacturers:

All regular lines of oil paints, including marine and railway, advance fifty cents a gallon.

Inside floor and flat wall paints advance 25 cents a gallon.

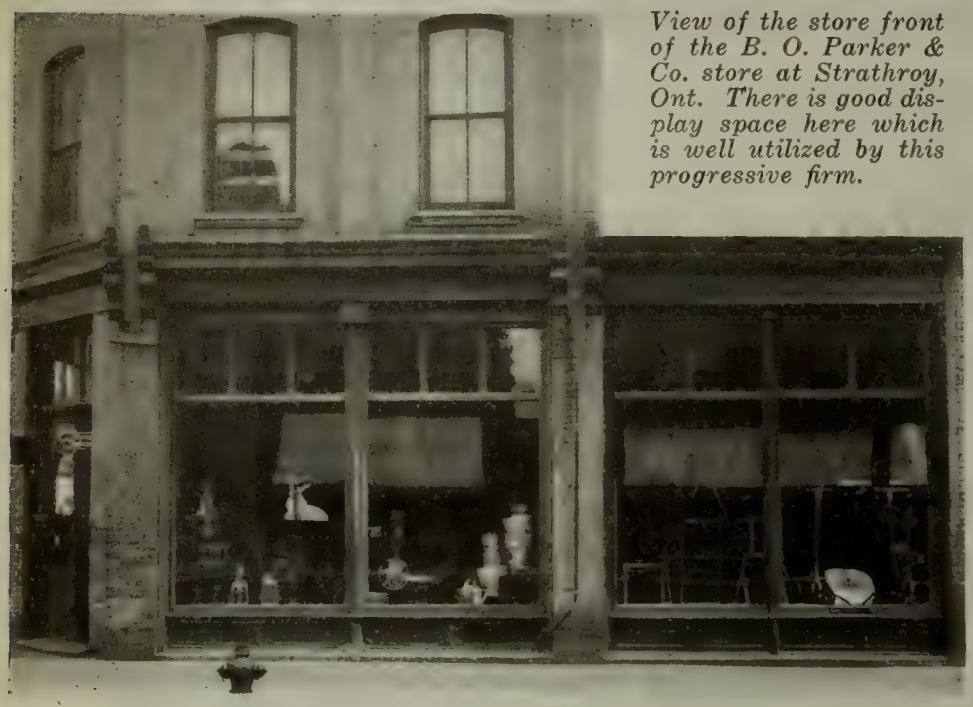
Roof, barn and bridge paints advance 15 cents a gallon.

Shelf goods, stains, auto enamels, etc., advance fifteen per cent. over former list prices.

An advance of two cents a pound is made in oil colors.

Varnishes costing up to $2.50 per gallon are advanced 25 cents and varnishes costing more than $2.50 are increased by 50 cents per gallon.

Says Cash Discount Plan Works Well



View of the store front of the B. O. Parker & Co. store at Strathroy, Ont. There is good display space here which is well utilized by this progressive firm.

B. O. Parker & Co., of Strathroy, Ont., Have Doubled Their Cash Business—Firm Has as Its Final Objective Cash Basis — Store Space Has Been Doubled to Meet Steadily Expanding Trade

Based on an interview by C. E. PARSONS, of Hardware and Metal, with B. O. Parker, of B. O. Parker & Co., Strathroy, Ont.

SOME months ago, after carefully considering the question from every standpoint and investigating business conditions, B. O. Parker & Co., Strathroy, Ont., decided to offer a discount of two per cent. for spot cash. The firm announced its new policy in the half-page newspaper ads. it carries each week in the local newspapers and also by placing large cards about the store bearing the following:

NEW TERMS
2 Per Cent. Off
For Spot Cash
CHARGE ACCOUNTS
7 per cent. will be charged on all accounts after three months' time.
IT WILL PAY YOU TO PAY CASH
B. O. PARKER & CO.

"I have been keeping very careful track of what happened," said Mr. Parker to HARDWARE AND METAL, "and the figures show that we have just doubled our cash business in two months. I can say frankly that I would not go back to the old plan under any consideration. What I am really working towards is putting the whole business on a cash basis. The results of the past two months have satisfied me that this is a move in the right direction."

Customers Like It

Strathroy is a town of 3,500, situated in the heart of some of the finest farming territory in Western Ontario. The farmers are prosperous and Mr. Parker states that his customers met him more than half way on his cash plan, and welcomed it warmly.

"I was surprised in several instances," he said, "to find that people who had been owing small accounts came in and paid up, and have since been buying regularly at the store. They did not want to come in before, because they knew they owed me money. It is a funny thing how people will keep away from a store when they owe only a small amount. One may easily lose enough business in this way to more than pay for the whole account."

Has Doubled Store

Parker & Co. have found their business expanding so rapidly that this spring they secured the adjoining premises. They took out the partitions, did some remodelling and added it to their former building, thus doubling their space. The location is a splendid one, perhaps the best in town, being at the main corner, and having show windows on both main streets of the town.

The firm has found that it gets splendid results from its window displays and plans to put in a new and seasonable display every week. "Things are no sooner shown in the windows," said Mr. Parker, "than they begin to move. People come right in and ask for the goods that are on display, and we can trace a large number of direct sales to our windows."

Store Arrangement

Since securing the adjoining store and adding it to the former premises, the firm now has one show window about forty feet wide. Immediately behind this in the front of the store is arranged a seasonable display of various lines on the floor.

On one side of the store is a battery of silent salesmen, and Mr. Parker says they have produced splendid results from a sales standpoint. One of the silent salesmen contains a display of auto accessories and adjoining it on the floor is a display stand, on which are shown bumpers and other lines.

"We are just finishing our first year of handling auto accessories," said Mr. Parker. "In that time we have quadrupled our stock and are constantly adding to it. Pretty nearly every farmer in this district now has a car, and it looks as if auto accessories are going to be one of our big departments."

Looking to Future

The firm has handled quite a number of hand and water-power washing machines, but now the farmers are agitating for hydro power lines and getting them in many sections. Mr. Parker, with an eye to the future, has added electric washers to his stock. He is just getting started with this line, but has already sold several and has some good prospects.

One of the ways he is taking to introduce the electric machines is to keep one running in his window. This attracts a lot of attention, especially on market days, and brings in a lot of prospective buyers who want information. Mr. Parker is planning to stimulate the interest aroused by his window display by a store demonstration, to which the housewives of Strathroy and the surrounding country will be invited.

Gets the Results

Mr. Parker says that he finds it is good business very often to let people see such lines as washers or stoves actually at work. It helps sales, he says. Besides the electric washer running in his window he has, right up at the front of his store, a couple of handsome summer stoves, oil burners, all lighted and in full blast. These arouse a lot of in-

terest and have resulted in many sales, 65 being the turnover last season.

He also has a stove and range department and the sales here will average one a week the year round. In addition the firm does quite a business in repairs.

Wire fencing is a good seller also and a fair average year's turnover is five carloads.

A Good Seller

"We find that our sales of tinware and enamelware are steadily growing," said Mr. Parker. "We have doubled our stock in these lines in four years and turn the stock four times a year." All of one side of the store is devoted to enamelware and kitchen ware, and the shelf displays are augmented by table displays. Every woman who comes into the store of Parker & Co. knows before she leaves that they have enamelware and kitchenware. She cannot get out of the store without seeing it somewhere.

"It pays to let people know you have the goods," said Mr. Parker. "Our display tables sell a lot of goods and our whole stock on the shelves is easily seen."

Steady Advertiser

While Parker & Co. always use generous space in the local papers, they usually double their space during the spring. Illustrations are used freely. "We always get big results from our advertising," said Mr. Parker. "Our newspaper ads. and our window displays are two of the best selling forces we have. We find that people read the advertisements closely. Very often in the busy seasons the farmers cannot get in for a week or two and will telephone in for things they see advertised. We do a big trade over the telephone at some seasons and it is directly traceable to our newspaper advertising."

Paint Sales Grow

The farmers around Strathroy are not afraid to buy paints and keep their buildings and homes beautified and protected. The paint business of Parker & Co. has doubled in seven years.

"Every one of the clerks," said Mr. Parker, "is instructed in paint selling, so that if a farmer or his wife comes in and wants to know about some work that is planned, they can give them real service. We find that this is appreciated. A great many people do not know which is the best paint for interior work, or for some other job they have in mind. We not only tell them what paint to use and why, but always tell them about the best ways of preparing and finishing the work and the best brushes to use. By following out our directions they get satisfactory work, and that means that when they are going to do some more painting they come to us for the goods."

Another New Line

While Parker & Co. have always handled sporting goods, they are, since they got additional space, going into the bicycle business. A stock has just been installed and one of the first things that was done was to arrange a window display, in which bicycles were included.

"Sporting goods trade has been quiet for the last four years," said Mr. Parker, "largely because so many of the young men of the town and district went overseas. There is every indication, however, that this business is coming back strong, and we are making our plans accordingly and expect to develop the good business in this line that we had before the war."

Business Growing

While the firm has not gone to any extent into the toy business, such lines as children's wagons are handled and a steadily increasing sale is found for them. Last year, for instance, thirty wagons were disposed of. These were all of the better quality. Mr. Parker says that while there is some mail order competition in his district, he is not affected to any extent.

"The mail order business," he said, "has been killing itself to some extent because the firms have been sending out goods that were not what people expected they were going to get. That has meant dissatisfied customers and there is no advertisement so bad for any business as a dissatisfied customer."

Meets the Farmers

So far Mr. Parker has not had any difficulty with the Farmers' Clubs in his territory.

"They seemed to have the idea that I would not want to sell to the club as a club," he said. "When they came to me, however, and wanted to know if I would



By keeping his tinware and enamelware where everybody can see it, Mr. Parker has greatly increased not only his sales but his rate of turnover. Note the card on the pillar. There are a dozen of these cards at various points in the store telling people about the new Cash Basis plan the firm has adopted. As will be seen from the illustration display tables are numerous and produce excellent results Mr. Parker says.

Snaps in Seasonable Summer Supplies



Now that the preserving season is on no doubt you will require some extra Kettles, Sauce Dishes, etc., etc. Our **Cash System** has proven to be such a great success we have decided for the next two weeks to give **10 per cent. off** on all cash purchases of Granite Ware. Now is your chance to get a supply of these goods.

	Grey	Imperial	Blue Canada Ware
Preserving Kettles, No. 24	45c	65	85
" " 26	50c	70	1 00
" " 28	60c	75	1 25
" " 30	70c	90	1 40
" " 32	75c	1 00	1 50
" " 18	35c	45	65
" " 20	35c	50	75
" " 22	40c	60	80
" " 24	45c	65	90

Covered Kettles, Milk and Rice Boilers, Teapots, Potato Pots, Colanders, Granite Spoons, Mixing Bowls, etc., etc.

☞ **2 only, Refrigerators,** to clear at **$15.00** and **$18.00**

All above prices less 10 per cent. discount for cash.

We have on hand a good stock of Hay Making Tools at Reasonable Prices

Pure Manilla Rope 40c. a lb.
Trip Rope, Sling Ropes, Hay Loader Rope, etc., etc.

Cars, for wood or steel track in two makes, **$8.50** to **$15.00.**

Stop Blocks, Ball Pulleys, Rope Pulleys, Sling Chains, etc.

Forks—Team Forks, large size, **$6.00.** Pitch Forks, plain and strap ferrule, in different length handles.

McCormick Repairs — We carry a large stock of genuine parts for McCormick machinery. Look these over now and save delay.

Pure Powder Arsenate of Lead, **50c lb.** Paris Green, **65c. lb.**

Martin-Senour Paints **B. O. Parker & Co.** **Florence and PerfectionOil Stoves**

We give 2 per cent. off on All Spot Cash Purchases Book Accts 3 months net

One of the regular weekly ads. reproduced in the local paper for B. O. Parker & Co., Strathroy. Right across the bottom of the ad. will be noted in black face type their statement re discount for cash purchaser. The cash business seems to be getting a greater number of advocates every day.

give them a price on a carload of fencing, or whatever they wanted, I gave them every encouragement. I made them a fair price, allowing for a fair profit for myself and I got the business. We were both satisfied, and, as far as I am concerned, I have not had any trouble so far with the Farmers' Club. I do not try to buck them in any way and I do not sell them goods on which I do not make a profit. If they want to buy in quantity I am prepared to give them a fair price, and, apparently, they are satisfied with that."

MONTREAL ASSOCIATION KEEPS MEMBERS POSTED

That its members may be always on guard in their travels out of Montreal, the Montreal Automobile Association has mailed cards to them containing valuable information. The points brought out are as follows and serve to indicate the service that a good Association may afford its membership:

TO OUR MEMBERS:

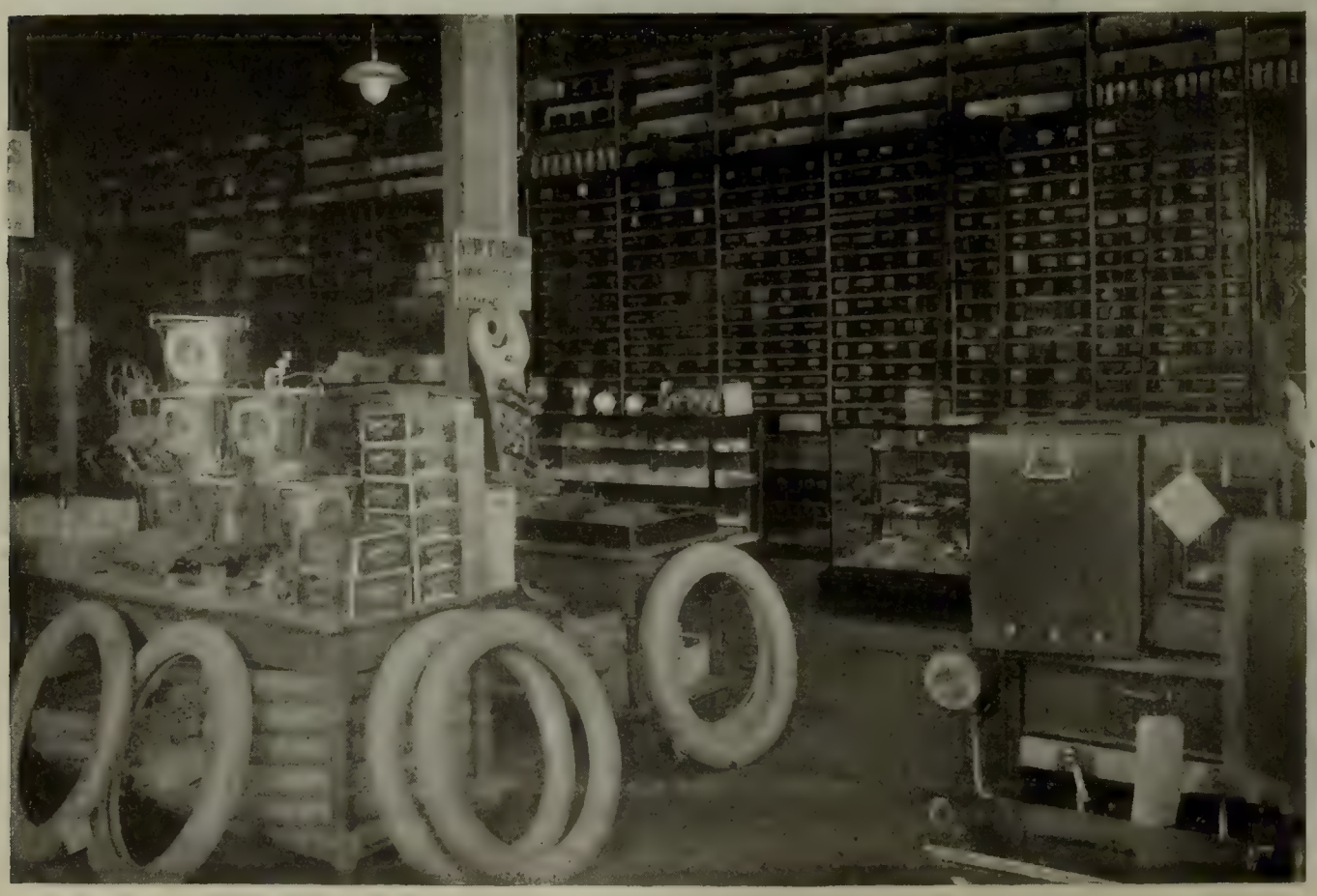
1. Road between Point aux Trembles and Bout-de-Isle is now being newly covered with tarvia. Alternate route is via Sault au Recollet and Riviere des Prairies.
2. Ile Perrot road across island is now under construction. Go slow.

Routes Point to Malone

3. Road under construction and detour between Chateauguay and Malone. Passable with care.
4. Very hot police trap for motorists at Canton, N.Y. Watch out.
5. We have placed danger signs at various points on the King Edward Highway.
6. Please observe speed laws and obey the "traffic cop." T. C. KIRBY, Secretary.

WATERWORKS PROJECTS STARTED

Practically all waterworks projects were suspended in Japan during the war, but renewed activity is now being shown in this industry. Among the orders received by Japanese manufacturers of water pipes are the following: Dairen, 2,000 tons, and Kagashima, 500 tons. It is said that Shanghai, Sendai, Fukoka and Tsingtau are expected to order, shortly, water pipes aggregating 18,000 tons. Water piping is now quoted at $100 per ton.



The illustration shows how goods are kept displayed in the store of B. O. Parker & Co. at Strathroy. In the foreground at the right is a battery of oil stoves. Several of these were kept lighted so that people coming in could see them in action. The silent salesman at the right contains auto accessories. As may be seen tires are shown on a separate display table and at points about the store.

Big Demand for Electrical Fixtures

Brisk Building of Good Class of Homes All Over the Country Offers Hardware Dealers Splendid Opportunity For Business—Carrying the Stock to Show Home Builders Good Method of Clinching Sales.

THE splendid revival in building that is now in progress all over Canada opens up opportunities for selling electrical fixtures that many hardware men are cashing in on. Every week sees a big jump in the building permits and it is very significant from the point of view of the merchant who handles fixtures that a very large percentage of the construction work now under way is for homes of the better class, that is homes in which there is an opportunity to sell electric fixtures. Hardware dealers have been going after this business, and from all reports most successfully.

Successful Methods

A case in a Western Ontario town is typical of what is happening in other places. In this town there were two firms handling electrical fixtures, one a regular electrical dealer and the other the hardware man. Owing to conditions in the past four years building has not been brisk and neither wished to put in a very extensive stock. After sizing up the situation carefully this Spring and getting a line of what building was likely to proceed, the hardware man decided to get ready for a greatly increased business. He not only put in a stock of fixtures which was calculated to meet the requirements of his town, but he put them right up in front of his store and had them connected so that when people who were building homes came in he could show them exactly how the goods would look when installed.

Getting the Business

The stock of fixtures makes a fine showing in the store in connection with the other goods and at night when they are turned on the display is especially effective.

The electrical dealer, who is the only rival of the hardware man, outside of the mail order houses, decided that instead of carrying a stock he would sell from the manufacturers' catalogues. The electric man and the hardware man had practically equal opportunities as far as getting after the business at first went. They both knew most of the parties who were building, and from a sales point it simmered down to a question of whether the goods could be sold from the catalogue or from the stock in the hardware man's store.

Hardware Man Wins

Up to the present time the hardware man has been getting away with the lion's share of the business and he attributes his success to the fact that he not only had the stock to show people when they called, but that he let them know he had it, by doing some advertising. He has had to meet some competition from the mail order houses but has had no difficulty in more than holding his own every time. In this he was helped by the fact that one builder who ordered from a mail order catalogue got goods that were not at all like those he thought he was going to get. This man was not satisfied and he did not fail to let other people who were building know that the mail order firm goods were not what he had expected.

Sees Good Business

There is a lot of good business to be had all over the country in handling fixtures. One important consideration for the hardware to keep in mind is not to stock up with goods that are either too expensive or too cheap for the people to whom he expects to sell. It is necessary to study this situation carefully and find out all about the class of houses that are being built.

A manufacturer stated to HARDWARE AND METAL that a mistake some dealers make is in not carrying sufficient stock to completely supply a prospective customer.

"Many of those who are building," he said, "want to have the same kind of fixtures in every room in the house. Some dealers have lost business by not being able to fill orders of this kind."

Outlook is Good

While it is difficult to forecast the extent of the building that will go on, those who have obtained from architects and contractors, views as to prospects, state that the outlook is good. There is no question about the scarcity of dwelling houses in Canada. This shortage is general from coast to coast. The building that is already under way will not begin to meet the needs. The building program which got under way in the Spring has been developing steadily and there is every indication that it will continue to expand all the rest of the year and go on on an even more extensive scale next Spring. Architects are very busy. Many of them have handled more work in the past eight or ten weeks than they have had to look after in five years.

Prices Not High

While prices of building materials have advanced the increase is not even proportionate to advances that have been made in other lines. As far as electrical fixtures is concerned there is little doubt that advances will be made shortly. Copper and brass have gone up and with all round increases in wages the manufacturers say there is only one thing for them to do.

In Toronto the employees of one firm have been on strike for some weeks, having gone out with the metal workers. When the strike began this firm had on hand a large stock of electrical fixtures. Business has been so good that the stock at the present time is nearly depleted in many lines, and orders are being received constantly from all over the country.

Buying Good Goods

The opinion seems general in the trade that while there is not an extensive demand for really high priced fixtures there is a steady demand for medium priced goods of good quality. It is important to consider this when arranging to purchase a stock. The average person does not aim to buy some new electric fixture every day, and if the dealer can show him something of attractive design and good quality at a medium price rhtee is little difficulty in completing the sale.

MARKET FOR ENAMELLED WARE

The weekly bulletin published at Ottawa by the Department of Trade and Commerce has the following regarding the market in France for household enamelled ware:

"Enamelled household utensils are becoming increasingly popular among the French, the American consul at St. Etienne reports, but in spite of the home industries specializing in these lines French manufacturers are unable to supply the demand. German and Austrian products dominated the French market prior to the war on account of superior organization, but they turned out an article which, while having all the appearance of similar products sold at high prices, possessed neither the quality nor solidity of the latter. The following are the articles chiefly in demand: Covered saucepans, 9.45 inches in diameter, capacity, 4 litres; stewpans with straight sides and handled covers, 7, 8 and 8½ inches in diameter, capacities, 4, 6 and 8 litres; long-handled saucepans, 4¾ to 8 inches in diameter and from one-third of a litre to 2½ litres capacity; round, shallow dishes for eggs with handles 6 to 8 in. in diameter; small kettles of 1 to 2 litres capacity; coffee pots, holding 6 cups; also ladles, large kitchen spoons, skimmers, pitchers, washbasins, pails and waste buckets. It would be well to make these goods in three qualities: ordinary, medium and superior, and to present them under distinguished trade marks, to take care that handles are solidly attached to the utensils, to have the lids also enamelled and to furnish illustrated catalogues containing detailed information concerning the process of manufacture and indicating the diameter and capacity in the metric system, with prices in francs and centimes."

Push Roofing and Help Conservation

Timeliness Suggests New Angle to Hardware Man in Pushing Roofing Sales—Farmers Need Product—Importance of Advising Better Insulation Will Mean Larger Sale Building Papers

CONSERVATION of what we have to-day is an important watchword. This is no truer in any one respect than in connection with the property which has been erected and which could not be replaced to-day for anything like the price it cost a few years ago. And there is one line of merchandise which the hardware dealer may get behind and push to the limit with a feeling that he is inducing thrift and truly helping in the conservation scheme so widely recommended—in that of roofings and building papers. The farmer has his outbuildings and sheds to protect and the householder also has buildings that cost money and should be properly looked after. Without fear of intrusion or meddling, the hardware dealer may exercise the knowledge which he has to the benefit of his customers and with profit to himself.

Who Gets the Business

There had been, of late, a gratifying volume of business indicating a considerable improvement in the amount of building which has been undertaken, and this has come about in so quiet and so unconscious a manner as to be decidedly solid and quite encouraging. Who's getting the business?

Roofing of the prepared variety has become very popular. It has passed the experimental stage. Formulas have been so perfected as to ensure the dealer a line of goods on which he can depend and which may be recommended to his trade. Immense increases have from year to year been recorded in the output of factories throughout the country. All of this increased business is not going through the hardware dealer; that cannot be expected. But is he getting his share?

Should Use Helps

The manufacturer affords the dealer helps and these he ought to use. Good information is available as to the best methods of laying prepared roofing. Dependent upon the nature of the work in hand the ultimate seller—the retailer—should be prepared to recommend that grade of roofing which is best for a given job. Is he taking a real interest in the prospect, coaching him with good information, advising the right product and giving additional advice about the class of foundation which ought to be used beneath the roofing? Upon the execution of his duties in this respect will depend, very largely, the permanence of the job, and from this important consideration it is obvious that the customer's regard for the goods sold him will be either made or destroyed. It is wisdom for the merchant to take a real interest in the farmer's or the townsman's roofing needs.

While the purpose of this article aims to impart some important points relative to roofing sales, stress is placed upon intensified selling of sheathings and building papers. The material of the article, as it relates to the latter commodities, is based on an authorized interview with D. J. Munn, President Alex. McArthur & Co., Limited, Montreal.—EDITOR'S NOTE.

It should be remembered that there are several merchants after the roofing business in every community. Since it is a profitable line to sell, the hardware man can very well afford to make a close study of his district and get after the big share of the business. Interest in his customers and would-be customers even before building operations begin will secure many a nice order that might otherwise be lost to the other fellow.

Tarred Felt Lasts

Mr. Munn pointed out that one of the most durable roofing materials yet offered was that of tarred felt. This may be had in a variety of weights, of course, and the nature of the work to be undertaken will determine the quality necessary. For the permanent jobs that are being done in cities throughout the country, and even in towns, much of this is employed, and there are jobs which can now be pointed to, Mr. Munn states, which have stood the elements for many years and which will stand them for many years to come. For real permanence they have long since proven their worth.

Go After Business

It may be that the average hardware dealer will not be in a position to secure the big share of this business. Very frequently it is specified through the architect and the contractor gets his supplies through the lumber dealer. Why not cultivate the architect and the contractor too? The merchant cannot afford to ignore any possible source of business. Through widening his circle of acquaintances he may surely expect to make business friends, and this is also a broadening process without which the merchant has a lessened business vision. Much of this business might come to him through closer cultivation of these two men.

So much for roofing just now.

Urge Better Insulation

Mr. Munn estimates, conservatively, that from 30 per cent. and upwards is lost in an endeavor to heat buildings comfortably. In other words great excess of fuel is required to make our buildings comfortable in the winter season. That this great waste can be saved, Mr. Munn has no doubt, and it is simply a matter of properly insulating our buildings while in process of construction. This is no idle dream, for the experiments which have been conducted to ascertain these results, Mr. Munn says, have revealed the facts to be as stated. Further experiments will perhaps be more gratifying.

And herein is the big opportunity of the hardware dealer. Some are more fortunately situated than others with regard to getting close to prospective builders. Where this is the case there seems to be little excuse for failure to urge the customer to spend a little extra money and make the most of his opportunity.

Use Refrigerator Principle

If the principle adopted in the construction of a refrigerator be employed, Mr. Munn believes that house owners would experience a great deal more comfort in both summer and winter. That is to say, the home would be heated more uniformly in the winter season, and with the minimum of fuel, while no dangerous drafts would be introduced in severe weather. In addition to this—and quite equal in point of comfort, the house would be a most inviting place in which to live when the heat waves were great and prolonged. The principle of perfect insulation would produce those desirable results in retaining a cool and liveable temperature desired by all. And, to prove that this is not a dream or idle fancy, experiments have revealed the truth of the above contention.

Fifteen Degrees

In one case, for instance, the temperature difference secured through careful insulation amounted to fifteen degrees. Surely that is a wonderfully convincing argument. What home lover would not welcome an inside temperature fifteen degrees less than that obtaining outdoors on a sultry summer day of 90 degrees and upward?

These facts are pointed out that the importance of argument upon the part of the dealer may be shown. The customer is about to build. The hardware merchant, if he is alive to his opportunities, already knows this and has been bidding for the business in building materials which he customarily carries in stock. Why not make a study of proper insulation as required in the average house? Any manufacturer of building papers and felts would be only too pleased to co-operate and impart assistance to this end, for it is co-operation that he appreciates. Fortified with this knowledge, it

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Value in a Store Front and Displays

A REVELATION of what can be done in the way of transforming a cheaply constructed and cheap looking building into a modern store with an attractive front is furnished in the case of W. A. Gabb, hardware merchant at Rocanville, Sask.

When Mr. Cabb took over the business in November, 1917, the store was set seven feet back from the street line. It had a plain square front of clapboards with three narrow windows above, and two show windows measuring about six feet square. They are designated show windows, but they were not that at all, for they were put in mainly with a view to supplying light to the interior.

It was a dismal outlook for a wide-awake merchant not only from an outside view, but from an inside one. Mr. Gabb took the representative of HARDWARE AND METAL to an old warehouse in the rear where he had buried away what constituted the shelving and fixtures of the store as they were when he took it over. They were of the vintage of 1880, and very poor specimens at that. They were only good for firewood.

It was impossible to do anything during the succeeding winter, but Mr. Gabb laid his plans, and in the spring he ripped off the entire front of the store, added sevent feet which would bring the building level with the street line, and proceeded to put on a modern front. This consisted of two large plate glass windows surmounted by a cornice work, with a further cornice work across the top front of the building. All of this cornicing was sanded, and the name of the proprietor was placed above the windows in block letters finished in gold, which gave the last touch to a very fine appearance. All of this work cost $1,300, but Mr. Gabb states that the business has just doubled since he took it over, so that the expenditure was more than justified.

It is surprising what can be done to dispose of goods if they are displayed properly. When W. A. Gabb took over a hardware business in Rocanville, he found an excessive number of screen doors stored away on an upper floor. A few weeks later what was his surprise to find that another shipment of screen doors had been ordered by his predecessor, and were in the freight sheds.

The front, by the way, was carried out without the use of supporting posts, which was an achievement in itself, and a very original arangement was made in connection with the floor of the windows which are made adjustable, and can be lowered or raised in order to show off certain lines of goods to the best advantage. Hardware is displayed in one window and furniture in the other. In the latter window there is space enough to exhibit a bedroom suite with the bed set up. The next move was to put in new hardware cabinets and counters, and to convert the upstairs into an excellent show room for furniture. An office was also installed in the rear, a window being cut to afford sufficient light. This office is installed with all the latest filing devices and equipment, and in connection with office work it may be a good tip to other merchants to know that Mr. Gabb protects himself against the stealthing of checks by simply using a little rubber stamp on them inscribed: "This check for deposit only."

Every modern method of attracting and holding business has been adopted by this merchant. One of his strongest assets is that he carries an exclusive line of well-known and highly advertised goods. He, however, is a strong believer in advertising himself, using large space in the local weekly. In this connection he will go to any length to secure suitable cuts, which he believes add 50 per cent. to the value of an advertisement.

"I constantly keep everything changed around in the store," said Mr. Gabb," in order to present a fresh and attractive display. I go to particular pains with my windows which are changed every week. At present I have a four-room suite of furniture laid out on the main floor, and find that this form of display

BEFORE and AFTER



REMARKABLE ILLUSTRATION OF WHAT CAN BE DONE TO TRANSFORM AN OLD STYLE STRUCTURE INTO A MODERN STORE AT SMALL EXPENSE.

BEFORE.—Under this heading is shown the hardware store in Rocanville, Sask., as it was when taken over by W. A. Gabb in the fall of 1917. It stood seven feet back from the street line, and presented rather a crude appearance.

AFTER.—This is the same store after it had been remodelled by Mr. Gabb the following spring. The seven feet which were added to bring the front flush with the street line are clearly shown at the end of the building. The manner in which plate glass windows were built in, together with the attractive cornicing and the dignified sign replacing the old style type are clearly shown. It will be noted that the old door and the three upper windows were used in the transformation which cost $1,300. Instead of buying an expensive gasoline pump the new proprietor moved the old one seen above to the street line and enclosed it with a tin casing equipped with a door, which fills the bill and looks well.



Interior of the store of W. A. Gabb, hardware merchant at Rocanville, Sask. On the day this picture was taken he had on display down the centre of his store the furniture for a suite of four rooms. The dining-room furniture is shown in the foreground. In its mirror may be seen a reflection of the show cases and hardware cabinet on the other side of the store.

attracts unusual attention from women customers. The main thing in business according to my notion of thinking is to give satisfaction to customers. In a country town you must rely upon their coming back again and again in order to build up your business, therefore courtesy, and tact, and kindness, and all those attributes of high-class salesmanship must be adopted to hold trade. It pays well."

WHERE SCREEN DOORS WENT

"I had enough screen doors on hand," he said, "to last me four years under normal conditions."

Now it so happened that Mr. Gabb was remodelling the front of his store, and he debated in his mind whether he should separate his store windows from the store proper by putting in a partition of glass. He happened, however, to think of those screen doors, and decided to use them as a background. By inserting a double frame across the rear top of the windows at just the proper height, he was able to slip his screen doors in or out with ease, and they were well displayed both from the street and from the interior. He not only sold out his whole stock that summer, but there were repeat orders.

SEE RECORD TRADE COMING IN WASHING MACHINES

More than sixty manufacturers of washing machines from all parts of the United States and Canada attended the convention of the American Washing Machine Manufacturers' Association held in Chicago. Reports of the delegates indicated that the washing machine business is flourishing and that many firms are finding it difficult to keep up with their orders. From present indications it is expected that sales for 1919 will break all records. Many of those at the convention expressed the view that there is going to be an enormous demand for power washers, and that it will not reach its maximum for some years. While manufacturing costs are steadily climbing prices are being maintained on a basis that is not affecting sales injuriously. The manufacturers considered various plans for stimulating business, such as home demonstrations in small communities, demonstrations in universities and increased publicity. Among the members of the association are Beatty Bros., Ltd., of Fergus, Ont., and J. H. Connor & Son, Ottawa.

WARNING TO FLAX TRADE

In view of the unprecedented prices now in effect for flax seed and linseed oil the following warning issued by the Duluth Board of Trade, is of interest to the trade:

"The directors of the Duluth Board of Trade urge upon all members the necessity for the exercise of the utmost caution in trading in flax seed at the present time. The market is unusual in the extent of declines and advances, and presents great risk in trading. The directors desire to warn all members that any attempt at manipulation or the creation of artificial values is an offense of which it will be their duty to take instant notice, and any indication of their presence in trading will result in prompt action by the Board."

BUILDING MATERIALS SCARCE

Building materials, such as bricks, tiles, lumber and lime are reported to be exceedingly scarce in Hankow, China, at the present time. The conditions among the laboring classes in provinces producing these materials have greatly curtailed the production.

COPPER SHOWS UPWARD TENDENCY

While the price of copper in Japan shows an upward tendency, this is said to be entirely due to the rapid reduction of the present supply, rather than to any great improvement in the general industrial situation causing a greater demand.

Bicycle Sales Greatly Stimulated by Street Car Strikes and Increases Made in Car Fares

THE sales of bicycles and motor cycles have been greatly stimulated this season by street car troubles. Complete tie-ups in such centres as Winnipeg, Toronto and London were directly responsible for a great demand for bicycles. Another factor in making a great demand for wheels has been the increase in trolley fares. Many street railway companies in view of the demands of their men for higher wages and generally increased operating expenses have raised their rates. This has happened in at least eight Canadian cities. In many of these places the merchants selling bicycles have not been slow to make the most of their opportunity by pointing out that riding a bicycle is a straight business proposition, as enough money can be saved in a short time by not having to pay car fare to purchase a bicycle. Besides the feature of the healthful exercise in the fresh air has been used with good effect.

Higher Car Fares

Among the Canadian cities which have adopted higher car fares are London, Ont., five cents straight; Montreal, 6c fare, 15c for "owl" service; Ottawa, straight 5c fare, 10c owl fare; Lethbridge 10c cash, 4 tickets for 25c; Edmonton, 7c fare; Vancouver, 6c fare; Victoria, straight 5c fare; Winnipeg, 6c fare, workingmen 6 tickets for 25c.

Says "Read as You Run" Cards Are Best

Merchant Tells of Practical Results He Has Obtained and Urges Others to Make Comparisons and Find Out Just Which Type of Cards Are the Best Business Producers.

Written by R. T. D. EDWARDS

STEPPING into an exclusive Yonge Street store in Toronto the other day, the writer inquired of the proprietor about his show cards.

"No," he said, "we don't wish to change. The shop we are buying from is giving us just the kind of cards we think are the best business getters."

On being informed that orders for show cards were not desired but just his opinion as to what he had found out were the most successful business-getting show card is used only on exceptional occasions. These if used in abundance often tend to detract from the merchandise.

Plainly lettered show cards which can be read at a glance are far superior for the busy public to read, in other words, the "read as you run" card is his motto. He has some small decorations on his cards, but the wording stands out in plain type.

Thus far we have what a successful Yonge Street merchant has found to be the best for him, and he speaks not just offhand but from years of experience.

SEASONABLE SHOWCARDS

Take a Tent on Your Camping Trip.

Haying Tools for the Harvest.

Pails and Shovels for the Kiddies' Sand Pile.

For a Real Rest—Try One of Our Hammocks.

No Sun Glare With These Goggles.

Always a Cool Breeze With an Electric Fan.

Supplies for the Thresherman.

Get a Fishing Rod for That Outing.

A Vacuum Bottle for a Cool Drink.

So all show card writers in our Canadian stores may be benefited by his experience. He has made this subject a business and studied it from a business-getting standpoint, and has proven what he says is right in dollars and cents.

Appreciates Their Value

Being an enthusiast regarding the value of show cards the proprietor expressed his opinion very emphatically.

This merchant has found out that plainly printed show cards, both in the windows and throughout the store, are best for the class of trade to which he caters. The highly decorative style of show card is used only on exceptional occasions. These if used in abundance often tend to detract from the merchandise.

Make Comparisons

We don't say that each and every merchant should use the same style of show card, because we think that would be a mistake, but all may do the same as this merchant has done by making a study of this subject, the same as you do salesmanship, or the buying end of your business.

A very striking example of the different ideas merchants have in their show cards is shown if you walk just one block north of this store we have been talking about.

The north store is one which sells exclusive merchandise, that is just one line of goods. These goods are not at all decorative in themselves and cannot be displayed so as to be made attractive as merchandise which has more variety of colors. So the owner of the store makes his show cards the decoration. He has six or more large double windows, and in each one is used one-half or full sheet show card with highly colored decorations.

Air brush work is most prevalent on these cards, with heavily decorative border effects. Shadow script and shade lettering is used which tends to make the cards quite showy.

These cards certainly would not do for many merchants. Some would pronounce them vulgar, but this is just another case of a man making a study of the kind of card that helps him get the business he is after, and, by all appearances, he is getting results.

Catchy wording is also playing a great part in attracting trade to both these stores. For years they have used snappy, attention compelling phrasings which make people give the windows more than a casual glance. These wordings are different to those used in other stores, and are without the use of any slang.

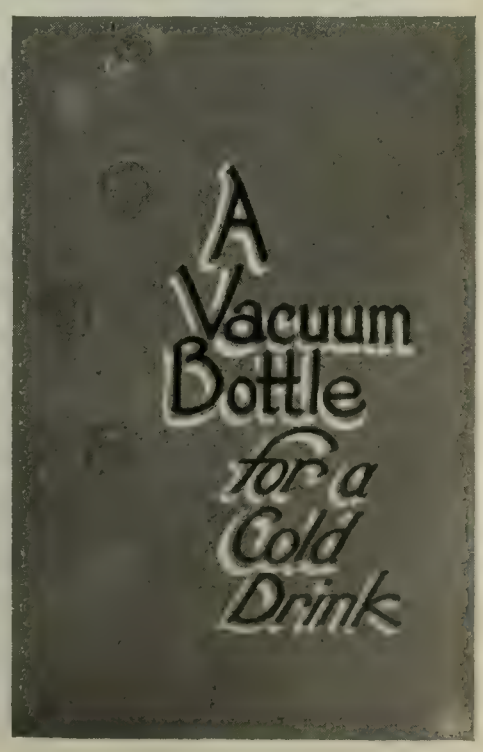
The sample wordings shown on this page are similar to those used on these show cards.

The show cards reproduced are quite suitable for the present season. The design is of opaque colors, attractively blended in Summer hues. They are quite simple to draw and will go with almost any wordings you wish to use.

S. F. BOWSER & COMPANY. INC.

"Systems For Oil, Economy and Efficiency" is the title of a handsomely lithographed circular in colors issued by S. F. Bowser & Co., Toronto. It deals at length with economical methods of handling oil that increase efficiency and add safety. The lubricating oil outfits manufactured by the firm are attractively illustrated, also pumps for gasoline, storage systems for paint, oil and equipment for storing and handling rubber cement. Another folder issued by the firm and also very attractively lithographed in colors tells about the garage equipment the firm manufacturers. Readers of HARDWARE AND METAL may obtain copies of the folders upon request.





EDITORIAL COMMENT

TIN PLATE COMPETITION

THE recent decision of the Welsh tin plate trade to send to the United States a joint delegation of manufacturers and workmen to study conditions with a view of finding how best to meet a competition that has become very keen has an interest to Canada. As stated in a previous issue of HARDWARE AND METAL, one of the largest Welsh tin plate firms has secured a location in Toronto, where a plant costing $3,000,000 will be established. Canada, it may be noted, is at the present time one of the largest buyers of tin plate that the United States has. It may be characteristic of the Welshman to carry the war right into the opposition camp and by locating a big plant in Canada not only endeavor to supply the demands of the best buyer the United States has, but even invade the American field. An issue between the Welsh makers and their men appears to relate largely to tonnage. The Welsh workmen are said to have promised tonnages equal to those produced in American mills if they are given equal equipment. It may be taken for granted that the Welsh manufacturers will see to it that the necessary modern equipment is secured and with this and a big plant located in Canada they should be in a position to regain a position in the tin plate business that is being threatened by Americans. It is apparent that the Welshmen are not going to let anything slip if aggressive action will hold it.

MAKING BETTER BUSINESS MEN

BRADSTREET'S reports show that during the first week in July there were only nine failures in Canada, as compared with 54 in the same week in 1915, 26 in 1916, 14 in 1917 and 8 in 1918. This is not in any way a record as in the week preceding there were only 5. The figures, however, are interesting in that they indicate that Canadian business men have learned a good deal in the last four years. Those who are in closest touch with the commercial life of the country state that Canadian business is absolutely sound. This does not mean that there is not still room for improvement, because no business man ever reaches the stage where he knows everything about business. But taking them as a whole, they have come through an extremely trying period and have learned lessons that will make them more efficient as merchants in every way. Having come safely through nearly five years which unquestionably are among the most critical years in Canada's commercial history they find themselves established on a foundation that was never stronger. Not only this, they are looking forward now with confidence to a steady development in the Dominion and are prepared as they never were before to take part in and keep pace with this growth.

A BIG PROBLEM

IN view of the demands that are being made all over the country by employees, many merchants and manufacturers are giving more attention than ever before to profits. In many cases, not only shorter hours are being demanded, but a share in the profits. Just how far they can go in meeting demands of this kind without vitally affecting their business is what business men are trying to discover. Any business starved of profits will soon eat up its own capital. Big assets are of little good unless they are of such a character as to bring increased earnings. Big earnings which are merely the result of accidentally favorable conditions are usually only temporary. A good many firms who were engaged in war work of one kind or another have found this out in the last six months. But growing earnings which are based upon a constant increase in the productive assets are of great importance. Any firm which is constantly plowing back into its assets a considerable part of its earnings each year is in a position to build for the future. Many business men hold that in order to make the best of the opportunities offered for expansion a business must absorb a good share of its own profits. That, they say, is the only sound way to finance for expansion. Many of the largest firms in the country have built on this foundation. If a firm earns, say an average of 15 per cent. annually for five years, it might pay a 12 per cent. yearly dividend and retain 3 per cent. in the business or it could pay 5 per cent. and retain 10 per cent. for expansion. In this case its capacity would in five years increase fifty per cent. This plowing in process would give it splendid stability. But if the firm endeavored to pay, say six per cent. on its invested capital and then distribute the balance to workers it would soon cease growing and starve. This question of how much profits can go to the workers, especially when they are lessening production by asking shorter hours, is a big one and upon its successful solution depends the future of a great many firms.

Mr. Parsons' Misstatements

By Col. J. B. Maclean in "The Financial Post."

S. R. PARSONS was president of the C.M.A. in 1917-18. He liked the honor so much, he put his whole thought into it. He enjoyed it; it became so much of his life, he forgot in 1918-19 that he was no longer president. In fact he complained several times recently to his friends that he was so busy with association affairs he had no time for the B. A. Oil Co., where he is employed. He was always on the spot with a speech or a letter to defend capital, or to attack any who might not agree with what he—always with the best of motives—thought inimical to the C.M.A. It became a habit with him. There was, too, perhaps, a touch of vanity, which warped his good judgment and he began to speak unwisely and to make foolish suggestions. This rather displeased some of the industrial leaders for whom he assumed to speak. He threatened the Methodist Church with the disapproval of the millionaires just when men of this type are trying to keep under cover. His last break was a letter to the Press, suggesting that the place to look for profiteering and high prices was the wholesale and retail trade. Experienced manufacturers agree with Lloyd Harris that the biggest problem before us is not the making, but the selling of Made-in-Canada goods, that the friendship and co-operation, particularly of the retail merchant, is absolutely essential. Their opposition would kill the Made-in-Canada movement; and for the self-assumed mouthpiece of the C.M.A. to rush into print over his own signature in so uncalled for a way was quickly recognized as damaging. But Mr. Parsons now explains he was merely emphasizing something the Minister of Labor said—but, which it happens, he did not say. This makes it worse, and it is also an example of the little vanity habit referred to above, that, of course, the public would not approve of the idea until it had Mr. Parsons' endorsement for the C.M.A., even though the Hon. Mr. Robertson is one of the most highly regarded members of the Cabinet, in fact, has shown himself an unusually broad type of Minister.

Anyway it was the last straw, and mutterings from a certain influential quarter developed into a suggestion that THE FINANCIAL POST tell its readers that Mr. Parsons had now no official position in the association, and that his prolific utterances misrepresented the great mass of manufacturers, and never more so than when he, as a manufacturer, went out of his way to suggest an investigation of merchants' books for the real cause of the higher living costs. As requested, FINANCIAL POST pointed this out, and as many of our readers know Mr. Parsons did not take the hint. Instead, he occupied much time at the annual meeting in an attack on me and my motives. Chiefly, he said the article was due to his refusal to take up a grievance with Mr. Murray, their secretary. This was a serious charge and he clearly misled the meeting.

The facts are these: Business newspaper publishers, in common with the paper makers, Western Canada manufacturers, and other members, had complained of the way Mr. Murray was dealing with their interests. A Made-in-Canada campaign was in progress and the association offices were all the time actually using foreign, instead of Canadian-made paper. Because of dissatisfaction, the Western manufacturers decided to withdraw, and had actually formed new associations. These things had all been righted more than a year ago by the retirement of Mr. Murray and could not have had the remotest connection with the article in THE FINANCIAL POST saying that Mr. Parsons no longer spoke for the C. M. A.

Mr. Parsons further said I had come to him soon after he was elected president and denounced Mr. Murray. I said this was untrue, that I thought I had Mr. Parsons' own letters to prove it, and that I would answer for the benefit of the members generally in THE FINANCIAL POST. I am able to do so. The letters show that it was Mr. Murray who went to Mr. Parsons, and Mr. Parsons had come to me just as Lloyd Harris, T. A. Russell, Mr. Sherrard, and others had come to me on the same errand. I said I could not take the matter up until a libel action I had brought was disposed of. The file shows that Mr. Parsons made his first approach to me on Mr. Murray's behalf through the editor of THE FINANCIAL POST, October 24, 1917. Next he writes, November 2, saying that Mr. Murray had spoken to him and says he wants to bring us together. On December 31 he writes respecting this and saying that Mr. Murray was anxious to meet me, and so he goes on.

This evidence is surely sufficient. Mr. Parsons' own letters, signed by himself, prove that he stated what was untrue to the annual meeting. These are only part of his misstatements. More exposure of Mr. Parsons and the Sam Harris clique and their petty politics are to follow, which I hope will speed up the reorganization of the C. M. A., overcome the mistrust and antagonism that is hampering all Canadian progress. One has only to read the newspapers right across Canada to fully understand the very unfair attitude, due to an entire misunderstanding of manufacturing and business problems.

I cannot do better than quote from a letter received from a well-known financier: *"The explaining Mr. P. in F.P. of 21/6/19. First Class! Inflated heads and pneumatic tongues are doing the country more harm than inflated prices! Keep it up!"*

The man to keep it up is a good general manager or salaried president. We will help him with constructive publicity among those interested in manufacturing problems.

In this article Col. Maclean contends that certain of the statements publicly made by S. R. Parsons, late president of the Canadian Manufacturers' Association, were lacking both in wisdom and correctness.

Especially does he challenge the statement made by Mr. Parsons that the place to look for profiteering was among the wholesale and retail trade.

In the present position of Canada the interests of the manufacturer are the interests of everyone, and therefore this article, which aims to improve conditions that have militated against the best interests of the manufacturing fraternity, should be of interest to everyone.

NEW ZEALAND FIRM WANTS AGENCIES

Bradfield McPherson. manufacturers' representatives, 34 Water St., Dunedin, New Zealand, desire to secure agencies for firms who are not represented in New Zealand, and wish to establish their goods in that market. They state that they are always prepared to give preference to goods of British manufacture and mention that there is in New Zealand a preferential tariff of from ten to fifteen per cent. extra on foreign goods. They are particularly interested in securing an agency for a wall board of good quality.

ADDITION TO HALF HOLIDAY LIST

Saskatchewan

CANORA.—All stores close on Wednesday afternoons during July and August at 1 o'clock, except fruit stores. On other days at 6.30 in the evening except Saturdays, when they close at 10 o'clock.

EVENTS IN THE TRADE

Business Changes

Flesherton, Ont.—W. L. Wright has purchased the hardware business from the Richardson estate.

Collingwood, Ont.—D. B. Ritchie has purchased the Collingwood Hardware from W. H. Lont, who is moving to Toronto.

New Firms

The Rothschild Hardware Co., Ltd., of Sudbury, Ont., has been granted a charter.

The George Taylor Hardware, Ltd., of New Liskeard, Ont., has secured premises at Timmins, Ont., and plans to open a branch store about August 1. Mr. J. Perreault, of New Liskeard, has been appointed manager.

Fire Losses

Considerable damage was caused by fire in the glue manufacturing plant of Frederic Marquis at Quebec, Que.

The harness shop, furniture store, residence and stables of Colin McMillan at Dromore, Ont., were completely destroyed by fire, which is supposed to have started from children playing with matches.

Obituary

The death occurred at Quebec, Que., of Alfred Leloup, glove manufacturer.

Keith Murray, aged 29, of Hamilton, Ontario, formerly a traveling salesman for the Hobbs Manufacturing Co. of London, Ont., died in St. Jerome's Hospital at Batavia, N.Y., on Monday from injuries he sustained when an auto in which he was riding turned turtle. He was a son of W. Murray, of Hamilton, and recently had been travelling for the Elk Firebrick Co., of St. Marys, N.Y. Besides his wife, Mr. Murray leaves a two-year-old daughter.

Personals

M. Soren, of Soren Bros., Toronto, is spending a month in Muskoka.

E. J. Coyle, formerly of Leamington, Ont., now proprietor of the E. J. Coyle Hardware in Chicago, was a recent visitor with his brothers in the vicinity of Amherstburg, Ont.

Harold S. McPherson, of London, Ont., has been appointed manager of the mechanical rubber goods department for the Dominion Rubber Systems Ltd. of Ontario, with headquarters in Toronto.

N. W. Wickett, who has been chief shipping clerk at the Toronto branch of Brandram-Henderson, Limited, has been appointed travelling salesman and will cover territory in Northern Ontario.

Arthur Speight, who returned recently from France, where he spent 38 months with the siege batteries, has been engaged by Beatty Bros., Ltd., of Fergus, Ont., to cover the Maritime Provinces and call on the hardware trade. Before going overseas Mr. Speight was with the International Harvester Co.

E. D. Ryan, who has been superintendent of the Great Lakes Oil Refinery Co., at Wallaceburg, Ont., for some time has left for Daval, Oklahoma, where he has been appointed general superintendent of the Travis Oil Corporation. Mr. W. Fax becomes superintendent of the refinery at Wallaceburg.

D. N. O'Byrne, manager of Merchants Hardware Specialties Co., Calgary, Alta., was a visitor at the Toronto office of HARDWARE AND METAL this week. Mr. O'Byrne is spending some time calling on firms whose goods are being handled by this company in the West.

Frank Dunham, of St. Catharines, Ont., formerly of Kitchener, has been appointed business manager of the Maple Leaf plant of the Dominion Rubber Systems Ltd. of Ontario, at Port Dalhousie, Ont.

Trade Notes

Mutual Motors Ltd. has moved from Hamilton to Toronto.

The Fillmore Building Co., Ltd., has been incorporated at Fillmore, Sask.

The Imperial Brass and Foundry, Ltd. has been in corporated at Edmonton, Alta.

Dalyte Electric Ltd., of Guelph, Ont., has opened a branch warehouse at Toronto.

P. Lemay & Co., tinsmiths, Montreal, has been dissolved and Joseph Lepage registered.

The Hunter, Strome Electric Co., of Hamilton, Ont., has purchased the E. A. Wark Electric Co.

The Torton Lamp Co., of Toronto, has been dissolved. but the business will be continued by Fred J. Hart.

A voluntary petition for a winding up order has been granted in connection with Techno-Chemicals, Ltd., of Montreal.

J. W. Lyons has purchased the harness business of J. J. Richardson at Markdale, Ont.

The Standard Equipment & Tool Works has been registered at Montreal by Joseph Presner.

The Consolidated Mining and Smelting Co., of Canada, Ltd., has called a meeting to discuss removing head office to Montreal.

The London Concrete Machinery Co., London, Ont., is building a $5,000 addition to its factory.

The One-Minute Mfg. Co., Toronto, manufacturers of washing machines, has assigned to W. S. Ball and a meeting of the creditors will be held on July 23.

The Canadian Consolidated Rubber Co., Ltd., of Montreal, is preparing plans for enlarging its factory at Kitchener, Ont. The expenditure will be about $1,000,000.

The Beaver Wood Fibre Co. is preparing plans for enlarging the plant at Thorold, Ont., and for erecting a new plant at Ottawa. The estimated outlay will be $2,500,000.

The directors of the United Iron Works and Machine Co., Ltd., of Haileybury, Ont., have decided to move the head office of the firm from Haileybury to Toronto.

The Richmond Hill Hardware Company, Richmond Hill, Ont., have disposed of the tinsmithing department of the business to Mr. Frank Teetzel, who has been Mr. Batty's foreman for a number of years.

The Percival Plow and Stove Co., Ltd., of Merrickville, Ont., is negotiating with the council for land on which to erect a new moulding shop and machine shop. Large additions are contemplated by Beatty Bros. to their plant at Fergus, Ont.

The Continental Oil Company, which has operated plants at Winnipeg, Regina, Saskatoon, Calgary, Lethbridge and other Western points has been taken over by a new firm, the North Star Oil and Refiining Company, Limited. The head office will be at Winnipeg.

According to press reports the Smith Saw Works property at St. Catharines, Ont., has been purchased for theatre purposes and the saw company may remove to the premises of the Metal Drawing Company.

A satisfactory settlement of a threatened strike of the molders at Crowe's Iron Works at Guelph. Ont., has been arranged by the men being granted a wage increase of fifty cents a day and their hours being reduced to eight instead of nine.

At a special meeting of the Canadian Union Iron Mines Corporation of Canada, Ltd., Montreal, it was agreed to accept a resolution of the executive committee that the company enter upon the manufacture of fertilizers upon a large scale. In connection with this project the large chemical works at Trenton,

Ont., owned by the British Chemical Company, may be used as it has the largest and best equipped sulphuric acid plant, it is stated, in America. A big demand for fertilizers was formerly supplied by Germans, and it is planned to keep this trade at home.

T. A. Morrison & Co., Montreal, contractors' supplies, has been dissolved and is succeeded by T. A. Morrison & Co., Ltd.

Wm. B. Stewart & Sons, Toronto, have opened a branch office in the Dominion Express Building, Montreal, to serve the wholesale trade in the East in the interests of the Hamilton Cotton Co., Ltd. Harold B. Stewart will be in charge.

The McClary Mfg. Company, of London, Ont., has commenced work on an extension to its uptown plant. The building, it is stated, will be only one storey in height, but the walls and foundation will be constructed so as to carry four stories which may be added later.

Montreal News

H. T. Roden, of A. Schraeder's, Son, Inc., Toronto, was in Montreal this week.

L. B. Wasserstrom, New York, razor strop manufacturer, was a Montreal visitor this week.

R. W. Pain, American Ring Co. representative, Waterbury, Conn., was in Montreal this week.

F. O. Barber of Newton, Mass., was in Montreal this week in the interests of his principals, P. & F. Corbin.

John Richardson of Richardson and Bureau, Montreal, returned this week from a trip to the Maritimes,

Morris Wheeler of Binghamton, N.Y., was in Montreal this week representing Sargent & Co. of New Haven, Conn.

St. John, N.B., News

Martin and Violette of St. Leonards, N.B., are disposing of their general store which they have conducted for thirty-two years.

The general business of W. H. Duffy, at Hillsboro', N.B., has been taken over by a newly-incorporated company, W. H. Duffy Sons, Ltd. William H. Duffy, Karl S. Duffy, and Mrs. Florence M. Duffy are the directors.

John E. Macdonald, of the staff of the Rogers Hardware Co., Ltd., Charlottetown, P.E.I., has severed his connection with that concern and left for Boston recently. He received a complimentary address and a set of military brushes, suitably engraved, from his associates before leaving.

A considerable number of breaks into St. John hardware stores, with the loss of a large amount of goods, has occurred within the last year, with little to show for them in the way of recovery of goods or arrests. A break into W. H. Thorne & Company's premises recently, when more than $300 worth of goods were taken, was followed by an arrest which may put an end to the series of burglaries. The prisoner is now undergoing his preliminary hearing.

T. S. Simms & Co., Ltd., manufacturers of brooms and brushes, St. John, will send their own representatives to Great Britain and France. This step is taken as a result of a survey made by the president of the company, Lewis W. Simms, on his recent trip to Europe. Mr. Simms is convinced that there is plenty of business in Europe for Canadian concerns if they will dig for it. A considerable shipment to Ireland marks the filling of the first of the orders received by Mr. Simms while abroad.

Harry J. O'Neil, manager of the St. John branch of the James Robertson Co., Ltd., met a tragic death in Boston Harbor last week. While on a trip to New York he had stopped at Boston and was on a passenger steamer in the harbor, when the arrival of a transport in port sent all the passengers rushing to one side of the vessel to witness the return of the troops. He was crowded overboard and was drowned before help could reach him. He had occupied the post of manager only a year, succeeding the late Jone Keeffe after twenty-one years' service with the company. E. J. Terry, who has been a member of the St. John staff for several years, has been appointed manager in place of Mr. O'Neil.

Incorporations

Motorlife Ltd., capital $10,000, head office Weyburn, Sask., plans to deal in automobiles and accessories.

Premier Paper Products Ltd., capital $50,000, head office Sarnia, Ont., plans to manufacture pails, cans, cartons, drinking cups, egg carriers, and similar products.

Canadian Type Registering Scale Co., Ltd., capital $24,000, head office Hamilton, Ont., plans to manufacture and deal in scales and type registering machines.

The Canadian Aero Company, Ltd., capital $50,000, head office Brantford, Ont., plans to manufacture and deal in aeroplanes, and also to carry on a freight service by air.

Canada Petroleum and Refining Corporation Ltd., capital $2,500,000, head office Toronto, plans to refine, distribute, and supply oil for light, heat, power, signalling, and other purposes.

T. A. ANDERSON PASSES ON

Thos. A. Anderson, president Merrick-Anderson Co., Ltd., wholesale hardware, Winnipeg, Mann., passed away on Tuesday of this week at his summer home at the Lake of the Woods. Mr. Anderson came to Winnipeg in the early '80's, when the present firm was started in a small way. He was one of the most highly esteemed business men in the city of Winnipeg, and his associations with his executors and staff were of the most congenial nature. Mr. Anderson has been in failing health for the past two or three years following a paralytic stroke. The warehouse and office of the company closed in respect to the memory of Mr. Anderson.

OWEN SOUND MERCHANTS ADOPT THE CASH BASIS PLAN

All retail merchants of Owen Sound, Ont., are now conducting their business on a cash basis. The hardware stores were the last to adopt the plan and as a result, it is stated, have had no trouble at all in educating the public to the idea.

"We are not being asked for credit and the public does not seem to expect it," said Mr. L. Ferguson, manager of T. I. Thomson, Limited, to HARDWARE AND METAL. "The plan has been received by the public well. Other merchants adopted the cash basis system some time ago."

It is stated, that the merchants who have been working on the basis of cash for everything are well satisfied and that many of them would not return to the old plan of carrying credit accounts.

BUYS POCKET KNIFE CO.

It is reported that the Winchester Repeating Arms Company, New Haven, Conn., has purchased the Eagle Pocket Knife Company, Inc., of that city, and will continue the manufacture of the latter concern's products, which have consisted of one and two-bladed steel handle knives.

Maritime Wholesale Hardware Association Meets at Digby, N.S.; Record Attendance

THE annual convention of the Maritime Wholesale Hardware Association was held last week in Digby, N.S., with a record attendance of members from all parts of the three provinces, Nova Scotia, New Brunswick, and Prince Edward Island. There were also a large number of representatives of Canadian and United States hardware manufacturers present. In addition to the consideration of business matters relating to the trade, the members found time to enjoy the attractions offered by this popular summer resort.

Officers Elected

The election of officers resulted in the choice of the following: President, R. P. Dickson, of the Sumner Company, Ltd., Moncton, N.B.; vice-president, I. Lovitt Crowell, of William Robertson & Son, Halifax; New Brunswick. Executive: J. F. Tilton, of W. H. Thorne & Co., Ltd., St. John; R. M. Bartsch, of the S. Hayward Co., Ltd., St. John; H. W. Emerson, of Emerson & Fisher, St. John. N.S. executive: Frank Sutherland, of Thompson & Sutherland, New Glasgow; J. R. Simmonds, of James Simmonds, Ltd., Halifax; A. W. Morton, of A. M. Bell & Co., Ltd., Halifax.

CAUGHT JUST IN TIME

A serious fire was prevented just in time in the hardware store of Russell Bros., at Dundalk, Ont. The first that the employees knew of anything being wrong was when smoke was seen coming from the cellar. Investigations showed that flames were burning briskly close to a large coal oil tank in the cellar. A few minutes more and the blaze would have had a start that would have made checking it a very difficult job. It was caught just in time. It was found later that the fire had worked its way in through a cellar window. A couple of five-year-old lads found some matches and tested them on some rubbish they found in the rear of the store and the flames got into the cellar.

BUFFALO SPECIALTY CO. FOURTEENTH ANNUAL SALESMEN'S CONVENTION

The combined United States and Canadian sales force of the Buffalo Specialty Co. of Buffalo, N.Y.; Bridgeburg, Canada, and London, England, is attending the fourteenth annual convention at company headquarters, Buffalo.

Announcement was made that three new products would be placed on the market this fall: The Liquid Veneer Mop, with "the swab which comes off with a pull"; Neverknock Carbon Remover, a new discovery for quickly removing carbon from gasoline engines; and Holdfast Gasket Shellac, said to be the purest shellac for gaskets ever offered for sale.

Among the many enjoyable events of the convention was a trip to Pine Grove Farms, owned by Mr. Oliver Cabana, Jr.

Most of the salesmen of the company have been with the organization a great number of years, and the annual get-together is looked forward to by all with great eagerness. The company values these conventions very highly, going to ever-increasing expense each year to hold them, but counting the cost but a trifle when compared with the benefit derived.

GOOD ROADS SOCIETY FORMED

Leading citizens of Tokio have recently organized a society to foster the improvement of roads in Japan, but more particularly those in and around Tokio.

NUMBER OF MOTOR CARS INCREASES

The number of motor cars in the Hyogo prefecture of Japan in 1908 was 4, in 1912 there were 14, in 1916 there were 89, and at the end of 1918 there were 282 cars registered. The city of Kobe, which is located in this prefecture, is said to have 182 automobiles.

NEW RUBBER COMPANY ELECTS DIRECTORS AND OFFICERS

At a meeting in Montreal of the incorporators of the United States Rubber Co. of Canada, Ltd., which was recently granted a charter and has a capitalization of $20,000,000, the following directors were elected: Sir Mortimer Davis, W. A. Eden, Sir Charles Gordon, R. E. Jameson, Lieut.-Col. Herbert Molson, Col. S. P. Colt, J. B. Waddell, C. B. Seger, E. W. Nesbitt, M.P., H. E. Sawyer, V. E. Mitchell, K.C., E. S. Williams, J. N. Gunn. At an organization meeting of the board held subsequently, the following officers were elected: C. B. Seger, president; W. A. Eden, vice-president; V. E. Mitchell, general council; W. Binmore, secretary-treasurer. The directors and officers of the United States Rubber Co. of Canada, Ltd., are practically identical with those of the Canadian Consolidated Rubber Co., Ltd., and this indicates, it is believed, that close working arrangements that are contemplated between the two companies.

PAINFULLY INJURED

Edwin A. White, hardware merchant at Bruce Mines, Ont., had several ribs fractured and was badly shaken up when loading some barrels of gasoline at the dock a barrel fell on him.

Encouragement For Steel Industry

Contract for 250,000 Tons Ships' Plates Awarded by Government Should Boost Industry and Cement Confidence—Is a Big Forward Step

THE announcement made at Montreal by the Hon. C. C. Ballantyne, Minister of Marine, concerning the awarding of 20,000 tons ship plate business to the Dominion Steel Corporation, should restore confidence among Canadian business men. This will mean the resumption of work at Sydney in a big way and will ensure work for a small army of men. The work is so extensive as to ensure about five years' work. When finished, Canada will at last have one of the most up-to-date and complete plants on the continent, it is expected.

Ensures Shipbuilding

The announcement made by the Minister gives assurance that Canada is not going to relinquish her shipbuilding program. This is very welcome news. Extensive building has already been undertaken at widely-separated points, and the Maritime nature of her geographical location permits of the intensifying and enlarging of plans for the building of ships on a large scale. Just at this time, such an announcement must be taken as a welcome augury in assisting settlement of labor unrest.

The plans, HARDWARE AND METAL understands, are very much more extensive than those at first outlined and planned, and involve the production of five times the tonnage called for at first—50,000 tons. Delays were occasioned through signing of the armistice last November and the Government negotiated for lower prices. The above arrangement means that the difficulties as between the Government and the contracting company have been dissipated.

President Workman Speaks

President Mark Workman of the Dominion Steel Company gave out an announcement after the above contract extensions had been announced. Through the negotiations that had been proceeding it was arranged that 50c per ton should be clipped from the original price of $4.15 per hundredweight and making the contract basis $3.65.

Work is to be resumed at once on the plate mill and it is expected that rolling of plates will be possible by the first of January next. It was stated by Mr. Workman that the price agreed upon is quite satisfactory, even though it is a considerable reduction in the original price. Mr. Workman stated that his company was very desirous of assisting in every way possible to get shipbuilding in Canada under way with a big stride.

In addition to the expenditure for the new mill of about $5,000,000, it is stated that the Government order for the 250,000 tons of plates will amount to around $20,000,000, this to be spread over five years.

Thus will Canada be able to produce at home, not only the necessary plates for her ships to be built, but also a large additional tonnage for other industrial purposes, such as steam locomotives, bridge materials, etc.

HAD RIBS FRACTURED

Albert Taylor, of the George Taylor Hardware Ltd., Cochrane, Ont., had two ribs fractured and was badly shaken up when his auto overturned. He was trying to pass a horse and buggy on the road and got too close to the edge and the car upset. Mr. Taylor jumped, but stumbled. and the car fell on him. He did not think at first that he was hurt, but later it was found necessary to consult a physician, and he was removed to the hospital at Haileybury.

M-D TOOL CO.

The M-D Tool Co., Danielson, Connecticut, Campbell Agencies, McKinnon Building, Toronto, Canadian representatives have issued a catalogue of the tools manufactured by them. Various sizes of insulectric screw drivers are listed, also pocket screw drivers, adjustable valve grinders and the M-B silent salesman is shown. The catalogue is profusely illustrated. All readers of HARDWARE AND METAL who desire copies may obtain them upon request.

THE CLERKS DEPARTMENT

Stirring Adventures, Then Fortune

Edward L. Doheny's "Wild Western" Experiences Eclipse the Fiction Stories

By C. B. FORBES

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A STRANDED mining prospector one day noticed a wagon going along a street in Los Angeles loaded with dark brown material. He took a handful. It was tarry and greasy.

Instinctively he knew he had found the pot of gold at the end of the rainbow he had chased through incredible hardships.

For twenty years he had followed the quest with little to show by way of reward save a terrible scar, which marred half his face and a mangled wrist, which had been crunched in the mouth of a mountain lion one of the thousands of nights he had slept out in the open in wild, uninhabited fastnesses.

On his fortieth birthday the prospector had not forty dollars. Since then he has waxed rich at the rate of perhaps a million dollars every year. Now, at sixty-two he is one of America's foremost multi-millionaires.

More! His fingering of that handful of oozy, sticky, smelly substance led to America's being incalculably strengthened to wage war and gain victory. Joffre stopped the first fierce Teutonic onrush upon Paris by impressing every motor vehicle in the city into service to rush troops to the Marne. Germany's command of superior railroad facilities might have proved fatal to the allied line at one of the many points during the war had not motor transportation gone to the rescue. In the air, too, one essential to supremacy was an abundant supply of liquid fuel—gasoline. And what of the seas? Without American fuel oil the combined British, French and American fleets could not have "ruled the waves," driving the enemy into his lair, and thus keeping the international highways of commerce and travel open for the succoring of the British Isles and the continent with munitions, materials and man-power.

For by the time the death grapple of nations came the examination of that tarry handful had led to the production of oil by this single intrepid prospector at the rate of twenty-five million barrels a year—a volume greater than produced by any one Standard Oil company. The total output of oil in the United States approximates one million barrels a day. This man's properties yield upward of one hundred thousand barrels every time the sun rises.

Yet he blithely declares that he has only begun to produce; that the whole oil industry is only in its formative stage; that the motorization of the world has scarce begun, and that ere long oil-driven machinery will enable man to conquer the air, till the soil, utilize the seas and accelerate communication on land on a scale and with an ease and speed and economy not even dreamed to-day by you or me. We are, affirms this man of vision and achievement, about to enter the oil age—the age of motorization. The nineteenth century was the century of coal and steam-power; the twentieth is to be the century of oil and motor-power.

To those of us not possessing fortunes the romance and the glamor of this man's record lie in the fabulous wealth he has earned.

To him money always has meant so little and appeared so weakly that whenever he discovered a valuable property and had overcome all the difficulties incidental to its development into a profitable, smooth-going, money-earning concern, he quickly gave it up. Once, before he had attained great wealth, he, with a partner, developed one property which was netting him a clear profit of half a million dollars a year. Instead of remaining to scoop in the cash he promptly sold out. "The difficulties had all been solved. It no longer attracted me," was his simple comment in explanation. "Achievement, not money, yields satisfaction."

How this wrestler with difficulties turns even the worst of misfortunes to profitable account may be illustrated by one incident. Once, in his prospecting days, he fell down a 120-foot shaft and broke both legs. While lying on his back in the hospital he threw himself enthusiastically into the study of law, graduated in six months, and was immediately admitted to partnership in a law firm.

Again, when his wife and a party of friends expressed a desire to see a certain spot in Mexico the circumstance that there was no road to it did not deter him. He simply gave orders to have a road, fit for the passage of automobiles, cut through the heart of the intervening forest at lightning speed; and it was done.

When the mountain lion sprang upon him as he lay on his open-air bed of twigs and seized his right arm in its mouth, quick as a flash he pulled his hunter's knife from his belt with his left hand and plunged it into the lion's throat. The beast recoiled; then with an angry, frenzied yell it again sprang at him with its full fury. But, with a presence of mind sharpened by many adventures, the prospector had grabbed his trusted rifle and, though his wrist was torn and crushed, aimed a bullet which caught the lion during its fateful spring. Its paws and head reached him, but they were the paws and head of a dead animal.

This man who, through toil and peril, endurance and adventure, has graduated from a mining prospector to the foremost American oil producer and the creator of uncounted wealth for the benefit of us all: this man who cares nothing for money, but everything for adding to the sum total of civilization's resources; this man whose titanic achievements hastened victory in the war and are destined to play an even greater part in the coming victories of peace—this man is Edward L. Doheny.

You never heard of him? That's because he is no self-advertiser; because he never courts the limelight; because he is too busy doing things to find time to talk much about them. I have had to camp on his trail for months to dig information out of him; and time and again as I tried to ferret out his story I likened myself to a prospector. He persisted in describing what others had done, leading me off along a trail I didn't want to follow, and it was only by adroit manœuvring that I occasionally got him to admit his part in the things he described. I could now tell you far more about any one of a half-a-dozen other prospectors and Western characters than I learned about Mr. Doheny from himself. But others have helped me to piece out the story. It is thrillingly, throbbingly American. Its early chapters are set and steeped in the "wild westernism" that has succumbed to civilization.

Edward L. Doheny came of venturesome, pioneer stock, both his father (an Irishman) and his mother's father (an Irish-Canadian) having hunted seals and whales in the icy regions of Labrador. The Doheny family later settled at Fond du Lac, and here Edward was born in 1856. His parents—working people—sent him to school almost as soon as he could walk, and although he had to work for the greater part of each year as he grew up, he graduated from high school at the phenomenally early age of fifteen. Like so many men of mark, his forte was arithmetic, particularly mental arithmetic. Curiously neither geology nor chemistry, through which he was destined to earn fame and fortune, appealed to him. He studied them because he had to. The nomadic blood in his veins moved him to accept eagerly an opportunity to accompany a governmental party which was to survey Oklahoma. The outdoor, carefree life so charmed him that he later proceeded into New Mexico with a Government mule buyer. And although he was not yet seventeen he encountered exciting experiences with Indians, who were conducting very successful scalping expeditions.

The Government troops, having captured many steeds from marauding Indians, announced a sale of them, and young Doheny saw a chance to undertake his first business venture. He had saved enough to buy ninety-two head at $5.35 each. The next job was to tame the horses, not one of which had been broken. He became so expert at handling ponies that he attained quite a reputation as a jockey at the horse races, which the pioneers of those days delighted in getting up. When he sold out his profits exceeded $2,000.

Unlike the dare-devil Westerners portrayed by writers of juvenile stories, young Doheny did not drink, did not play cards, did not even smoke. He early realized that only the fittest could survive the life he planned to lead in rugged, unsettled regions overrun with wild animals and wilder men.

The wilderness, the mountain-side, the forest kept calling to him, holding out prospects of untold gold. When a famous fortune-seeker—Charlie Quidero—organized a party to invade the Black Hills district of Dakota to prospect for placer gold Ed Doheny gladly enrolled. Black Hills was destined to become famous, but not through his expedition. The Government created a reservation for Blackfeet Sioux, ordered all prospectors out, and soldiers confiscated the whole Quidero outfit.

But this inglorious end to his first gold-seeking venture did not daunt Doheny. An ambitious expedition was being organized by several notable prospectors, well financed, tenderfoot along Ed Doheny was picked. and as it was considered lucky to take a Their activities were rich in exciting experiences, but poor in fortune.

The tenderfoot decided to become something more than a rule-of-thumb prospector. He procured books on metallurgy and geology, and when snowed in devoured their contents until he had learned them almost by heart. His early smattering of chemistry and geology and his aptitude for mathematics stood him in good stead. His mental activities were of benefit to him in other ways. For example, he and a companion undertook a journey of 800 miles to Arizona and met during the entire trip only one white man, who, having married a squaw, had settled at Navaho, in the Red Desert. On this long trail life had to be sustained by vigilant use of the gun to bring down deer, wild turkeys, elks, jack rabbits, etc.

In Arizona Doheny, by then a keen-eyed, trained prospector, who could spot a likely stain on a rock with the best of the veterans, struck his first rich find. By building a crude stone mill to crush the ore he won gold in paying quantities. But the wanderlust shortly repossessed him, and off he went to blaze new trails and seek other El Dorados. After much wandering, and not a little hunger and more than one hair-raising escapades. he finally, in 1890, discovered the Blank Range mining district in what is now Sierra County, New Mexico, and in less than three months a town of 5,000 people sprung up, a railroad was run in, telegraphic communication was established, and Ed Doheny became a bonanza king.

Once again, however, having set things in motion, instead of remaining to pile up a huge fortune, he pulled up stakes and moved on. He was then worth about $30,000, but he had made a vow that he would clean up $100,000 as a prospector or leave his bones on the mountains. Several others had made that amount, and Bill Greene (subsequently of Greene-Cananea fame) made nearer $1,000,000.

His next strike was a unique silver placer-mine on the spot which, thanks to Doheny's enterprise. developed into Kingston, N.M. Stories of how chunks of silver could be picked up with little trouble spread like wildfire, and soon 6,000 people, mostly daring gentlemen of fortune, were camping all around the wealth-strewn ground. Riches poured into Doheny's lap by tens of thousands of dollars. Although only twenty-four he blossomed as an important mine owner and operator. He formed a partnership with C. A. Canfield, who had such a keen "mining sense" that he could discover valuable mines with greater ease and certainty than the expert diviner can locate water with his rod. For a number of years all went well. Then came the leg-breaking incident already mentioned and his spell as a lawyer. His next mining venture—the shipping of rich fluxing ores from Mexico into the United States—rolled up riches until it was knocked on the head by the McKinley tariff bill, which imposed half a cent a pound duty on such ores. Once again Doheny found himself dead broke.

Again into strange, unpeopled regions—this time the Mojave Desert. Here Doheny and Canfield operated mines rich in gold, but with ore so refractory that it was virtually impossible to work it. From South Africa had come reports of a wonderful cyanide process which had been installed on the Witwatersrand mines with revolutionary success. Doheny hied himself to Denver, where a demonstration was to be given, analyzed the process, found it satisfactory, bought from its Scottish inventors the right to use it, and set up the first cyanide plant in that part of the world.

Days and years of ups and downs followed. Rarely did Prospector Doheny sleep under other ceiling than the wide heavens. Each night he lay down with his faithful rifle at his side, his six-shooter ready for action and a hunter's knife at his belt.

"Wasn't it sometimes eerie when you knew wild animals were prowling around? And wasn't it cold in the winter?" I asked.

"There is no more comforting feeling imaginable than to wake up at night and feel your well-tried rifle snuggling warmly at your side," he said. "The warmest bed I ever slept in was under a foot of snow. It took me a long time to become used to beds and bedrooms. I felt choked. No feather bed can compare with one made of leafy branches and pliant twigs." The recollection of them brought a gleam to his eyes. "Of course, you often flirt with death when leading such a life; but I have seen persons run over in the streets of New York. I still prefer the habitations of nature to the habitations of man."

After twenty years' search for Ophir he found himself, in the fall of 1892, in Los Angeles minus more than $90,000 of the $100,000 he had set as his goal. But although his pockets were empty his heart was still full of hope, his body was full of health and his spirt was full of fight. The rainbow's end would not always elude him.

He discovered it where he least expected to find it—right where he was in Los Angeles. The pot of gold had been blindly passed and repassed by thousands, including learned geologists. The dramatic incident which opened the portals of millionairedom to the dogged prospector is worth recounting in his own words.

"I was living," he narrates, "at a small hotel in the western part of Los Angeles. One day I noticed a wagon-load of brown material that looked like the manganese ores I used to mine in New Mexico. I took a handful and found it was tarry and greasy. I asked the negro driver what it was. 'It is breer,' he replied. That was his crude way of pronouncing 'brea,' the Spanish word for pitch. Yes, I had, of course, learned Spanish. 'Where does it come from?' I asked. 'From near West Lake Park,' he told me.

Discovers Oil in Los Angeles

"I immediately jumped on a street car. I found the place without difficulty. Examining it I discovered tar exudes which, mixing with the soil on the surface, made a tarry product, which, I learned, was being used in lieu of coal in several small manufacturing plants.

"My heart beat fast. I had found gold and I had found silver and I had found lead, but this ugly-looking substance I felt was the key to something more valuable than any or all of these metals. Domestic coal sold in California at $20 a ton. No more ideal place could be found to develop a substitute for coal. Without ever having seen an oil district or an oil derrick, as I had never been east of Chicago in my life, my natural prospecting instinct told me that these tar exudes bore the same relation to the petroleum below that the resin on the outside of a pine tree bears to the more limpid sap within. I felt sure that by drilling to the source of these exudes I would develop a supply of petroleum. The only damper on my feeling of elation over my discovery was the reflection that these exudes were in the midst of a city of 100,000 population and less than thirty miles from where successful oil wells were being worked by three well-known companies. It was almost incredible that the possibilities of this spot had not been recognized by people connected with these nearby companies. The whole thing seemed too good to be true; yet I felt it was true.

"I hurriedly hunted up my associate, Mr. Canfield, and took him to the place. We spent several days tracing out the different oil exudes in and near Los Angeles with a view to selecting the most likely spot to make an experimental development. We finally selected a spot more than a mile from the first one and bought the plot for $400, a price which taxed our joint cash resources. Engaging one man and a boy and a horse we started to sink a shaft five feet wide by seven feet long through the shale formation, this being the only way we knew of to prospect for oil, so ignorant were we of the whole oil business. Never did men work as we two worked digging and shoveling the stuff into buckets to be hoisted to the surface and carted away. In thirty-eight days we had sunk the shaft 155 feet, an almost superhuman achievement considering our ridiculously crude appliance. Through great good fortune we did not reach oil."

I looked at him puzzled.

"Because if we had found what we were looking for it would have meant our certain death," he explained. "If we had struck oil in commercial quantities we would have been instantly overcome by gas and asphyxiated before we could have scrambled out of the shaft. Even before this we had come upon oil-soaked shale, which emitted considerable quantities of gas and crackled like pop-corn, releasing little pockets of oil; enough to smear the shaft with black tar and to almost choke us.

"We began to realize the danger. Dimly recollecting having seen artesian wells being sunk in Wisconsin during my boyhood days I cut down a eucalyptus tree sixty feet high and made a pole, and began laboriously to worm its point down through the bottom of the shaft. The process would have discouraged any one not possessing the sublime faith that we possessed that a few inches or a few more feet at the most would tap for us incalculable wealth.

"Suddenly gas spewed out and oil flooded the shaft to a depth of ten or fifteen feet in a few moments.

"I arranged for the building of a wooden tank to hold about 100 barrels, and found by baling that the well yielded about seven barrels a day. I felt like a millionaire."

Alas, the thick fluid was not salable. Its like was not being used anywhere in the state. Doheny succeeded in inducing a pipe manufacturer to dip his pipes in the oil to coat them. For eighteen months Doheny and Canfield labored heroically in developing other small wells by crude methods. Then Doheny recalled an old-time friend who had drilled oil wells in Pennsylvania and Ohio, brought him to Los Angeles, purchased the up-to-date machinery he recommended, and in ten days the new plant drilled a well 600 feet deep, which yielded forty-five barrels a day.

He won converts to the use of his product by guaranteeing a saving of 25 per cent. in fuel bills by its use as a substitute for coal in factories, etc., and began to roll up wealth. Each barrel brought $1.78.

Penniless on Fortieth Birthday

Meanwhile these explots became known, and within five years more than 200 companies were organized and 2,300 wells were drilled within the city limits of Los Angeles, notwithstanding that houses had to be knocked down on many of the plots utilized. From an area of about 300 acres over 75,000,000 barrels of oil were extracted. Many of the wells drilled a quarter of a century ago are still producing.

The price of oil tumbled to thirty cents a barrel, and Doheny, with his customary faith, contracted to buy up every barrel produced. Then he went ahead and made contracts to supply thousands of barrels a month to consumers. Again fortune dealt Doheny a body blow. The producers failed to furnish the quantities agreed upon, and Doheny had to buy additional supplies from



A good window display of tools will always increase sales. Just now when building is brisk all over the country is an especially good time to put in a display of this kind. Don't forget. your price cards.

other sources at much higher prices to fill his contracts. This obliged him to obtain bank loans. When Bryan started his bimetalism campaign in 1896 Doheny energetically supported the movement; was cautioned by the bankers that it would be a very bad thing for him and everybody else if free silver were introducd; and as Doheny would not recant his political convictions he promptly, to avert involuntary bankruptcy through the calling of his loans, prepared a plan to turn over all his property to a trustee. On the tenth of August, 1896, Doheny's fortieth birthday, he remarked to his friends that he had not forty dollars to his name.

Within two years he had regained all his Los Angeles property and was making hundreds of dollars a day from a new property he developed in the now famous Fullerton District of California. As usual, he sold out (for $156,000) when he had got the thing running, and resumed activities he had already begun in the rich Bakersfield District until he was netting there an income of fully $500,000 a year. Then he sold out when there was nothing to do but count the receipts.

This renunciation of the income of an emperor proved a new turning point in Edward L. Doheny's career. His greatest fame; his greatest achievements; his greatest wealth, have sprung from the daring step he then took. The urge of the pioneer, the prospector, the explorer, coursed strong as ever through his blood. Conquest, not money, was his dominating aim. He had had a hand in every big oil strike throughout the West; but the West at the opening of the twentieth century had become a different land from what it was when young Ed Doheny hunted Indians, rode bareback at horse races. treked 800 miles without meeting more than one white human being and had to depend on his markmanship for his daily food. He must needs find other worlds to conquer.

Invades Mexico in Search of Oil

He has not had a single dull day, a single hour of ennui, a moment's dearth of difficulties ever since! At the moment I write there stares from the morning newspaper headlines, proclaiming that the wrangles between oil producers and the Carranza Government are waxing warm, and that a meeting was held in New York the previous day under the presidency of E. L. Doheny to seek a solution of the dispute concerning the right of the Mexican Government to impose confiscatory legislation upon owners of oil properties south of the Rio Grande.

What lured Doheny to Mexico?

"I knew," he answered me, "that it had no intensively developed coal regions and no known oil properties whatsoever." With his associate, Mr. Canfield, he set out on a novel prospecting trip of several thousand miles, not driving a burro with cross-tree pack-saddle and rawhide alforpas, but in a private car furnished by the Atchison Railway (with whom he had done much business), and accompanied by an expert cook and porter, both now in Mr. Doheny's employment. Through deserts and mountains and valleys they traveled six days and nights until they reached the Gulf Coastal Plain of Mexico, with its great sea of jungle and thick blanket of fog.

At Tampico, nine miles from the Gulf, their prospecting sense warmed up. An Indian guide, answering their inquiries, offered to conduct them into a dense jungle, and lo! they discovered what looked like the crater of an active volcano filled with thick tar, through which great bubbles of gas were escaping, giving it the appearance of an immense boiling cauldron. Instantly the prospectors visioned oceans of oil, the erection of huge plants, the creation of a new city, the winning of millions upo millions of barrels of oil and, ultimately, a vast export trade to all parts of the world. Forthwith they purchased 280,000 acres and arranged to acquire a total of almost half a million acres.

The Indian conducted them to anothe place, ten miles away, and here they found a boiling spring of lighter oil. The owner of this land repeatedly raised his price $25,000 each time the Americans agreed to his figure, but finally a deal for 280,000 acres was consummated. Through jungle paths on horseback, up shallow waters in canoes and along large rivers by steamer, Doheny and Canfield explored for several months, adding constantly to their holdings until they had acquired a miniature empire.

The Mexican Petroleum Company, capitalized at $10,000,000, was formed in the fall (1900). Drilling machinery was hurriedly shipped from Pittsburg to Tampico, thence by rail and finally hauled through the jungle. In two weeks a well was sunk, which began to produce fifty barrels of very heavy oil daily. This confirmed their already confident hopes of giant success. The Mexican Central Railway agreed to use the oil for fuel purposes at a price slightly in excess of one dollar per barrel. But again bitter disappointment overtook them, for the railway directors refused to endorse the agreement, thus leaving the Yankees high and dry without a single customer for their product.

"Nil desperandum" was Doheny's motto. He went ahead developing more and more wells; built a refining plant; formed an asphalt paving company, which did a large business and is still in existence; finally convinced the Mexican Central Railway that it could not afford to operate without oil fuel, and established a thriving, profitable business. Then, as always, Doheny looked for something new and bigger to tackle. He bought a whole region some seventy-five miles south of Tampico. The fact that the nearest railway was seventy miles distant from the property did not daunt him. Without a quiver he spent $1,500,000 in building a pipe line, with five pumping stations, before any oil to transport had been tapped so sure was he of his ground. Just before the pipe line was completed the initial well was finished and gushed forth 14,000 barrels a day.

Became Mexican Oil King

Edward L. Doheny thus became the oil king of Mexico and the largest producer of oil in any country. The assets of the Mexican Petroleum Company, of which he is president and the controlling spirit, exceed $3,000,000. From a single property 122,000,000 barrels of oil have been marketed. Investors have clamored for the $100 shares at prices ranging from $150 to nearly $200 each. In addition Mr. Doheny formed and controls the Pan-American Petroleum & Transport Company, which owns among other things a large fleet of tank steamers, of which no fewer than twelve were devoted to th service of the British and American Governments in the war zone. The Doheny interests embrace gigantic storage plants in Mexico, refining plants, distributing stations at half a score of ports in the United States, in Panama and Brazil.

"Success is not to be measured in money," Mr. Doheny replied very emphatically to my questions on this subject. "Success is to be measured by worthy achievements, achievements which add to the wealth of the world, provide employment at good wages, help the onward march of civilization and make the world a better place to live in. How can a young man succeed? Why, that is the simplest question in the world to answer. He should make himself so necessary to his business that his employers will succeeded, the monetary reward will take necessary to keep him.

"Don't put money-making first. Devote yourself and all that is in you doing what you set your hand to and when you have succeded, the monetary reward will take care of itself."

All through the years of uprisings and shootings in Mexico, the Doheny properties were shown exceptional good-will by the Mexican people. Mr. Doheny from the start had treated everyone, from the humblest and most illiterate to the highest Government officials, with scrupulous fairness and consideration. Not only so, but the Mexicans realized that he had been one of their real benefactors in that he had turned his attention to a vast area of unhealthy, uninhabited jungle and had transformed it into

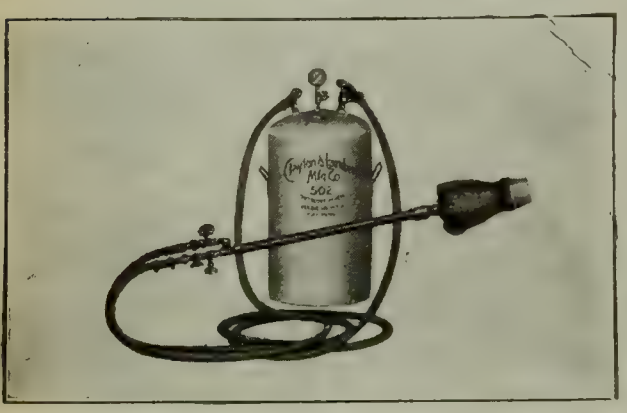
Continued on Page 66.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

OIL BURNING MACHINES

The Clayton & Lambert Mfg. Co., 1370 Beaubien St., Detroit, Mich., is manufacturing a new line of oil burning machines. The makers claim that their oil burning machines are fitted with burners made on a new scientifically correct patented principle, whereby perfect combustion is obtained, consuming less fuel and compressed air and using more free air than any other make. It is claimed that these oil-burning machines will soon save their cost in the saving of fuel and time, and are widely used for preheating before welding, for annealing, melting metals, straightening large frames, girders and rails, annealing armor plate and chains, shaping sheet metal work, brazing, heating and drying large ladles and skin drying molds and cores, lighting cupolas in grey iron, malleable and steel foundries, etc.



Oil Burning Machine

These machines are in general use, it is stated, in large industrial and shipbuilding plants, boiler and coppersmith shops, steam and electric railway shops, etc. The fuel used is crude fuel oil, kerosene or distillate, and the machines can be operated by either compressed air or steam.

ELECTRIC DRILL

The Black & Decker Mfg. Co., 105 S. Calvert St., Baltimore, Md., have recently added a new size to their line of portable electric drills. This is a drill with a capacity of 0 to 9-16 in. in steel, and is provided, it is stated, with a No. 1 Morse taper socket, and will drill a 9-16 in. hole through a machine steel at a rate of 1½ in. per minute without overloading the motor. In tests, pressure up to 500 pounds has been applied without stalling the drill, it is claimed. This drill is similar in construction to the other sizes. The housing, it is stated, is of magnalite, an aluminum alloy of great tensile strength. Gears are packed in grease in a separate grease-tight compartment like an automobile transmission, and the drill spindle, it is stated, runs in a long bronze bushing and against a ball thrust bearing. The motor is air cooled, and in testing, these drills have run continuously, it is claimed, for fourteen weeks, day and night, including Sundays and holidays, stopping only to renew brushes. The weight is 21 pounds; no load speed, 600 r.p.m.

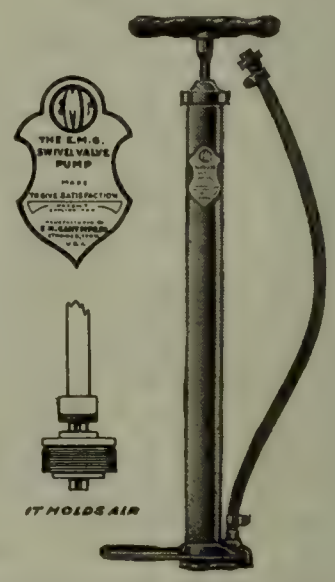
A feature of this tool is the attachment of the Morse taper socket. This, it is stated, is in the form of a separable sleeve secured in the drill spindle by means of a large knurled nut. By unscrewing this nut the entire taper socket, it is stated, is easily removed from the spindle. The drill shank protrudes slightly beyond the end of the taper socket, and a little tap on the end of the protruding drill shank, it is stated, frees it from the socket. This makes the drill unusually compact, it is claimed, and gives it great strength and wearing qualities, as otherwise it would necessarily be at some distance from the bearing in order to leave room for the drift pin slot. This drill has a patented pistol grip and trigger switch.

EMO TRANSFORMERS

"Emo" transformers, manufactured by the Emo Laboratories, 2255 N. Illinois St., Indianapolis, Ind., the Franco-American Equipment Co., 402 Power Building, Montreal, Canadian agents, will, it is claimed, increase power, add fuel mileage and protect the ignition system for autos, aeroplanes, trucks, tractors, motor cycles, marine and stationary engines burning gasoline, kerosene, distillate petrol, benzol or benzine. It is claimed that by the use of this device the ordinary slow, faint spark is transformed into an intensive blue white blaze or flame, which instantly explodes all the vapor even in the lowest gravity fuel, thereby insuring greatly added power and mileage. This intense flash, it is stated, keeps the spark plug points free from carbon, soot and oil, prevents "bucking" or "loping," insures easy starting, quicker acceleration and a sturdy, uniform flow of power at all speeds. They will, it is claimed, save many times their cost in fuel and spark plug economy. They may be attached, it is stated, in either a horizontal or vertical position to suit wiring conditions under the hood. Emo transformers, it is stated, are handsomely finished in polished brass, nickel and enamel and are practically indestructible. The insulation, it is claimed, cannot be broken, cracked or burned from the motor's heat.

SWIVEL VALVE TIRE PUMP

The "E G" swivel valve tire pump, put on the market by John E. Chumbley & Co., 1008 Stahlman Building, Nashville, Tennessee, has a cylinder which,



Swivel Valve Tire Pump

it is stated, is made of sixteen gauge steel tubing, 1¼ in. diameter, 20 in. long and screws into a heavy malleable iron base with a folding foot rest. The plunger rod, it is stated, is of cold rolled steel with detachable handle, 24 in. reinforced fabric rubber tubing with screw connections to fit standard tire valves. It is finished, it is stated, in baked green enamel and is 24 in. over all. It is stated that it has extra heavy oil treated leather cup, and that a special air valve on side of plunger rod insures full pump load at each stroke. The plunger head, it is stated, rides straight from top to bottom regardless of any turning movement of the handle when making the stroke.

NEW STOCK FOODS

The Prairie Chemical Co., of Winnipeg, is putting on the market an extensive line of chick foods, stock foods, etc., under the name of The Mickelson Blue Cross Farm Remedies.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

OF outstanding importance this week is the substantial advance which has been recorded in oil paints and kindred lines, including varnishes. All regular lines of oil paints are up 50c per gallon, inside floor and flat wall paints are up 25c, shelf goods, including auto enamels, are up 15 per cent. and varnishes are up from 25c to 50c per gallon. Roof, barn and bridge paints have also been affected, in addition to colors in oil. This revision follows the remarkable advances which have been made in linseed oil, resulting in some lines of paints being advanced about three weeks ago and this general change now.

Linseed oil shows a nominal advance this week, bringing prices up more in line with quotations on seed. There was some reaction early in the week but losses have been pretty well recovered and it seems as though high prices will be maintained.

Turpentine has advanced another 10c per gallon this week and high price records have again been smashed in the South. Overseas buying and the small crop are factors which have contributed to this upward move again.

Roofing shows an advance averaging about 10c per roll this week with the position of the market considered very strong. Horse clipping and sheep shearing machines and attachments have undergone a revision upward, effective immediately.

Ingot metals seem to be gaining remarkable strength, copper showing up particularly in this respect in another two-cent advance this week. Lead, spelter and antimony are also stronger with advances being reported.

MONTREAL MARKETS

MONTREAL, July 17—Tendencies in the hardware markets are decidedly firm and there have been advances for several lines with every prospect of upward revisions being made on others. Padlock prices have been withdrawn, pending a change. Felt, or rather prepared roofings are up 10c per roll. Horse and sheep-shearing machines are higher and also the attachments and plates. Certain lines of springs are likely to advance, door springs in particular. Coal oil is up one cent per gallon all around. Old materials are much higher. Copper and tin are up. The declines of the week are those for wood handles and this applies to the Dee and straight and bent long handles.

It appears now that there will be a tendency to firmness on many lines. The entrance of former enemy countries into the market will have an immediate effect, it is expected, on prices, and increases are looked for in many lines. There is a splendid undertone, and much business of a staple nature has been transacted.

Clippers Are Up; Handles Are Down

Montreal.

HORSE CLIPPERS, HANDLES.—Advanced prices are announced for horse clippers, sheep shears and attachments. Stewart power clipper, No. 1, is now on a list of $16 each, making a net advance of 25c. No. 2 is quoted at $20.75 list; No. 8 sheep-shearing machine, $21, and No. 9, $24. S. S. attachments are quoted at $14.75, and horseclipper attachments at $10 each. Top plates, No. 90, are $1.35 each, as are also No. 360. Bottom plates, Nos. 99 and 361, are quoted at $2 each.

All wood shovel handles are reduced in price from $7.50 to $6.25 per doz. This applies to the Dee and also long bent and straight styles.

Roofings Are Higher; Advance of 10c Roll

Montreal.

ROOFINGS.—Increased prices to the extent of 10c per roll have been made for various felt roofings. The new prices apply to the following lines, which are now selling to the trade as follows:

Goodluck, one ply, $1.80; 2 ply, $2.10; 3 ply, $2.45. McCombe Special, 1 ply, $1.70; 2 ply, $1.95; 3 ply, $2.30. Black Cat, 1 ply, $2.05; 2 ply, $2.35; 3 ply, $2.70. Amazon grade is on the same basis. Panamoid is quoted the same as McCombe Special.

Grinders Are Higher; Padlocks and Springs

Montreal.

GRINDERS, PADLOCKS, SPRINGS.—Increases are in effect for Niagara grinders and the advance amounts to approximately 25 per cent. New prices of advanced nature will be in effect for padlocks it is also thought, prices having been withdrawn by the makers. There also is expected to be a revision upward for door springs. Other lines of hardware may also be revised upward.

One Cent is Added To Coal Oil Price

Montreal.

COAL OIL, GASOLINE.—One cent per gallon has been added to the prices of coal oil. This makes the range 21c to 24c per gallon, according to grade. There has been a good movement. No change is made in the price of gasoline, which remains at 33c per gallon.

Wares Are Quieter But Stoves Booked

Montreal.

WARES AND STOVES.—While there is no definite immediate change, prices on wares are holding with a considerable firmness to the basis. It is pointed out that demand for various lines will continue to increase and lower prices are not probable at this time, viewing the labor outlook.

Stoves are still being booked for fall

delivery and there have been no price changes.

Rope Has Held; Market Unsteady

Montreal.

ROPE AND CORDAGE.—While there has been no change locally on rope, the feeling at primary points is unsettled on Mexican sisal. A decline is reported of around 3c per lb., and whether this will be maintained is rather undefined. At present the quotable basis here remains at 34c for pure manila and at 30c for British manila, while sisal is unchanged at 27½c per lb.

Movement Continues For Nails and Wire

Montreal.

NAILS AND WIRE.—There has been dearth of orders for nails. It is really not a big trade, in point of large single orders, but the aggregate tonnage is satisfactorily large. Prpices remain at $4.75 base for both wire and cut nails. Wire products are steadily firm and the base of $5 per cwt. still obtains on smooth steel wire.

It is apparent that there will be a full maintenance of values for the tendencies at primary producing centres are firming.

No Declines Likely For Iron and Steel

Montreal.

IRON AND STEEL. — Seasonably there has been quite a satisfactory trade in steel and iron bars, but no outstanding feature is manifest. There is a general feeling that, in view of the larger requirements for various materials throughout the world, markets will not be easier. As a matter of fact, the latest advices indicate an early buying movement, which will, in all probability, firm the market. Advances are even spoken of at outside points.

Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 22
Black Diamond too steel, per lb.	0 22
Black Diamond cast steel, lb.	0 22
Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75

Bigger Selling of All Kinds Sheets

Montreal.

SHEETS AND PLATES. — Demand has really been better for sheets of late and there is manifestly a better tone all around. Prices are rather inclined to narrow to a less spread basis, and there are now available large supplies and a bigger range of grades and sizes. The outlook is much better.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$5 25	$5 75
12 gauge	5 30	5 80
14 gauge	5 35	5 85
16 gauge	5 45	5 90
18 20 gauge	6 00	6 10
22-24 gauge	6 05	6 25
26 gauge	6 10	6 25
28 gauge	....	6 25
GALVANIZED SHEETS—		
10¾ oz.	$8 35	$9 25
28 gauge	8 30	8 85
26 gauge	7 50	8 50
22 and 24 gauge	7 70	8 35
20 gauge	7 50	8 35
18 gauge	7 50	8 35
16 gauge	7 30	8 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

A Firm Basis For Lead Products

Montreal.

LEAD PRODUCTS.—While there has been no actual change for lead products the basis holds and there is a reasonably good demand. It is apparent that there will be no declines at this time for the pig lead market has picked up some strength within the past day or two.

Lead pipe	....	0 12½
Lead waste	....	0 13½
Lead traps and bends	....	15c
Lead wool, lb.	....	0 13
Lead sheets, 3 to 3½ lbs., sq., ft., lb.	....	0 12½
Lead sheets, 4 to 8 lbs., sq. ft.	....	0 09½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	....	0 35½
Solder, strictly, lb.	....	0 31
Solder, commercial, lb.	....	0 29
Solder, wiping, lb.	....	0 27
Solder wire (8 gauge)—		
40-60	....	0 35
45-55	....	0 37½
50-50	....	0 40¼
Zinc sheets, casks	....	0 17
Do., broken lots	....	0 18

All Round Advances For Old Material

Montreal.

OLD MATERIAL.—Increased prices are being paid for old materials, and there is a decidedly better undertone and a brighter outlook. Prices have been revised upward for nearly all lines, brass and copper and iron scrap being particularly strong. There is at present a good demand for these, and it is thought that the heavier buying of Germany and Japan will have the effect of advancing prices here more. Old rubbers, overshoes and tires are bringing higher prices, too.

Dealers' Buying Prices—		
Pipe scrap, ton	....	12 00
Stove plate, ton	....	15 00
No. 2 busheling	7 00	8 00
Old rubbers, boots and shoes	0 07	0 08
Overshoes, lumbermen's rubber boots	....	0 05
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	....	0 03½
Automobile tires	....	0 04
Yellow brass	0 09	0 10
Red brass	0 15	0 16
Light brass	0 06½	0 07½
Scrap zinc	0 06	0 06¼
Heavy copper	0 17½	0 18½
Wrought iron, No. 1, per gr. ton	....	14 00

Copper is Soaring; Tin and Spelter Up

Montreal.

INGOT METALS.—Trade interests are more concerned this week over the copper situation than over any one item in the ingot list. There has developed of late a very increased interest in this commodity and buying is developing on a large scale. Tin and spelter markets are firmer. All through business is better.

COPPER.—With Japan a big buyer and enquiries already coming from Germany for copper, the market undertone is very firm and daily advances are made at primary points. Even the scrap metal is scarce. Prices are nominally quoted here at 25c per lb.

TIN.—Local prices are advanced 2c per lb. to 56c. There has been some movement here, while in the States there is little new business reported as between New York and London.

LEAD.—The trust price advanced slightly on the other side of the line, but here there has been no change and the basis is still held at 7¼c.

ANTIMONY.—At 9½c to 10c per lb. there has been a fair amount of trading. The market is steady.

ALUMINUM.—This is rather quiet, but the basis holds and 35c per lb. is quoted.

SPELTER.—Some strength is manifest for this line, and the basis is advanced to 9¾c per lb.

PIG IRON.—Tendencies are firming on this and there may be an advance at any time. Price, $48 per ton.

TORONTO MARKETS

TORONTO, July 17—A higher list price has been established this week on Stewart horse-clipping and sheep-shearing machines and attachments with discount remaining unchanged. An advance in clothes bars, ironing boards and stepladder chairs is also apparent, with children's wagons, sleighs and coasters advancing 15 per cent. Bull rings, grinders and some lines of pruning shears have moved up also. Greater activity is apparent in practically all ingot metals with copper leading in point of advanced prices, though spelter, lead and antimony all have gone to higher levels. Business is considered very good and outlook seems encouraging.

Power Clippers Show Substantial Advance

Toronto.

POWER CLIPPERS.—There has been a revised price list established on Stewart horse clipping machines. On the new basis the No. 1 is now listed at $16, each replacing the former list of $13. The discount from this list remains the same, that is 25 per cent. Revised quotations are also apparent on sheep shear-

ing machines, the No. 9 now being listed at $24 each as against the former price of $19; the No. 8 is now listed at a price of $21, and the new model at $22.25. The discount applying to these is the same as that on horse clipping machines, that is 25 per cent. Sheep shearing attachments are now listed at $14.75 each, which is an advance of $2.75 over the former list. The discount here is again 25 per cent.

Clothes Bars, Ironing Boards Up

Toronto.

CLOTHES BARS, IRONING BOARDS.—Revised prices have been issuedby manufacturers of clothes bars and ironing boards and other lines. The new prices which have gone into effect show quite a substantial advance. The new prices which have been named on clothes bars are for the No. 1, $9.60 per dozen; for the No. 2, $12 per dozen, and for the No. 3, $9.60 per dozen. Ironing boards, No. 1, are now being quoted at $21, and a revision upward is also noted in step ladder chairs. Quotations on this ladder line have been changed from $27 to read $33, an advance of $6 per doz. Higher production cost is a big factor in bringing about this revision in prices and there is no sign of any easing away of raw material quotations.

Higher Prices on Bull Rings, Pruning Shears

Toronto.

PRUNING SHEARS, BULL RINGS.—Jobbers advise that they have been notified of advances in pruning shears and pruners.

Another line which has followed the upward trend is bull rings, which, along with other copper products, are reacting to higher levels.

Sisal Hemp Down; May Affect Rope

Toronto.

CORDAGE, TWINE.—An important feature of the situation this week is the decline which has been reported in sisal hemp, which is down 3c per lb. This has not yet resulted in the manufactured products being affected, but it seems quite possible that a change will be made affecting rope, and should this price be continued it will mean cheaper binder twine next year. No immediate effect on binder twine will be apparent, owing to the fact that binder twine business for this year has been practically completed. There is nothing new in regar to manila hemp, but reports from the Philippines indicate that a serious drought is noticeable there and may seriously interfere with the production of this product. Whether this will be a factor to maintain prices at their present level it is hard to determine. In the meantime there are no changes reported in rope prices, pure manila selling at a base of 34c per lb.; British manila selling at a base of 30c per lb.; New Zealand hemp, 30c; sisal 27½c, and sisal lath yarn 27½c. There is a very good demand for all grades and manufacturers report that the movement of hay fork rope has been particularly good.

Big Cement Trade; Plaster Paris Active

Toronto

CEMENT, PLASTER OF PARIS.—In talking with one large factor relative to volume of business being done on cement this year, HARDWARE AND METAL was told that at the present rate July, 1919, would eclipse all previous records for the corresponding month extending back over a period of 20 years. This would indicate that there is some building activity apparent, and outlook seems to be splendid.

Optimistic reports have been given out on plaster of paris as well. This month's business exceeded any similar period since 1913. Prices on both above lines show no change, the figures in current market quotations holding steadily.

Wares Are Firm; Stoves Hold Steady

Toronto.

STOVES, WARES.—The market on copper products which advanced last week about 10 per cent., are ruling with a very firm undertone. There has been no change reported this week, and there seems to be no immediate prospect that one will be made. All lines of tinware and enamelware are holding quite steady with a very good demand in evidence

In regard to stoves the situation continues to be a better one on all Summer lines. Sales have been very heavy, and even to-day manufacturers are having difficulty in making up goods fast enough. Stove business for Fall is coming along nicely, but with labor conditions as they are, manufacturers are not disposed to commit themselves to any great extent. The market is very firm and prices are very well maintained.

Oils Remain Steady; Gasoline Active

Toronto.

OILS, GASOLINE.—The situation in regard to coal oil and lubricating oil is without any change whatever during the week. The heavy demand which has been apparent during the past three or four weeks shows no signs whatever of letting up. Coal oil is being quoted from 20½s to 23½c per gal., according to grade, prices being in line with the advance which was made last week.

In regard to gasoline, activity continues to be the main theme. with prices ruling at the unchanged figure of 32c per gal. There is a splendid demand reported from all quarters and supplies are ample to meet the demands of the trade.

Copper Wire Shows Marked Strength

Toronto.

COPPER WIRE.—The low point on copper wire. electrical basis, was reached around the first of March, and since that time the undertone has been one of strength and prices have shown consistent advances. The situation as it exists to-day is that quotations named yesterday bring prices to a level which is 9 cents over the prices which were prevailing Mar. 6. This is an advance of almost 50 per cent., and from the outlook in the copper markets, the peak has not yet been reached.

Wagons, Sleighs, Etc. Move Up 15%

Toronto.

WAGONS, SLEIGHS, ETC.—It is understood that manufacturers have issued new lists on wagons, sleighs and coasters. These reveal an advance in these lines amounting to 15 per cent. Higher production costs plus continued high cost of raw material figure largely in these advances, it is said.

Electrical Goods Very Active; Firm Market

Toronto

ELECTRICAL GOODS.—Manufacturers and jobbers report great activity in all lines of electrical appliances. Electric fans, toasters, grills and irons are represented in this increased turnover, and a greater interest is manifest in electric vacuum cleaners. One U. S. firm reports an advance in this latter line amounting to about $2.50, which will give some idea of the underlying strength in the markets.

Bolts Hold in Firm Position

Toronto.

BOLTS.—Reports from U. S. points indicate that there has been an advance named in stove and fire bolts, amounting to 5 per cent. The market on other lines is very strong as well, and a reaction to higher levels seems possible. No change from discounts shown in current market quotations is apparent locally but the outlook is one of much firmness.

Firmness Marks Nails and Wire

Toronto.

NAILS, WIRE.—The nail market is one in which strength seems to be the underlying feature. Sales are better and some factors speak of an early advance. in the meantime, the base price holds at $4.70 for the wire nails and $4.75 for the cut nails.

Wire is in much better demand and there is a decidedly firmer tone to the market. The base locally remains unchanged at $5 for smooth steel wire.

Firmness Shown in Iron and Steel

Toronto.

IRON AND STEEL.—Firmness is shown in iron and steel bars, reports from U. S. centres stating that even in view of substantial orders being placed, there are no price concessions being named. The volume of business being done is distinctly better than it was lo-

cally. Prices range around following levels:

Common bar steel	$4 00	$4 25
Common bar iron	4 00	4 25
Angle base	4 25	4 50
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk steel	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel	4 00	4 25
Spring steel	9 50	11 00
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45

Wrought Pipe Firm; Boiler Tubes Too

Toronto.

WROUGHT PIPE, BOILER TUBES.—A firm market rules on wrought pipe and an increasing demand is being met from ample stocks. It seems possible that higher prices may be the outcome of the present stuation. Prices are shown in current market quotations.

Boiler tubes are held steady without any price change. There seems to be a slightly better movement at quotations shown herewith:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1¼ inch	27 00	.....
1½ inch	28 00	.....
1¾ inch	30 00	26 00
2 inch	30 00	26 00
2¼ inch	33 00	28 00
2½ inch	40 00	32 00
3 inch	46 00	38 00
3¼ inch	.....	45 00
3½ inch	56 00	42 00
4 inch	70 00	54 00

Lead Holds Firm; Solder Unchanged

Toronto.

LEAD AND ZINC PRODUCTS.—There has been no further change in the prices on manufactured lead products this week though the strength shown in the metal will be a factor to at least hold present basis.

Solder is without change and the prospect seems to be that the market has steadied down fairly well. Business is good and outlook considered promising. Quotations follow:

Lead pipe	....	0 12½
Lead waste	....	0 13½
Lead traps and bends	....	15%
Lead wool, lb.	....	0 13
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	....	0 10½
Lead sheets, 4 to 8 lbs, sq. ft.	....	0 09½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c. lb. extra.		
Solder, guaranteed, lb.	....	0 35½
Solder, strictly, lb.	....	0 31
Solder, commercial, lb.	....	0 29
Solder, wiping, lb.	....	0 27
Solder wire (8 gauge)—		
40-60	....	0 35
45-55	....	0 37½
50-50	....	0 40¼
Zinc sheets, casks	....	0 17
Do., broken lots	....	0 18

Sheet Market Strong; Trade Better

Toronto.

SHEETS, PLATES.—Indications are that the market is even stronger than the prices show to-day. Buying is improving but not to the extent that had been hoped for. There is still the policy of dribbling. Some years ago a firm would make up a list covering its requirements in plate, tubes, iron, bars, etc. The sales agent would have a trip and a good busy session. He would either get the year's business in a lump or he would lose it. Now these same places are nearly all buying in small lots. However, warehouse business has taken a turn for the better and the outlook is better than it has been for some time. No change in following quotations is shown:

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$5 25	$6 25
12 gauge	5 30	6 30
14 gauge	5 35	6 35
16 gauge	5 45	6 50
18-20 gauge	6 00	6 35
22-24 gauge	6 05	6 40
26 gauge	6 10	6 50
28 gauge	6 4	7 00
GALVANIZED SHEETS—		
10¾ gauge	$8 35	$9 25
28 gauge	8 30	8 85
26 gauge	....	8 50
22 and 24 gauge	7 70	8 35
20 gauge	7 50	8 35
18 gauge	7 50	8 35
16 gauge	7 30	8 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Slight Lull in Corrugated Sheets

Toronto.

CORRUGATED SHEETS.—A slight lull in the demand is apparent, a seasonable condition, but business is considered to be in a very healthy state. The range of quotations shows no change and bigger sales are anticipated when the harvest has been completed.

Corrugated Sheets—	Per 100 sq. ft. Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Volume of Business Shows Improvement

Toronto

OLD MATERIALS. — No further change from advances noted last week has been made. A good amount of business is going through the scrap yards at present, and buying is fairly liberal, but prices are staying about where they have been for some weeks. There is more material coming on the market now than for some time past, and shipments out are correspondingly larger. Range of prices follows:

Dealers' Buying Prices—		
Tea lead	....	0 03½
Heavy lead pipe	....	0 05
Pipe scrap	....	8 00
Stove plate, per ton	....	12 00
No. 2 busheling	....	8 00
Yellow brass	....	0 08½
Red brass	....	0 13
Light brass	....	0 06
Scrap zinc	....	0 05
Heavy copper	....	0 16½
Wrought iron, No. 1, per gr. ton	....	15 00
No. 1 machinery cast	....	16 00
Heavy melting steel	....	12 00
Old rubbers, boots and shoes	0 06½	0 07
Overshoes, lumbermen's rubber boots	....	0 06
Bicycle tires	....	0 03
Automobile tires	0 03½	0 04

Chain Prices Under Revision

Toronto

CHAIN.—It is understood that there is a new price out on proof coil and electric weld chains which shows a reduction all round of one cent per pound. The reason is that chain did not come down along with other lines after the war. In fact it stood pat during the several reductions that were announced in steel. New prices are not yet available but should be out soon.

Copper Continues Up; Lead, Spelter Higher

Toronto

INGOT METALS.—Another 2c has been added to copper prices this week, and spelter and lead have also stiffened somewhat. Trade is considered very good,

COPPER.—Further advances are shown this week, the price going up to 24¼c per pound, which is an increase over last week's figures of practically 2c per pound.

TIN.—New developments are lacking in this metal. Prices are well maintained and a fair demand exists. Quotations for the week are from 55c to 56c per pound.

SPELTER.—An advance is shown in price of spelter this week, 9½c per pound being figure reached. Greater buying interest is apparent.

LEAD.—The continued heavy buying has resulted in a slight revision upward amounting to ¼c per pound, quotations for the week being 6¾c to 7c per pound.

ANTIMONY.—A firm market is shown in this metal this week, and a slight advance is revealed in the price of 10c per pound which is now being quoted. There is a fair demand and ample stocks.

ALUMINUM.—There has been no change in the price which holds at 35c per pound. A greater interest is shown in this metal, but buying is still somewhat restricted.

LONDON MARKETS

LONDON, Ont., July 17—Builders' hardware is moving so briskly that it will soon regain its place as one of the most important lines in the local field. A number of price changes are in effect this week. Stepladders are selling at new quotation issued recently. Stewart horse-clipping machines have advanced, also Royal Purple calf meal. Safety gate hooks and hammock hooks are higher, also cotton wrapping twine. An advance of fifty cents per gallon has been made in prepared paints. Business in general is excellent in spite of the fact that farmers are very busy saving an excellent harvest.

Higher Quotations on Step Ladders

London, Ont.

STEP LADDERS. — The new quotations on step ladders which were announced recently are now in effect, the prices being as follows: Shelf lock 24c per ft., Ontario 29c per ft.

Advance is Made in Horse Clipping Machines

London, Ont.

HORSE CLIPPING MACHINES. — The new list of prices on Stewart horse clipping machines are now effective, and show an advance. Quotations are as follows:

Horse clipping machine, No. 1, $16.00 each.
Horse clipper attachment, $10 each.
Clipping head complete, $4.70 each.
Top plates, No. 90 or No. 300, $1.35 each.
Bottom plates, No. 99 or No. 361, $2.00 each.
Sheep shearing machine—No. 9, $24.00 each; No. 8, $21.00 each.
Sheep shearing attachment, $4.75 list.
All above prices subject to a discount of 25%.

Higher Price Named on Royal Purple Calf Meal

London, Ont.

CALF MEAL.—New and higher prices named on Royal Purple Calf Meal are as follows: 25 lb. bags, $5 per 100 lbs.; 50 lb. bags, $4.95; 100 lb. bags, $4.90.

Wire Nails, Rope Show No Changes

London, Ont.

WIRE NAILS, ROPE. — Wire nail prices are holding firmly, with a brisk demand developing as the building season progresses. Prices are: Wire, $4.70 base; cut, $4.75 base.

There is a steady demand for rope. Prices are unchanged and are as follows: Pure manila, 34c, base, per lb.; British manila, 30c; New Zealand hemp, 30c; sisal, 27½c.

Advance is Shown in Cotton Wrapping Twine

London, Ont.

COTTON WRAPPING TWINE. — Higher quotations are now being made on cotton wrapping twine, the figures being 3 ply, 71c per lb.; 4 ply, 75c per lb.

Lower Price Named on Shoe Thread

London, Ont.

SHOE THREAD.—Lower prices which are named on shoe thread will average about 35 cents a pound less than those which have been in effect. New quotations are not yet available.

Safety Gate Hooks, Hammock Hooks, Higher

London, Ont.

SAFETY GATE HOOKS, HAMMOCK HOOKS.—New prices on safety gate hooks are higher as follows: No. 100 x 5, $2.25 doz.

Hammock hooks have also advanced, the prices being: No. 138 plate, $1 doz., to screw No. 128, 90c doz.

New Discounts on Scoops and Shovels

London, Ont.

SHOVELS, SCOOPS.—Net prices on polished spades and shovels as figured on the new discount of 45/5 per cent., as quoted last week are as follows:

Spades and shovels—Black Cat and Star, $13.50 dozen; Fox and Olds, $14.07 dozen; Bulldog and Jones, $16.16 dozen; Bulldog and Jones, post hole and drain spades, $16.16 dozen; Jones' moulder shovels, $16.16 dozen.

Black Cat or Crescent scoops—No. 2, $16.72 dozen; No. 4, $17.22; No. 5, $17.47; No. 6, $17,72; No. 8, $18.22; No. 10, $18.72.

Moose or Jones scoops—No. 4, $18.54 dozen; No. 6, $19.04; No. 8, $19.54; No. 10, $20.04.

Brisk Demand For Scythes and Snaths

London, Ont.

SCYTHES, SNATHS.—There has been a brisk and steady demand for these lines. Prices are as follows: Scythes, cast steel, $15; Clipper, $16; Little Giant, $17; Brush, $15.50. Snaths: No. 2-0, $13.75; No. 1, $13.20; No. 2, $12.65; No. 3, $11.55.

Rubber Lawn Hose is Selling Well

RUBBER LAWN HOSE.—There has been a good demand for rubber lawn hose. Prices show no change and are as follows:

	3 ply.	4 ply.	5 ply.
½ inch, ft.	11½c	13c	14½c
⅝ inch, ft.	13½c	16c	17½c
¾ inch, ft.	15½c	17½c	19½c

Corrugated—½ inch, 17½c; ⅝ inch, 20½c; ¾ inch, 23½c; 1 inch, 35c, less 5 per cent. in full reels of 500 feet.

Prepared Paints Jump Fifty Cents a Gallon

PREPARED PAINTS.—The advances which have been predicted in HARDWARE AND METAL in paints are now effective and advances have been made as follows. All regular lines of oil paints, including marine and railway paints, advance 50c a gal.; inside floor and flat paints go up 25c; roof, barn and bridge paints increase 15c; all shelf goods, stains, auto enamels, etc., advance 15 per cent. over former list prices; oil colors advance 3c per lb.; varnishes costing up to $2.50 are advanced 25c, and varnishes costing over $2.50 advance 50c.

White Lead in Oil Remains Unchanged

London, Ont.

WHITE LEAD IN OIL.—With a fair volume of business being handled prices for white lead in oil are holding steady as follows: Pure, tons, $16.35 per 100 lbs., less tons, $16.70.

Turpentine Market Showing Strength

London, Ont.

TURPENTINE.—The turpentine market continues to show strength and prices are very firm. Quotations are as follows: 1 bbl. lots, $1.60 per Imp. bal.; 2 to 4 bbl. lots, $1.59; 5 gal. lots, $1.70.

Linseed Oil Prices Are Holding Firmly

London, Ont.

LINSEED OIL.—The linseed oil market continues firm with high prices prevailing. Quotations are on the following basis: 1 to 2 bbls., raw, $3.12 gal., boiled, $3.15; 3 to 5 bbls., raw, $3.11 gal., boiled, $3.14; 6 to 9 bbls., raw, $3.10, boiled, $3.13; less bbls. add 10 cents per gallon.

WINNIPEG MARKETS

WINNIPEG, July 17—Price changes during the week are again numerous and affect many of the staple lines, and show both advancing and declining markets. Among the lines which advance appear: copper rivets, leather belting, grease cups, leather tap soles, cotton rope and cotton clothes lines, while lines showing declines are as follows: agricultural wrenches, files, Star safety lifts, Penberthy valves and Stillson pipe wrenches.

Business in all lines is reported very brisk, despite bad crop reports from some districts. Many wholesalers are working overtime to get out their orders.

Copper Rivets Move Up 5 Cents a Pound

Winnipeg.

COPPER RIVETS.—Following the recent arvances in the copper market new prices have been named on copper rivets, which move up 5c per lb., making to-day's selling prices as follows:

Copper rivets and burrs, assorted, No. 8, 57c; No. 10, 61c lb.; copper rivets only, No. 8, 51c; No. 10, 55c; copper burrs only, No. 8, 51c; No. 10, 55c; No. 12, 59c lb.

Higher Prices For Steel Grease Cups

Winnipeg.

PLAIN STEEL GREASE CUPS.—Plain steel grease cups in both regular and ratchet types have undergone a general revision, the smaller sizes showing little change while the larger sizes advance approximately 10 per cent. To-day's ruling prices are given herewith:

Regular top, No. 000, 5c; No. 00, 6¼c; No. 0, 8c; No. 1, 10c; No. 2, 14¾c; No. 3, 22c; No. 4, 25c. Ratchet cover, No. 000,

8½c; No. 00, 10c; No. 0, 12c; No. 1, 15c; No. 2, 19c; No. 3, 29c; No. 4, 37c.

Leather Belting Again Advances

Winnipeg.

LEATHER BELTING.—Leather belting prices have again been advanced due to the shortage caused by heavy exports to Europe and even higher prices are anticipated. To-day's ruling discounts are given as follows:

Extra leather belting, 20 per cent.; standard leather belting, 20-10 per cent; No. 1 or shoulder stock, 20-10-10 per cent.

Leather Tap Soles Revised Upward

Winnipeg.

LEATHER TAP SOLES.—Leather tap soles are also affected by the recent advances in the leather market, this week's prices showing another 10 per cent. increase, making 20 per cent. in the past month, while higher prices are predicted in the near future. Prices now ruling on a few of the more familiar sizes are as follows:

Top Soles: Men's—No. 122, $4.85; No. 123, $4.60; No. 126, $2.80; No. 127, $2.65; No. 128, $2.40; No. 5, $12.30; No. 6, $11.45; No. 7, $10.35; No. 8, $9.35; No. 9, $11.45 dozen pair. Boys'—No. 26, $9.05; No. 27, $8.20; No. 28, $7.40; No. 129, $2.70; No. 130, $2.45; No. 131, $2.20. Women's—No. 32, $7.25; No. 33, $6.60; No. 36, $5.75; No. 37½, $2.85.

Top Lifts—No. 62, $4.45; No. 63, $4.15; No. 64, $3.70; No. 50, $2.20; No. 51 $2.00; No. 52, $1.75 dozen pair.

Cotton Rope Shows Advance of 3 Cents

Winnipeg.

COTTON ROPE.—Cotton rope shows an increase in price during the week following recent declines, moving up 3c per lb. over former prices and is quoted to-day at the following figures: 3-16, 70c; ¼ and over, 69c lb.

Lower Prices Named on Agricultural Wrenches

Winnipeg.

AGRICULTURAL WRENCHES. — Based on new factory prices just to hand lower prices have been named on all sizes of agricultural wrenches. The new discount is 40 per cent. off the list or a drop of 10 per cent., making to-day's net prices as follows: 6 in., $6; 8 in., $7.20; 10 in., $8.40; 12 in., $10.80; 15 in., $14.40.

Reduction is Made in Penberthy Valves

Winnipeg.

PENBERTHY VALVES. — Penberthy valves show a reduction during the week, new discounts from manufacturers showing a drop of from 10 to 15 per cent., making to-day's discounts as follows:

Penberthy regrinding valves: Globe, angle, horizontal and vertical check, 7½ per cent. off list: swing check, horizontal, check, net list; Penberthy compodisk valve, all kinds, 10 per cent. off list. Net prices on the above lines will appear in next week's issue.

Star Safety Lifts Are Slightly Lower

Winnipeg.

STAR SAFETY LIFTS.—Star safety lifts show a slight drop in price, based on revised factory discounts, new prices being about 5 per cent. below former quotations. To-day's prices on the various sizes are as follows: No. 1, $2.10; No. 2, $3.25; No. 3, $6.35; No. 4, $9.10.

Globe Brand Files Register a Decline

Winnipeg.

GLOBE BRAND FILES.—Prices on Globe Brand files, which have held firm for the past year, have been revised to lower levels during the week, showing a drop of approximately 12½ per cent. below former prices, making to-day's selling discount 50 per cent. off the standard list.

Stillson Wrenches Revised Downward

Winnipeg.

STILLSON WRENCHES.—Following a further drop in prices by manufacturers new prices have just been issued covering Stillson wrenches and parts, which show a decline of approximately 5 per cent., making to-day's discounts as follows: Stillson pipe wrenches, 55 per cent. off list; Stillson pipe wrench parts, 50 per cent. off list. Net prices on the above line will appear in the next issue.

Higher Prices For Cotton Clothes Lines

Winnipeg.

COTTON CLOTHES LINES.—Prices on cotton clothes lines have advanced during the week, due to higher cotton prices, and are now selling as follows: Cotton clothes lines, 40 ft., $3.20; 48 ft., $3.84; 60 ft., $4.80.

Turpentine Prices Are Holding Firmly

Winnipeg.

TURPENTINE. — Turpentine prices show no change during the past week, holding firm at former prices with only a moderate demand. To-day's prices are confirmed as follows: barrel lots, $1.65 gal.; ½ barrel lots, $1.68; 5 gal. lots, $1.70 gal.; 1 gal. lots, $1.70 gal., plus the usual extras for containers.

Linseed Oil is Still Very High

Winnipeg.

LINSEED OIL.—Linseed oil prices still continue to soar and with the price of flax seed at $6.50 a bus. higher prices are imminent. To-day's market prices are as follows: Raw linseed oil, $2 95 gal.; boiled linseed oil, $2.98 gal.

PITTSBURGH MARKETS

PITTSBURGH, Pa., July 17.—The report of steel ingot production in June makes an even more favorable showing than was expected. All observers recognize that there was much better mill operation in June than in May. With increasing operations during the month, even at the close of June few mills estimated their operations at over 70 per cent. of capacity, and as May had shown an average operation of 54 per cent., a fairer estimate for June appeared to be about 60 per cent. The official report since made, however, indicates an operation during June averaging 67 per cent. of capacity. The first four months of the year showed rates as follows: January, 87 per cent.; February, 85 per cent.; March, 77 per cent.; April, 65 per cent.

A little analysis of these figures will indicate how great an improvement there has been. It will be observed that the 54 per cent. average for May was far below the rates for April or June, and thus it is clear that at about the middle of May the rate must have been lower, probably not over 50 per cent. On the other hand, with production steadily increasing during June, and an average of 67 per cent. for the whole month, the rate at the close of the month must have been about 70 per cent. Accordingly there was a rate of about 50 per cent. at the middle of May and a rate of about 70 per cent. at the end of June, only a month and a half later, showing an increase in tonnage output of 40 per cent. in that short space of time.

The computation of percentages of operation are based on the monthly reports of the American Iron and Steel Institute, giving the output of 30 companies which in 1918 produced 84.03 per cent. of the total steel ingot output. The production of the 30 companies was 2,219,219 gross tons in June against 1,929,024 tons in May.

Production for the first six months of the year was at the average rate of 35,500,000 gross tons a year, for the whole industry, or at about 72.4 per cent. of capacity, which can be estimated at 49,000,000 tons a year.

Steel Corporation Business

The monthly report of unfilled obligations of the Steel Corporation shows that in June there was more contracting for forward deliveries of steel products than was reported at the time. It was well known that there was a continuous increase in the booking of actual shipping orders, comprising specifications against contracts together with new orders, specifications attached, but it was not supposed that there was much contracting for forward deliveries. For months there had been practically none at all, and some sales agents were remarking that they had forgotten how to fill out contracts, as the business received was all in the form of shipping orders.

The Steel Corporation report, however, showed 4,892,955 tons of unfilled

obligations at the close of business, June 30, this including contract obligations as well as shipping orders. The increase during June was no less than 610,545 tons, whereas each of the preceding six months, beginning with December, had shown a large decrease, these decreases averaging 640,000 tons a month. These monthly reports are not a reflection of the rate of booking orders on which the mills actually operate. A month may begin with a certain volume of unfilled obligations and the mill may ship heavily, merely upon specifications against the contracts, whereby at the end of the month the unfilled obligations would be found to be decreased by the volume of the tonnage shipped. On the other hand a mill might book a large volume of contract business in a month but have very little tonnage of shipping orders on which to operate. Thus the main thing the Steel Corporation report shows is that contracting in steel products is now in vogue again.

Lake Ore Movement

Shipments of iron ore down the lakes in June amounted to 7,980,839 tons, against 9,921,860 tons in June a year ago. The season total to July 1 is 16,008,419 tons against 18,949,730 tons for last year's season up to July 1. While there is a falling off of 2,940,000 tons the showing as to trade prospects is by no means unfavorable for the reason that there has been a large surplus of ore to liquidate. Last year's ore shipments were sufficient to carry the blast furnaces with full supplies up to about June 1 of this year, but as the war ended the production of pig iron declined very materially and not as much ore was used as had been provided. Indeed, the ore movement up to July 1 was almost wholly by the producer-consumer class, very little merchant ore being moved because the furnace interests that buy ore had not taken hold as to purchases for the season. Some had declared that they would not buy until about August 1, expecting the market to decline. Several weeks ago it became evident that ore prices would be held strictly and so there has been buying in a moderate way in the past two or three weeks, and the ore movement for the remainder of the season will probably show a picking up. The basis price for the season is $5.55, for Mesabi non-Bessemer ore at Lake Erie dock. An advance of 25c went into effect Oct. 21, 1918, under the auspices of the War Industries Board, making the price $5.75, but there is a 20c reduction for this year due to the lake carrying rate declining from $1 to 80 cents.

Railroad Buying

One of the chief things the steel industry now needs is a fair volume of railroad buying. Some departments of the finished steel trade that do not make materials used by the railroads are doing very well, while the branches that furnish railroad material are at the bottom of the list in point of activity. About three weeks ago it was reported in the inner circles that the Railroad Administration was about to place orders for 300,000 tons of rails, but nothing has come of this to date. It is surmised that possibly the Railroad Administration sees its way clear to returning almost complete control of the railroads to their owners at an earlier time than expected, though of course the earnings guarantee will run to the end of this year in any event. Thus it may be that the individual railroads will soon be in a position to place orders on their own initiative and responsibility. Another thing the steel industry needs is more construction work by way of large jobs, including bridges, large buildings, factories, etc. The erection of dwelling houses promises to be heavy the remainder of the year, judging by reports from various centres, and the fact that the nail departments of the wire mills are practically filled up for the next two or three months is concrete evidence of this activity, but that does not help the structural mills, which have a very light operation, in keeping with the rail and plate mills.

The pig iron buying movement is not altogether over, as it was thought at the end of June it might be. While there has not been much activity in the past week or two there has been some, and with the furnaces now in operation well filled for the third quarter, some of them practically through the year, the market is quite steady. Predictions of price advances in the near future do not seem to be well timed, however, as when idle furnaces see improving business ahead they generally hasten to get into blast and they are not very particular as to the prices obtained by the "back log" business they generally take before they blow in. Rarely does a furnace blow in to make up stock.

PUSH ROOFING AND HELP CONSERVATION

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may be imparted to the contractor or to the owner, although the contractor will have been already posted on the best insulation plans for a given building. In any case, interest should be manifest to the extent that all parts of the walls, windows and door frames, sills, etc., be fully provided with a good heavy insulation of proper sheathing materials.

At this time, when so much advice is being handed out by the authorities regarding the conservation of coal, the dealer has an opportunity to use arguments in the best interest of his customers as well as of the country. If buildings are put in order, as far as roofing and sheathing of them is concerned, before the winter cold comes, then profit will have been made by the dealer and conservation practised by the owner.

It is no time to defer work in anticipation of lower prices. Demand has been greater for available supplies of old rags for felt-making. In this respect, Mr. Munn states that the conditions have been somewhat unusual, Canadian manufacturers going into the United States market sometimes and on other occasions the United States makers come to Canada and pick up large supplies. Manufacturing costs are constantly high and there is no prospect of these lowering.

Altogether, this is an opportune time to speed up sales.

One of the most prolific fields for cultivation as far as the hardware merchant is concerned is that pertaining to the outbuilding development of the rural communities. And it is because this very principle of proper insulation can be carried into the construction of even the quarters erected for pigs, cattle, sheep, etc.

Mr. Munn recalled a conversation which he had recently had with a successful hog breeder. His pens had been planned and built with due regard to warmth. Insulation with building paper had been as fully carried out and as carefully planned as it usually is in the average house. And it has already justified the care and expense involved.

The points are these. With hogs, sheep or cattle housed in a properly-constructed building they are, in the first place, made very comfortable. Why should a dumb animal not be afforded protection from the rigors of Canadian winters? This is but humane. But, aside from this, it will take less feed to fatten the hog, the sheep or the steer if the housing quarters be made suitable. In these days of excessive costs for all kinds of feeds there is much to ponder when one is laying plans. Here is an added opportunity for the hardware dealer to get out and advise his farmer friend—there is no question about it. In the plans that he will be making right soon for wintering his various stock, he will unquestionably want to conserve every hundredweight of feed that can be conserved. Then, the first step in this programme will be that of insulating the buildings, which he will erect with due regard to the severe climatic conditions which will come as surely as day and night re-appear.

DECLINES NOT LOOKED FOR ON GLASS

While there is no definite indication of change in the glass market, there will be no decline, in the opinion of W. R. Hobbs. If a change comes it will rather be in the nature of an advance.

In speaking with HARDWARE AND METAL, Mr. Hobbs referred to the immense quantities of plate glass which are being used in automobiles. There is a demand of exceedingly large proportions for new cars, and then there is the replacement. This has been so great as to have made plate glass somewhat scarce from time to time, although, considering the demand, there is no reported serious shortage.

Price tendencies are upward, largely because of the increased outlay for labor. Wage lists have greatly increased and there is no question but that labor will continue to receive increased wages for some time to come. There is no probability of lower prices.



Get Customers to Examine Buildings

"Close-Up" View Will Reveal Many Reasons Why Paint Should be Used—How Soon "May" I Paint, Not How Soon "Must" I Paint—Will Reach Other Lines as Well

WHEN you find a customer showing any inclination towards painting, yet who seems inclined to delay the matter for superficial and trivial reasons, ask him to examine his buildings closely.

Too many property owners stand across the street, look over their property and say: "Oh, I guess it looks good enough, I'll let it go another year." When he takes this attitude, you lose money in paint sales and he loses money in depreciation.

Make Close Examination

A "cross-the-road" examination fails to reveal the little beginnings of rot and decay. He cannot see the little naked spots and cracks where moisture creeps in and begins its deadly work.

Advertise to your customers the necessity of examining their buildings closely. The closer they can get their noses to the surface, the more they will see the need for care, for repairs, and for paint.

Tell them to rub their hands over the surface to get a feel of the condition of the wood. Get them to examine the property in this way at least once a year, better still twice a year or still better, every four months.

The general condition of his property may look good to a man who sits on his neighbor's doorstep and talks about peace, baseball or the high cost of living. But to reveal the high cost of doing without paint let him get right up against it with his fingers and his eyes.

When paint is applied for appearance a man can stand off and be pretty well satisfied with his home, but when it is used for protection then he must get as close as possible in his examination to find the tiny weak spots where the insidious, constantly working, destroying forces of nature get in their fine work.

How Soon May—Not How Soon Must

Close examination of property will soon get a man into the habit, of asking himself, "How soon **may** I paint?" instead of the stand off question of "How soon **must** I paint?"

Protective Against Decorative Effect

Keeping constant scrutiny on his buildings will get a man painting his property a long time before the fellow that paints because he feels he must, purely from the decorative standpoint.

"Painting costs nothing" is a proverb amongst the thrifty Hollanders who have learned by long experience that it costs more to pay for repairs than to avoid the necessity for them by the liberal use of paint.

Painting Saves Money

By anticipating the ravages of moisture in property and preventing its inroads with a timely coat of paint, a man will be money in pocket. No better example of saving at the bung and losing at the spigot can be furnished than by the man who argues that he saves money by not painting.

A great many property owners realize this and paint regularly. The paint dealer can forget these people. They come to him anyway. It's the fellow that doesn't realize it that we are concerned about, and with whom the hope of increased paint trade lies. He is the fellow that is responsible for the tremendous losses that are taking place on property every year as well as the fact that the paint business of every paint dealer in the country is by no means what it ought to be.

Get the "Lost" Ones

The shepherd doesn't worry about the ninety and nine that are in the fold, he scurries over the hillsides after the hundredth one that remains outside.

And this applies pretty much to the problem of increasing paint and varnish sales for every paint dealer.

Get after the chap that has not acquired the painting habit. Get after the fellow that doesn't paint for preservation and protection. Get after the fellow that only paints for shame's sake to keep up their appearance in the community.

Encourage these people to examine their buildings and tell them why they should examine them.

Need Will Become Apparent

Teach your clerks to encourage closer examination. It will pave the way to larger paint sales.

Not only will it encourage paint sales but a property owner that becomes on more intimate terms with his property through closer examination will find the need for improvements which will lead to the sales of hardware, tools and other household necessities. Painting will lead to the sale of these as well as brushes. And improvements and repairs will lead to the sale of paints and varnishes.

Dealer Can Start It

Hardware and paint dealers are frequently brought into conversation with property owners in their homes or

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SIGN OF MERIT — BEST — MADE

MOORE'S AUTOMOBILE FINISH

is easy to apply, flows evenly and produces a smooth, tough elastic finish that wears well.

It gives THAT NEW APPEARANCE to any automobile on which it is used.

MOORE'S AUTOMOBILE FINISH is made in eight popular shades—

Brewster Green, Wine Color, Jockey Red, Auto Gray, Cobalt Blue, Vermilion, Buick Gray, Oriental Yellow.

Put up in convenient size packages and sells at a very *reasonable price.*

MOORE'S AUTO FINISH

MORELUSTRE ENAMEL

MORELUSTRE ENAMEL

Is made with weather-resisting pigments, combined with hard-drying, elastic varnish and meets the demand for a High Grade Enamel which can be used with equally good results on either EXTERIOR or INTERIOR WORK.

MORELUSTRE is especially adapted for Floors, Stairs, Wainscoting, Verandah Furniture, Canoes, etc., and any other surface requiring a durable finish.

MORELUSTRE is made in twelve beautiful shades and put up in small size packages for the benefit of the consumer.



WRITE US FOR COLOR CARDS AND PRICES ON THESE TWO LINES.

ALSO ASK FOR DETAILS OF OUR AGENCY PROPOSITION. IT IS A GOOD ONE, AND WILL BRING YOU BIGGER PROFITS.

BENJAMIN MOORE & CO., LIMITED

ONE OF THE LARGEST PAINT AND VARNISH INDUSTRIES ON THE AMERICAN CONTINENT

TORONTO **HALIFAX** **WINNIPEG**

The Brush Department

Linking Up Brush and Paint Sales

Need of Paint Apparent Throughout Country Presents Opportunities for Increasing Sales of Brushes—Kalsomine Brushes Prove Good Sellers—Sell Quality Line

ONE often sees the slogan "Use More Paint," but how many dealers push the sale of paint and brushes?

Delegates going to a convention from United States Eastern points to Western, had to pass through a good portion of Ontario and remarked, in the course of conversation, at the lack of paint on buildings and barns. How much better they would look if painted! Farmers lack good business sense in lots of ways.

Saving in insurance could be effected if buildings were put in proper, up-to-date appearance, also if put on the market for sale they would bring a much better figure.

Occasionally, you will see sides of barns painted with an advertisement of some modern brand of merchandise, then lots of others which had been done with some dope, which washed off in the first rain storm.

Interested in Brushes

The writer is not trying to sell any particular brand, nor has he any interest in any make of paint. What he wishes to impress on the trade and clerks, when they paint, is to see if the purchaser does not want a few brushes to put it on with. Very often this is overlooked in making sales. A good brush is just as essential as good paint. A customer may be going to do a job on a fine day, go home with the material, and find an old brush, hard from neglect. The writer was in an Eastern town a few weeks ago, where a dealer sold a customer 10 gallons of assorted colors of paint and never even asked him if he had any brushes, or tried to show him what kind they had in stock. Of course, not all dealers are alike; the above is an average case.

Kalsomine Brushes Prove Sellers

Ask the majority of dealers to stock kalsomine or whitewash brushes for painters' use and the first thing they will say, would be that they could not sell them without giving them a trial.

The writer impressed one dealer, not far from Toronto, to stock a few good whitewash brushes, and if not sold by the end of the season, he would have the privilege of returning them, provided they were not soiled. The dealer not only sold these, but wrote in for more, which shows what one can do. Others should do even better.

The quality is remembered long after the price is forgotten, so sell good brushes, made by reliable manufacturers, which are guaranteed to dealers and consumers.

STIRRING ADVENTURES, THEN FORTUNES

Continued from page 53

a sanitary, industrial area, giving well-paid employment to many thousands and bringing about a transformation in living conditions in Tampico and elsewhere. They saw in Mr. Doheny, therefore, a genuine friend and an invaluable contributor to their welfare and progress.

Mr. Doheny's outstanding characteristics are his out-and-out honesty, his superhuman industry, his illimitable courage, his perennial cheerfulness and optimism, his breadth of vision, his untrumpeted generosity, and his modesty. His knowledge of oil is matched by his knowledge of literature. I know no business man who uses better conversational English or who habitually coins more brilliant metaphors.

When I asked him if he could single out one thing more than any other to which he owed his success, he smiled very broadly as he replied, "Yes, let's go through the other room, and I'll show you." And he introduced me to Mrs. Doheny! "This," he said with a characteristic touch of knight gallantry, "is the greatest find I ever made."

PAINTS AND VARNISHES ADVANCE

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Putty and Lead Hold

No changes have been made in the basis for white lead in oil or for putty. There are reasons for this which manufacturers explain, and one of these, as far as white lead in oil goes, is that of there being less content of oil in the manufactured product—far less, indeed, than there is in mixed or prepared paint. The net difference in cost to the producer is relatively so much less than an advance has been deferred for the present. Supplies of lead bought at the basis obtaining last winter have also continued to last fairly well.

In respect to putty, there has already been an advance for pure linseed oil grade as reported on June 28. Beyond this it has been thought unnecessary at the present time to advance prices. This is a somewhat quiet selling season and no advance was effected, even though some manufacturers predicted an increase.

SAYS ADVERTISING DID IT

George Wenige, proprietor of the Bicycle and Motor Sales Company, London, Ont., whose advertisements and sales methods have been copied all over the United States and Canada, was asked at a banquet recently to tell about plans.

"I owe all my success to one thing, and can tell you the reason for it in just one word," he said. "That one little word that is the name of the wonder-worker is 'Advertising,' judicious and truthful. Every one of us the minute we enter this world start to advertise the fact that we are here, and that we want something. From that day to the day we die we are advertising—some of us, truthfully and judiciously—others, well, I won't say how the others advertise themselves. Actions speak louder than words."

HARDWARE PICNIC TO BE HELD AT CREDIT GROVE

The annual picnic of the Toronto Retail Hardwaremen will be held at Credit Grove, Port Credit, Ont., on Wednesday afternoon, July 30. Previous arrangements were made to hold the picnic at Long Branch, but it has been decided to change the location to Credit Grove. The hardwaremen, with their autos, will meet at Sunnyside at 2 p.m. sharp. Radial cars will also leave Sunnyside at the same time for the picnic grounds, which are located opposite the starch works at Pt. Credit. A long list of sports has been arranged, and dancing will be held in the evening. The committee in charge is as follows: W. C. McFadden, chairman; Jno. Caslor, treasurer; O. F. Morrison, secretary.

BICYCLE DEALERS ASKING FOR EARLY CLOSING

Bicycle dealers at Ottawa have signed a petition to be forwarded to the city authorities requesting the closing of bicycle stores at 6.30 every night except Saturday. It is expected the city council will pass a civic by-law to ths effect.

Similar laws in other cities would afford much relief to bicycle dealers who at present are required to be at their shops during practically all of their waking hours. The only practical remedy is an early closing by-law, as there is always someone to break an agreement and the force of the law is necessary to secure early closing by all.

Experience has demonstrated that just as much business can be done in fewer hours, providing these hours are uniform in all shops.

THE MAN WHO IS AWAKE

KEEPS HIS EYES OPEN, HIS ATTENTION ALERT FOR GOOD THINGS

ARE YOU AWAKE? Look At This For A Moment

WINDSOR SOLVENT STAIN Is A Wonder-Worker

It does work which most people will tell you frankly is impossible—But you can **show** them easily. You can create a trade sensation by having a small, continuous demonstration of these stains in your store. Don't put these goods away and wait for customers to ask for them.

Men who go to a little trouble to **demonstrate** find marvellous results. One pleased and astonished buyer sends several others. Prove it for yourself.

Write to us to-day about these wonderful stains—Profit awaits you!

"NEW ERA" Paints for all purposes gain new friends every day. Our agencies grow in numbers and enthusiasm each year. We have a splendid proposition for you.

Standard Paint & Varnish Co.

LIMITED

WINDSOR, ONTARIO

Every Simms' Brush Sold Sells ANOTHER

The selling of Simms' Set-in-Rubber Paint and Varnish Brushes is like an endless chain. Each one used means another sold soon. They advertise themselves by solid merit. And there is a good profit on every brush you sell.

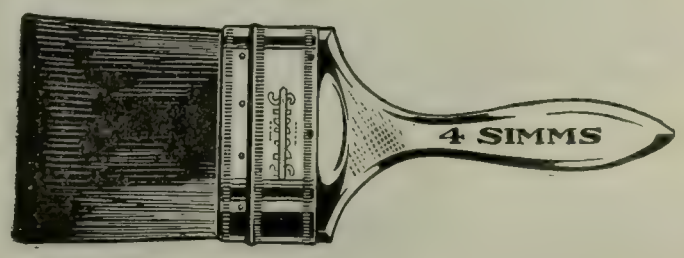
TRADE SIMMS SET IN RUBBER MARK

This Set-in-Rubber is our own patented process. You can find no other Brushes anywhere so good. The bristles are set in forever — they are absolutely guaranteed **never** to come out.

Each Brush is a perfect tool for the painter—doing everything that a good paint brush should do—and then a little more.

Made in every shape and style by skilled workmen for use in skilled work.

Don't let your stock run low. Order a new supply **now.**



T. S. SIMMS & CO., Limited

ST. JOHN, N. B.

Branches: Montreal, Toronto, London

GET CUSTOMERS TO EXAMINE BUILDINGS

Continued from page 64

standing near the house. A discussion about paint can be brought about by the dealer himself going over and closely examining the property and calling attention to the necessity of paint. The store staff can also be coached to carry on the same method of personal sales promotion as they move about, amongst their friends and acquaintances in the town.

Will Reach Other Lines

For advertising purposes, the slogan "Examine your house" or any other simple sentence conveying that idea can be adopted for the spring and fall advertising campaign. Don't fail to tell the reasons why the property should be examined. It may be for paint, window screens, door knobs, window glass and a host of other articles that can be used in the up-keep of property.

Paints and varnishes could be used as the leading theme for such an advertising campaign. The other lines could be taken up as the dealer saw fit.

Fall Good Time to Start

Try this idea out in preparation for your fall advertising. The fall painting idea would provide many excellent reasons why a man should examine his property in readiness for the winter months.

Get your trade into closer touch and interest with what has cost them real money and what will cost them real money unnecessarily if they do not bestow proper attention on it in its upkeep.

This may seem a simple idea. The simpler it is the more reason why it will bring trade. How often we hear exclaimed over even an advertisement, "Isn't it funny that I never thought of that before?" Men and women are alike in this respect. And they have a great deal of regard for the store that has been thoughtful enough to bring the suggestion home.

Now Mr. Paint Dealer, let it be also said to you, "Examine your trade," get in closer intimate touch with them and see if this homely advice advertised frequently, and driven home forcibly, can be made a profit-producer for you.

Get your nose down to the job of getting property owners more intimate with the needs of their property. Too often one takes a too general view of things and draws general conclusions that are more or less wide of the mark. This may be said regarding retail merchandising as well as of paint.

See what you can do to boost your paint and varnish sales this fall by getting close to the needs of your trade, and thereby devising some means of getting property owners closer to a realization of the needs of protection with paint.

Aylmer, Ont.—C. A. Brown, of Ridgetown, Ont., has purchased the hardware business of John H. Glover.

What the Customer Thinks of the Store Service

Guelph Board of Trade Sets About Finding What is Needed to Improve the Service of the City's Stores—Citizens Asked for Suggestions, and Many Are Received

THE Guelph, Ont., Board of Trade, with the idea of getting some information that will be of use in bettering the service of the city's stores, and consequently of service in building up the city, recently sent out a circular to every home in the city, asking for a frank comment on the service rendered by the stores. The circular read as follows:

The Enquiry Sent Out

"The retail merchants of Guelph want to improve their store service. They want to make trading in Guelph the best within fifty miles. They want every buyer in Guelph always to be sure of unequalled store opportunities.

"They want their customers to suggest how this may be done.

"Please help the Guelph merchants to give you better service by filling out the lines below and returning to Retail Merchants' Division, Chamber of Commerce, 30 Douglas street, Guelph, Ont."

Here followed a blank for the receiver's comment.

The replies, while not always particularly novel in viewpoint, did present some suggestions that indicated that the customers of stores are aware of some of their shortcomings, and are alive to the possibility of improvement. Some of the suggestions for improvement were as follows:

Sundry Suggestions

"Have prices just and reasonable, combined with prompt service."

"Have clerk telephone or call customer for their order on stated days each week."

More "Pep" Needed

"Have clerk show 'pep' in attending to customers. This applies to 95 per cent. of all stores in Guelph."

"Grocers and confectioners ought to make war on the fly. (Woefully required in some stores.)"

"'Dress up' windows more frequently."

"Make a 'gift day' once a month. Give about a $10 article, to be drawn by number."

"Have a record of sales made daily, and give a bonus to the clerk making the largest monthly sales. (Try this out and get a surprise.)"

More Advertising Advised

"By exhibiting more enterprise in advertising and demonstrating their wares. Consider the working classes and keep prices on a level with other places."

"By a little faster movement on the part of the clerks."

"By a perfect willingness to show merchandise, whether you buy or not."

"To smile and say 'Good morning' or 'Good afternoon' to customers, as the case may be."

"Have uniform set of prices."

"In some instances prices are much too high in comparison with other cities."

"Why not try a Friday bargain day once in a while, and also have more competition. It's competition that will develop trade."

"Put on a sale once in a while. Advertise it well and you'll get a pleasant surprise."

BENJAMIN MOORE & CO., LIMITED

The employees of Benjamin Moore & Co., Ltd., Toronto, and their friends held their first annual picnic at Niagara-on-the-Lake on Thursday. More than 150 people were in attendance. The programme included sixteen events besides a baseball match. The firm furnished everything in connection with the outing, including transportation, and all arrangements were made under the personal direction of Mr. Fred Moore. The outing was a splendid success in every way and was so thoroughly enjoyed that it will likely be held each season. A very hearty vote of thanks to the management was tendered.

BRANDRAM-HENDERSON, LIMITED, 11TH ANNUAL PICNIC

The annual picnic for the employees of Brandram-Henderson, Limited, was held at King Edward Park on Saturday. George Henderson, the president, distributed the prizes won for the various sporting events and expressed his pleasure at the good sportsmanship shown by the very large number of entries. A splendid list of events was run off and music and dancing were among the attractions of the day.

GILLETTE SAFETY RAZOR SALES SALES FOR 1919

In the issue of HARDWARE AND METAL for June 28th, an omission from the Gillette advertisement made it somewhat difficult to understand.

The artist had drawn Gillette razors in sizes to represent the growth in sales of the Gillette since the first year of the war. The 1919 razor was some eight times the size of the 1914 one. Of course, the figures for the complete year 1919 could not be given and the following note should have appeared alongside the large razor representing this year's sales:

"Estimated Sales for 1919 based on actual figures for first six months."



The Painters' Good Word

THE painters' cordial endorsement of the merit of Berry Brothers' Varnishes, Enamels and Stains is one of the reasons why they are so favorably known and easy to sell. Sixty-one years' adherence to fixed quality standards has established the confidence of varnish buyers in all "Berry" products.

No varnish stock is complete without Berry brands, and it pays to push them because there is a permanent and increasing demand for them.

Partial list of distributors of Berry Brothers' products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.	A. M. Bell & Co., Ltd. - - Halifax, N.S.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.	Lariviere, Inc. - - - Montreal, Que.
Frank A. Gillis Co. - - Halifax, N.S.	L. H. Gaudry & Co. - - Quebec, P.Q.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.	Wood, Vallance, Ltd. - - Winnipeg, Man.
Whites, Ltd. - - - Collingwood, Ont.	Wood, Vallance & Adams, Ltd., Calgary, Alta.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.	Revillon Wholesale, Ltd. - Edmonton, Alta.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont. No. 9

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, July 16. — Prices have advanced for all prepared oil paints, specialties, flat wall colors, carriage paints, marine and dory paints, enamels, roofing paints, colors in oil, and colors in japan. In addition to these changes an advance of 25c per gallon for all varnishes costing $2.50 per gallon or less is made, while varnishes priced in excess of $2.50 per gallon are advanced 50c. The usual differentials apply. Reference is made to these changes in detail elsewhere. Advances have been made of a slight nature for linseed oil, and turpentine is steadily firm with the probability of advances becoming effective with primary conditions stiffening.

Slight Advance On Linseed Oil

Montreal.

LINSEED OIL.—A small advance has been made for linseed oil, the law basis being $2.95 per gallon. Few firms are quoting. It is necessary for the manufacturer of paints to keep himself protected on oil to meet his needs which are still large. There is a high flaxseed market, over $6 being the basis at this writing. No relief in the matter of supplies is in sight just now.

Raw—	Imp. Gal.
1 to 4 barrels	$2 95
5 to 9 barrels	....
10 to 25 barrels	....
Boiled—	**Imp. Gal.**
1 to 4 barrels	$2 97½
5 to 9 barrels	....
10 to 25 barrels	....

No Low Turpentine; Primary Advances

Montreal.

TURPENTINE. — Actual stocks of turpentine here are moderate. There has been a steadier condition, with the minimum price basis held at $1.55 per gallon. It will not be surprising if higher prices prevail soon, however, for the primary market is again firming. Demand from abroad is again developing.

Turpentine—	Imp. Gal.
1 to 4 barrels	$1 55
Small lots	....

(Packages extra.)

Putty is Firm But No Changes

Montreal.

PUTTY.—Contrary to the expectations of some manufacturers and jobbers no price changes have been made for putty. There has been but little movement of late, and the matter of price consideration did not meet with any definite change. Prices remain as follows:

	5 ton	1 ton	Less Quanty.
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

White Lead Holding And Rather Quiet

Montreal.

WHITE LEAD IN OIL.—Changes were anticipated on white lead in oil when the new schedules were considered for paint. In view of the fact that pig lead prices have been maintained and also owing to the rather smaller content of linseed oil that is required for grinding, it was deemed best to make no change. Consequently the present business obtaining is done on the following basis: Five-ton lots, per 100 pounds, $15 50; ton lots, $16, and small quantities, $16.35.

Fifty Cents Added To Prepared Paints

Montreal.

MIXED PAINTS, VARNISHES, ETC. —It was most definitely forecast in the columns of HARDWARE AND METAL last week that mixed paints were firming and likely to be advanced. A change was made on Friday afternoon, late, and the increase amounts to 50c per gallon on first and second quality paints, and to 25c on some other varieties. Full particulars will be found elsewhere in a special article and the changes are given in detail in panel. Manufacturers point out that they have deferred making any advance as long as possible. Buying linseed oil in the open market to-day around $3 per gallon, as is necessary under present conditions, makes it impossible to continue selling on the old basis.

Varnishes have been advanced as referred to elsewhere, 25c to 60c per gallon being added to the previous prices. Specialties such as carriage paints, enamels, etc., have all been advanced. Flat wall colors are up 25c per gallon and the new prices are at once effective.

TORONTO

TORONTO, July 17.—While flaxseed quotations to-day are $6.01 or 3c beliw last week's figures, the linseed oil market is advancing as a result of the manner in which export business is developing. It is understood that crushers have been offered $3 in carload shipments for export. To-day's quotations range from $3.05 to $3.20. Turpentine has taken a sharp turn with quick advances and has moved in Southern markets to the highest price on record. This has resulted in higher quotations all around, and with large shipments going overseas the market is very firm. Rosins are in steady demand, and at very firm prices. Turpentine is quoted to-day at $1.65.

Further Advances In Linseed Oil

Toronto.

LINSEED OIL.—Linseed oil continues to show great strength as a result of the demands from overseas, and the general depletion of stocks in primary market. While flaxseed is quoted to-day at $6.01, as against $6.04 a week ago, this has had no effect on prices of oil, and has been more than offset by overseas inquiries for carload shipments on a basis, it is stated, of $3. Stocks are so low that some dealers will not sell locally in more than barrel lots. Crushers state that it is impossible to get anything like the shipments of seed they require. One man who wanted 20,000 bushels stated that the most he could secure was 7,000. Reports show that the American markets are bare and that the supplies from the Argentine are continuing to move overseas. Crushers state that no improvement in the general situation is likely until the new crop comes in. The quotations for oil range from $3.05 to $3.20.

Linseed Oil —	Raw	
1 to 2 barrels, gal.	$3 05	$3 20
3 to 5 barrels, gal.	3 04	3 19
10 barrels and over	3 02	3 17
	Boiled	
1 to 2 barrels, gal.	$3 08	$3 23
3 to 5 barrels, gal.	3 07	3 22
10 barrels and over	3 05	3 19

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

Quick Advances Made in Turpentine

Toronto.

TURPENTINE.—Heavy buying by overseas firms and the fact that with a





Nearly Two Centuries Old

Brandram's Genuine B-B White Lead

Do they not mean something to you,—these pictures? Look at them. A long and honorable history is behind them.

Canada was largely a wilderness when Brandram's Genuine B-B White Lead was first made. Napoleon has come and gone. The United States has come into being—and now Germany has fallen. Steam power, electricity, telephone, telegraph, wireless, submarines, airplanes—these have all come into being since the Brandram process was discovered.

1919 is using out of the same pail as 1745. Exactly the same process was used in making the white lead (Brandram's Genuine B-B) of 1745, as is used in making that of 1919. In the world competition which has been waged all these years, the Brandram process is the only survivor of all the patented white lead processes which were in use at the time it came into being.

This is the white lead which is used in B-H "English" Paint, and in all other Brandram-Henderson paint products employing a white base.

Your guarantee lies in that two centuries of history. No one else can give a guarantee of the same character.

Write us for our attractive Agency proposition.

"Save the surface and you save all" *Paint & Varnish*

BRANDRAM-HENDERSON

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER





resumption of trade with Germany there will be an additional market to supply are responsible for turpentine prices reaching the highest prices on record at Southern ports. There has been a heavy movement to Europe, one ship alone taking out more than 7,000 barrels. Just how important a buyer Germany is of turpentine and rosin may be gathered from the information that before the war that country was one of the largest buyers in the southern market. As a result of the advances made in the South local prices are climbing again, and today's quotations range around $1.65 .

Turpentine—	Imp. gal.
1 barrel (barrel included).....	$1 65
2 to 5 barrels (barrel included)	1 64
5 gallon lots	1 75

All Paint Prices Revised Upward

Toronto.

PAINTS.—The advance predicted in last week's issue of HARDWARE AND METAL is now effective and covers all lines. A fifty cent advance is shown in all regular lines of oil paints, including marine and railway paints. Inside floor and flat wall paints increase 25 cents; roof, barn and bridge paints 15 cents; all shelf goods, stains, auto enamels, etc., fifteen per cent. on list prices; oil colors two cents a pound. Varnishes have also been revised, and those costing up to $2.50 per gallon go up twenty-five cents, and those costing over $2.50 advance fifty cents. Manufacturers state that business remains excellent and that a large number of repeat orders are coming in.

No Change Shown in White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—Prices are holding steady, and a good volume of business is reported. Quotations are as follows: Five-ton lots $15.85 per 100 pounds; one-ton lots $16.35; in smaller quantities $16.70.

Window Glass, Putty, Remain Unchanged

Toronto.

GLASS, PUTTY.—A steady increase is noted in the demand for window glass as the building season develops. Prices show no change. Putty prices are also holding without revision.

Standard Putty	5 ton	1 ton	Less
Bulk, in barrels	$5 35	$5 60	$5 95
Do., 100 lb. iron ...	6 20	6 45	6 60
Do., 25 lb. iron	6 45	6 70	6 85
Do., 12½ lb. irons..	6 70	6 95	7 30
Bladder, in barrels...	7 10	7 35	7 50

Pure putty advance $2.50 per 100 lbs. over above.

TO BUILD IN LONG ISLAND CITY

It is stated that Pratt & Lambert, Inc., have bought, for $50,000, a plot of ground in Long Island City, N.Y., fronting 200 feet on Fourth avenue, 100 feet on Fifth avenue, and 200 feet on Freeman avenue, upon which will be erected at once a warehouse and office building.

What Sort of a Reception Will German Goods Get In Canada?

Views Among Those in the Trade Vary—Some Declare That Price Will Soon Overcome Prejudice—Others Look For No Large Business to Develop Because Germany Has No Ships

CANADA is upon the eve of a resumption of commercial relations with Germany and for the first time since trade came abruptly to an end in August, 1914, German goods will be permitted to be shipped to this country. By an order-in-council Canada was enabled to act the minute Great Britain renewed relations with Germany. England and the United States acted in close co-operation. In view of the removal of all restrictions against trading with Germany there is a good deal of interest being taken among merchants all over the country and opinion is greatly divided as to what may happen.

Many Different Views

"As far as our firm is concerned," said the buyer for a large Toronto firm, "I am satisfied that we will make no effort at all to buy German products. Even taking into consideration the fact that we realize fully that if Germany is to pay the billions she owes, she must sell her goods, we do not want any of them. I do not know what attitude the public will take, but it seems to me that anyone who has lost anyone over there will not knowingly buy German made goods."

Price Will Count

"Price will count a whole lot with the great mass of people," said another dealer. "If German firms can produce goods that are of fair quality and are cheaper than those made by others it will not be long before they will find markets. Before the war we handled a lot of German goods and we found them to be of good quality. I think that it will be only a matter of a very short time before the sentiment that exists against German goods now will be forgotten largely. In one way I think German competition would be a splendid thing in that it will help to bring down prices and that is something that has got to come about in some way or another sooner or later. Things cannot keep on going up the way they have been. The whole system so far has been a circle, one thing hitting the other and prices going up all around. It has got to end some time and if German goods check this tendency, which I believe is bad for business generally, it will be a good thing."

Should Be Careful

Another merchant gave it as his opinion that German goods should not be allowed into Canadian markets until Canadian manufacturers are in good shape to meet the competition. He referred also to the high prices now prevailing, and declared that they are injuring trade and especially export business.

"Many Canadian firms cannot sell outside of Canada now," he said. "because production costs are so high here now that the manufacturers cannot produce goods on an equal footing with those in other countries, let alone meet their prices and also pay freight rates."

Sees Little Business

Another factor in the situation, he pointed out, is the change in shipping conditions. Before the war German goods were brought to this country in German boats. Now Germany will have few if any ships and there is such a scarcity of steamers of all kinds that German firms will for some time have considerable difficulty in obtaining shipping sufficient to handle any extensive trade.

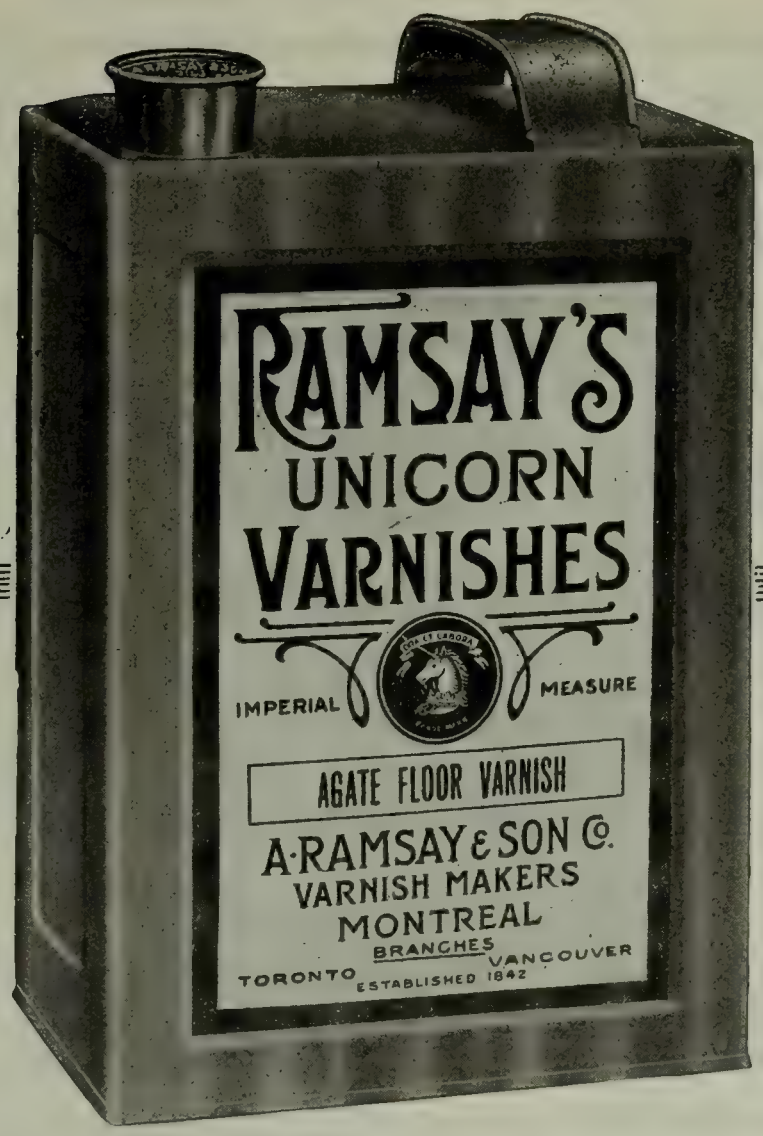
Would be Dangerous

"I would not like to take any chances right now of offering German goods for sale," said a Toronto retailer. "I am afraid that if I put in a window full of German cutlery and people knew it was German that I would lose a lot of trade even if the window was not smashed by returned soldiers or their friends. It is hard to know just what to do in this matter. If everybody refuses to trade with Germany the Germans will never be able to pay the indemnity. British and American officials may help arrange this matter by encouraging trade, but public opinion is bound to be divided. A lot of people who lost sons or relatives will certainly not want to buy German goods. On the other hand there will be a lot of people with whom price will be a consideration, and if German goods are the cheapest they won't mind buying."

PRESIDENT HENDERSON TELLS MASTER PAINTERS ABOUT SAVE THE SURFACE CAMPAIGN

At the annual convention of the Master Painters and House Decorators' Association held in Hamilton, Ont., George Henderson, of Montreal, president of the Canadian Paint, Oil and Varnish Association, and chairman of the "Save the Surface Campaign" Committee, delivered an address on "The Canada Save the Surface Campaign." He dealt at length with the need and purpose of the campaign and told all about how it was carried on and the results obtained. He also spoke of the Master Painters' part in the campaign.

Ernest T. Trigg, of John Lucas & Co, Inc., Philadelphia, the father of the Save the Surface campaign, also spoke at the meeting.



"Save the surface and you save all" Paint & Varnish

"Save the surface and you save all" Paint & Varnish

Ramsay's Agate Floor Varnish

Increase your AGATE FLOOR VARNISH sales by advocating the varnishing of floors during the outdoor season.

There is no element of doubt about "Agate Floor Varnish." It always lives up to its reputation as a **"quality product."** You can sell it in full confidence—that it will prove satisfactory beyond all expectations. Be a Ramsay Agent. It will add prestige to your store.

A. Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes for 77 years

Toronto **MONTREAL** **Vancouver**

Distributors

EDMONTON DISTRICT
Revillon Wholesale Limited, Edmonton

CALGARY DISTRICT
The McDonald-Baker Co., 818 8th Ave. W., Calgary

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — —B.B. Caps 25%, B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; zz short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; centre fire pistol, add 35% list; centre fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M. net; empty shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers——Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, add 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No. 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 9 60
No. 2, dozen	12 00
No. 3, dozen	9 60
No. 4, dozen	1 00
No. 5, dozen	13 00
No. 6, dozen	15 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 23%.
Standard Quality, 23 and 10%.
Side Lace Leather, lb., $1.75-$1.95.
Cut Lace Leather, lb., $1.90-$2.20.
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100, lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, SLEEVE—

No. 3, dozen	$ 5 50

BOARDS, IRONING— —

No. 1, dozen	$21 00
No. 31, dozen	$11 00
No. 32, dozen	12 00
No. 35, dozen	26 00
No. 36, dozen	30 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and larger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends, 25%.
Plow Bolts, 30%.
Elevator Bolts, 25%.
Fancy Head Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list) 25%.
Whiffletree Bolts, 25%.
Nuts, square, blank, add to list, 75c.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list $1.25.
Stove Bolts, 65%. Tire Bolts, 50%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb...11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 33
Rods, base ½ to 1 in., round	0 32
Tubing, seamless, base	0 38

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$12 50
30-gal., Standard	11 00

BOARDS (Wash) Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond Ring (glass)	6 30

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4,000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2,000), 40-2½%.
Chicago Screen Door (3,000), 16 2-3 per cent.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

CHAIN

	Proof Coil		Welded	
	Mont'l	Tor'to	Mont'l	Tor'to
3-6 in.	$22.75	$21.40	$.....	$27.40
¼ in.	16.75	17.75	20.60	23.60
5-16 in.	14.75	14.60	16.40	18.40
⅜ in.	13.00	13.40	15.00	17.25
7-16 in.	12.75	13.15	14.40	16.65
½ in.	12.50	12.80	14.15	16.50
⅝ in.	12.35	12.75	13.85	16.15
¾ in.	12.25	12.70	13.50	16.00
⅞ in.	12.05	12.40	13.40	15.80
1 in.	11.90	12.30	13.30	15.65

Electric Welded

	B.B.		B.B.B.	
⅛ in.	19.00	.....	22.00	.....
3-16 in.	18.00	.....	20.00	.....
¼ in.	15.00	16.00	18.00	.....
5-16 in.	13.50	13.50	16.50	.....
⅜ in.	11.60	12.25	14.60	.....
7-16 in.	11.50	12.00	14.50	.....
½ in.	11.25	11.80	14.25	.....
⅝ in.	11.00	11.55	14.00	.....
¾ in.	9.75	11.25	12.25	.....

F.O.B. Toronto, Montreal

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17 25	$.....
5-16 in.	14 25	17 25
⅜ in.	13 00	16 00
7-16 in.	12 75	15 45
½ in.	12 55	15 25
⅝ in.	12 25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; f.o.b. Toronto.

Cow ties, 20%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4.00; single barrel, $4.50. F.O.B Toronto.

CHAIRS

Step ladder, dozen	$33 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F.o.b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths	$6 85
17—7strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18 6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London

COPPER

	Montreal,	Toronto
Casting ingot, see weekly report		
Rods, ½ to 2 in.	0 32	0 33
Plain sheets, base, 16 oz. and heavier	0 34	0 33
Hot rolled (tinned) one side)	0 38	0 39
Copper sheet, planished base, 16 oz. and heavier	0 42	0 50
Tubing, lb.	0 39	0 41

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	75
No. 7, lb.	74
Nos. 8, 9, 10, 12	73

F.O.B. Montreal, Toronto, Hamilton, London.

CANADA PLATES

	Montreal,	Toronto
Prices nominal,		
Ordinary, 52 sheets	$7 75	$7 35
Do., 60 sheets	7 85	7 45

COKE, TIN PLATES

	Per box
IC, 20x28 base	$18 00
IX, 20x28 base	21 00
IXX, 20x28 base	23 00
IXXX, 20x28 base	25 00

F.O.B. Toronto.

TERNE PLATES

IC, 20x28, 112 sheets..... $19 00
F.O.B. Toronto

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

Bush	15 50

F.O.B. Toronto, London.



W. G. HARRIS, President

There was a little Man
And he had a little Gun
And his Bullets were made
Of LEAD, LEAD, LEAD.

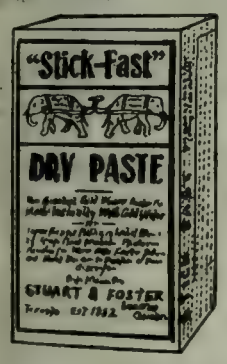
Our Four Plants are full of **LEAD,**

COPPER, TIN, SOLDER, BABBITT METAL LEAD PIPE and SHEET LEAD

We can serve Hardwaremen anywhere in Canada

Factories at : TORONTO MONTREAL WINNIPEG and VANCOUVER

THE CANADA METAL COMPANY, LIMITED



" Stick-Fast "

Made instantly with cold water.

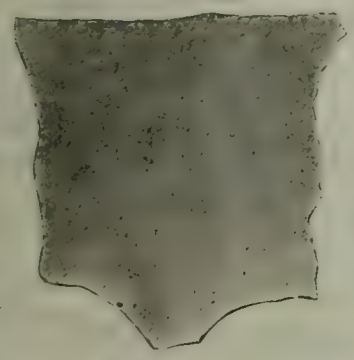
For **all purposes** where Paste is used.

A Great Seller.

Order some to-day—phone your Wholesaler.

Manufactured only by

STUART & FOSTER Ltd.
TORONTO, CANADA



Chamois Skins

With a few exceptions

we have in stock a limited quantity of all sizes from 8 x 10 to 28 x 30.

EVANS & COMPANY, Limited
Coristine Bldg. **Montreal, Canada**

We represent two of the largest factories in the world.

Prompt Service

The C.C.M. factory is now in a position to promptly meet almost any demand that may be made upon it.

When nearly eight hundred extra were wanted quickly in Toronto on the outbreak of the street car strike, they were delivered the same day as ordered.

Orders for Accessories are also being filled promptly. Practically all orders are now filled same day as received.

For prices, catalogues, agency terms, etc., write either Head Office or nearest Branch.

C·C·M· BICYCLES

CANADA CYCLE & MOTOR CO LIMITED · C·C·M· · WESTON · CANADA

The Principal C.C.M. name-plates are:
MASSEY
GENDRON
COLUMBIA
. IVANHOE
PERFECT
CLEVELAND
Brantford RedBird

Canada Cycle & Motor Co
LIMITED
Montreal Toronto WESTON Winnipeg Vancouver

CLOCKS

Big Ben	$3 00
Good Morning, each	1 30
Lookout	1 70
Sleepmeter	1 80

F.O.B. Montreal, Toronto, London, Hamilton

CROWBARS, $9.50 per 100 lbs.

DRILLS—

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

List each.			
1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
1/8	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	40%
Straight Shank	40%
Straight Shank, wire	40%
Taper Shank	40%

DOORS

See Screen Doors.
F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 30%-35%; cast bushings, 30-35%; unions, 40-45%; plugs, 35% off list. Net prices Class B, black, 21c lb.; Class C, 14c lb.; galvanized, Class B, 30c lb.; Class C, 21c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼".	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼".	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $9.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap	Tee
	Doz. pairs.	
4-inch	$ 2 63	$ 2 23
5-inch	3 24	2 80
6-inch	3 50	3 15
8-inch	4 73	3 59
10-inch	8 40	6 30
12-inch	10 41	10 15
14-inch	11 90	10 32

Light, Net Prices, figured at discount 12½%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 35%.

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lighting	12 50
Heath's	12 50
HOES, Grub	$10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt. $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 85
Mrs. Potts, No. 50, nickel-plated, set	1 90- 1 95
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated.	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 34
Hercules, 4 to 10 ft.	0 36
Hercules, 12 to 14 ft.	0 41
Faultless, 4 to 10 ft. only	0 32
Ontario, 4 to 10 ft. only	0 29
Shelf Lock, 4 to 8 ft. only	0 24
Gardner, No. 1	0 21
Do., No. 2, bolted	0 21
Dominion, No. 3	0 25
Do., No. 4, bolted	0 28

Single and Fruit Picking

10 ft. to 16 ft.	22c ft.
18 ft. to 20 ft.	25c ft.

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders

	Per ft.
20 to 32 ft.	$0 26
36 to 40 ft.	0 29
44 ft.	0 32
Over 44 ft.	0 42

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby	$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$11 00
Dowswell	11 25
Noiseless	15 50
Hamilton	12 50
Ottawa	11 50
Peerless	11 50
Snowball	11 00
Momentum	18 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	110 00
Seafoam, engine drive	50 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	11 50
Popular, No. 2	11 00
Economic	13 50
Champion	18 50
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	51 50
Do., do., electric	111 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	59 50
Perfection, electric	119 50
Gem	18 50
Winner	17 00
Connor Improved	10 75
Jubilee	10 25
Canada First	21 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$13 00
Pick, doz.	13 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$38 10 39 60
No. 8, dozen	46 40 48 60

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

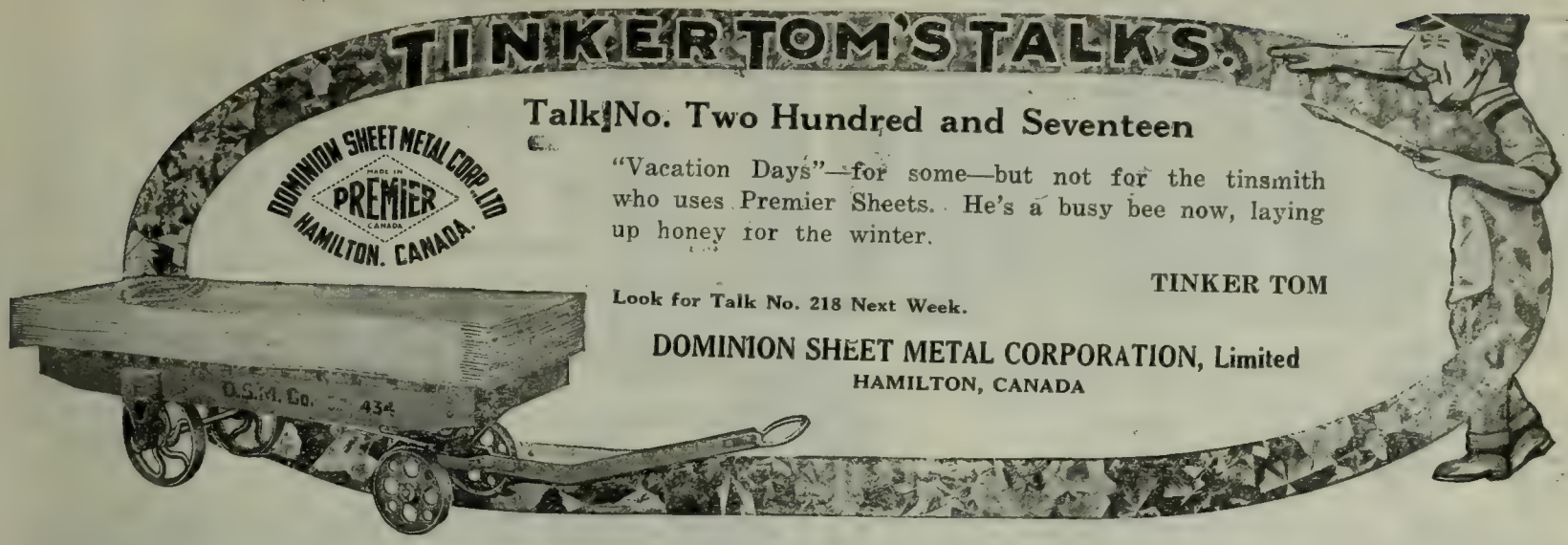
F.o.b. Montreal, Gananoque, Collingwood and Owen Sound. $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

TINKER TOM'S TALKS.



Talk No. Two Hundred and Seventeen

"Vacation Days"—for some—but not for the tinsmith who uses Premier Sheets. He's a busy bee now, laying up honey for the winter.

TINKER TOM

Look for Talk No. 218 Next Week.

DOMINION SHEET METAL CORPORATION, Limited
HAMILTON, CANADA

Convenience Makes Quick Sales



The new Bread Box No. 02 is especially designed to fill the need for small apartments, flats and bungalows. Where home space is limited and cupboards small, this compact box, two-thirds the regular height, fits between standard shelving.

Japanned in French Grey: neatly labeled and striped. The real demand for these, coupled with our constant advertising, assures your sales.

With protected hinge, a feature in all our Bread and Cake Boxes.

The Thos. Davidson Mfg. Co., Limited

Toronto MONTREAL Winnipeg

MAPLE LEAF SAWS



THE PREMIER

The Premier Leads; others follow
Crescent Ground - Easy Running
Easily Fitted - Racer's Favorite
The fastest cutting Saw made

Repeat Sales assured to every dealer
The Largest ALL CANADIAN Saw Manufacturers

Shurly-Dietrich Co., Ltd.

Ottawa Vancouver Galt

Moulding, Flooring, Slating, Box. Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2¼"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 95
36-inch, per roll	6 50
48-inch, per roll	7 60
60-inch, per roll	9 00
72-inch, per roll	10 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	9 00

F.o.b. Montreal, Toronto.

OILS

	Montreal	Toronto
Royalite, gal.	0 20½	0 20½
Palacine, gal.	0 23½	0 23½
Gasoline, net, gal.	0 33	0 32
	List	Gallon
Black oil (Summer)	0 14½	0 13½
Black oil (Winter)	0 16	0 15
Imperial Kerosene Tractor	0 59	
Capital cylinder	0 62	0 58
Machine oil, regular grades	0 36	0 36
Standard gas engine oil	0 40½	0 37
Parafine	0 25	0 21

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list.	0 90
Polarine A, list	1 00
Gargoyle Mobiloil, list	1 30

List, less 25% on above.

Fuel oil, bbls. net	0 08
Fuel oil, tank cars, net	0 07

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	0 70
Tarred Fibre, No. 1 roll	1 25-1 30
Tarred Fibre, No. 2 roll	0 78
Surprise Fibre	0 66
Tarred felt, per cwt.	3 90
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 60
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 100 lbs.)	4 75
Straw, sheathing, dry, per cwt.	3 05
Do., Do., tarred, per cwt.	3 20

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast	
1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—	
5 to 6 lbs., doz.	$11 00 $11 25
6 to 7 lbs., doz.	12 00 12 25
Rock—	
7 to 8 lbs., doz.	13 00

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$....
¼ in.	4 53	6 66	5 13	7 26
⅜ in.	4 53	6 66	5 13	7 26
½ in.	5 99	7 57	6 84	8 42
¾ in.	7 53	9 66	8 68	10 81
1 in.	11 14	14 28	12 84	15 98
1¼ in.	15 07	19 32	17 37	21 62
1½ in.	18 01	23 10	20 76	25 85
2 in.	24 24	31 08	27 94	34 78
2½ in.	38 90	49 73	....	....
3 in.	50 87	65 03	....	....
3½ in.	64 86	81 88	....	....
4 in.	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$27 94	$34 78	$31 64	$38 11
2½ in.	40 66	51 48	46 51	57 35
3 in.	53 17	67 32	60 82	74 97
3½ in.	66 70	83 72	75 90	92 92
4 in.	79 03	99 19	89 93	110 09
4½ in.	88 00	113 00	107 00	132 00
5 in.	103 00	132 00	125 00	154 00
6 in.	133 00	171 00	162 00	200 00
7 in.	175 00	224 00	211 00	259 00
8 L in.	184 00	235 00	221 00	273 00
8 in.	212 00	271 00	255 00	314 00
9 in.	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in.	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham. Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 80%.

4½" and larfer, 70%.

4" and under, running thread, 50%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list.	3 00
12-oz. bottles, doz., list.	6 00
1-qt. can, doz., list.	15 00
½-gal. cans, doz., list.	24 00
1-gal. cans, doz., list.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton

Size	Case	Doz.	Case
¼ pts., 3 doz.		$1 15	$3 40
½ pts., 3 doz.		2 10	6 00
Pints, 2 doz.		3 15	6 00
Quarts, 2 doz.		4 65	9 00
½ gal., 1 doz.		8 40	8 40
Gal., ½ doz.		....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, discount 10%; burrs, add 25%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Amazon, 1 ply	$2 05
Amazon, 2 ply	2 35
Amazon, 3 ply	2 70
Samson, 1-ply, roll	2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Everlastic, 1-ply	1 80
Everlastic, 2-ply	2 10
Everlastic, 3-ply	2 45
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 45
McCombe, Sp., 1-ply	1 70
McCombe Sp., 2-ply	1 95
McCombe Sp., 3-ply	2 30
Panamoid, 1 ply	1 70
Panamoid, 2 ply	1 95
Panamoid, 3 ply	2 30
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 70
Black Diamond Ready Roofing, 2-ply	1 85
Black Diamond Ready Roofing, 3-ply	1 65
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 25
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto and Montreal.

ROPE

	Lb.
Pure Manila basis	34
British Manila basis	30
New Zealand hemp basis	30
Sisal basis	27½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis. On application	
Cotton, ⅜ in.	0 79
5-32 in.	0 78
3-16 in.	0 70-73¾
¼-in. and up	0 69-73½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 751 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (66½), $5.85; 465 (69), $1.80; 171 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel.	$3 95
103, 50 ft. Reliable Jr. Steel	4 05
243, 50 ft. Rival Steel	3 50
1243, 50 ft. Rival Jr. Steel	3 50
603, 50 ft. Metallic	3 00
604, 66 ft.	3 30
403, 50 ft. Linen	2 15
	Dozen
713, 50 ft. Ass Skin	5 40
714, 66 ft. Ass Skin	6 50
143, 3 ft. Steel Pocket	7 10
145, 5 ft. Steel Pocket	9 65
175, 5 ft. Linnine Pocket	5 55
165, 5 ft. Cotton Pocket	1 00

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

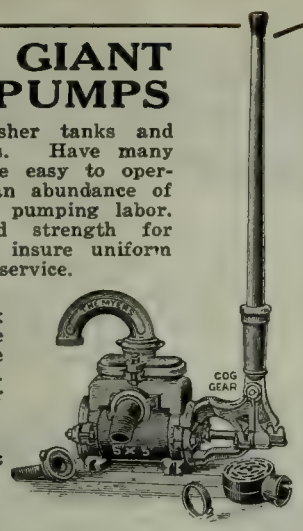
SCYTHES

	Doz.
Cast Steel	$16 00
Golden Clipper	16 00
Little Giant	17 00

MYERS GIANT TANK PUMPS

For filling thresher tanks and many other uses. Have many late features, are easy to operate and throw an abundance of water with least pumping labor. Compactness and strength for size and weight insure uniform and dependable service.

This is Tank Pump Time — Be sure and sell the MYERS this year. Ask your jobber or write us.



F. E. MYERS & BRO.
Ashland, Ohio.

Our Celebrated Hollow Cable Clothes Line Wire

is correctly woven for strength, pliability and smoothness

The Western Wire and Nail Co., Limited
London, Ontario
Wire Nails, Coiled Spring, Barb and Plain Wire, Oiled and Annealed Wire, Staples, Fence Hooks, etc.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

"WELLINGTON"

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc,

Wellington Mills, London, S.E.1., Eng.

AGENT:
Geo.B. Jenkinson, 78 Wellington Street North, Hamilton, Ont.

LONDON BAR IRON

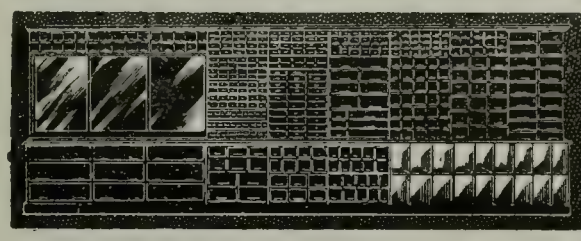
High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver

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Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



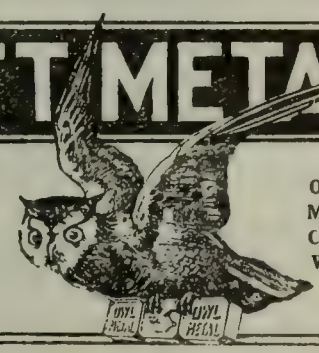
MADE BY

A. SHAW & SON, London, England.

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

OWL BABBITT METALS

Hardware dealers can get Owl Traction Babbitts for tractors, Owl Babbitt Metal for threshers, and Owl Vulcan Babbitts for light, general work from their jobbers. Also solders for tinsmiths and plumbers.



OWL METAL COMPANY WINNIPEG

SCREEN DOORS
Kasement No. 1—2 ft. 8 in., $28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	77½%
Wood, R.H., bright	75 %
Wood, O.H., bright	75 %
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	20

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 70
22 and 24	7 10
18 and 20	7 10
16	6 95
14	6 80

F.O.B. Hamilton and Toronto.

SHINGLES, METAL

Standard, galvanized	$10 00
Standard, painted	8 00

Discount 7½%.

SIDING, METAL

Standard, galvanzed	$8 50
Standard, painted	6 50

Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
Base, 3 to 8 lbs., 42c, f.o.b. Toronto and Hamilton.

SOLDER, BAR
See weekly report

SPOUTS, SAP

Eureka, per M	$13 50	$16 50

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	$ 7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz.	$2 60
Sampson, doz.	7 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	15 and 5	45 and 5	45 and 5
Draining Tools	15 and 5	45 and 5	.....
Hollow Back Scoops	15 and 5	.....	45 and 5
Sand Shovels	15 and 5	.....	45 and 5
Hollow Back Shovels	15 and 5	.....	45 and 5
Hollow Back Coal Shovels	15 and 5	.....	45 and 5
Riveted Back Scoops	45 and 5	45 and 5	45 and 5
Miners' Spring Point Shovels	45 and 5	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, nickeled fittings, Cyco ball bearing	$48 00
Club, Jap. Cyco bearing	102 00
Champion, nickeled fittings	40 00
Champion, japanned fittings	34 00
Grand, nick., Cyco B.B.	61 00
Grand, jap., Cyco B.B.	55 00
Grand Rapids, nick., Cyco B.B.	45 00
Grand Rapids, jap., Cyco B.B.	39 00
Parlor Queen, nick., Cyco, B.B.	51 00
Princess, nick., Cyco B.B.	46 00
Standard, nickeled fittings	42 00
Standard, jap. fittings	36 00
Universal, nick., Cyco bearing	43 00
Universal, jap., Cyco bearing	37 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, nickeled	$98 00
Household, japanned	88 00
Superba, nickeled	114 00

F.O.B. factory, Niagara Falls, Ont.
Prices guaranteed by manufacturers against their own decline to Dec 31, 1919. Also stock by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 90
Attachments, set	8 25

F.O.B. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 and 10%
Shoe findings list adopted July 5, 1917	Net List
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$ 2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.
F.O.B. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	0 71
4-ply wrapping, lb.	0 73½

F.O.B. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.O.B. Newmarket.

VALVES %

Compression work, standard	50
High grade	40
Fuller work, standard	15
High grade	38
Basin cocks, No. 0, Standard	50
High grade	40
Bath cocks, compression	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard	10% advance on list
Radiator valves, standard	31
Do., removable seat	Net list
Patent quick opening valves	30
Globe, angle and check valves, standard	23
Do., Jenkins Disc	22
Jenkins Valves	10
Standard Gate	35

F.O.B. Toronto.

Penberthy Brass Valves

Compodisk Valves	15-5%
Gate Valves	25%
Regrindinf Valves	15-2½%
Swing Check Valves	10-2½%

WARES, ETC.
Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%; White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30% and 5%. 33 1-3%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10% less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots in 3 doz lots, list, plus 10%, less 10%.
Nickel-plated Ware, 50%.
F.O.B. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS
Rain plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅝ in., 1¾ in., 1 15-16 in., $18.00; 1⅞ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$4.75	$4.00	$4.75
Section, ½lb., per 100 lbs.	4.75	4.50	4.50
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

WHEELBARROWS

Navvy, steel wheel, doz.	$60 00
Garden, steel, doz.	64 25
Light garden, doz.	46 80

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

Cut Hay Wire.	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	5 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.

Smooth Steel Wire.

Nos. 0-9 gauge, base	5 60

Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

Our Canadian soldiers made Canada famous by winning great victories in Flanders. The Canadian Arrow Head Vanadium Steel Saws are making Canada famous, by winning the battle of popularity throughout the world.



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.

Our "Wanted" page is the place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

DU PONT CANADIAN INDUSTRIES

IF ITS FLINT ITS GOOD

Flint Varnish & Color Works of Canada, Limited

Makers of

Fine Railway, Automobile, Carriage, Piano and Furniture Varnishes, Color Varnishes, Enamels, Japans, Driers, Primers and Surfacers.

Head Office and Factory:

Toronto DU PONT Ontario

DU PONT

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	11-12c	12

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 09½
Do., pure, 100 lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs	0 15
Imp. green, 100-lb. kegs	17-19
Chrome green, pure	0 35
Chrome yellow	25-41
Brunswick green, 100-lb. kg.	12-14½
Indian red, 100-lb. kegs	15-20
Indian red, No. 1, 100-lb. k.	06-10
Lamp black	0 23-0 25
Venetian red, best bright	07-09
Venetian red, No. 1	0 05½
Drop black, pure dry	0 09½
Golden ochre, 100-lb. kegs	0 12
White ochre, 100-lb. kegs	05½-06
White ochre, barrels	0 04½
Yellow ochre, barrels	0 03½
French ochre, barrels	06-10½
Spruce ochre, 100-lb. kegs	0 07-8
Canadian red oxide, bbls.	0 03½
Super magnetic red	0 05
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE 1 lb. tins—	
Venetian red	23-30
Indian red	0 30
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-38
Siennas	0 34
Umbers	0 34
Ultramarine blue	45-48
Prussian blue	1 00
Chinese blue	1 00
Drop black	0 35
Ivory black	0 36
Signwriters' black, pure	38-40
Lampblack	38-40
Marine black, 5-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$7 47½
C.P.C. Albagloss	4 02½
B-H "White" Enamel	7 47½

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50 1-lb. pkgs	$25 00
Case No. 8—100 ½-lb. pkgs.	28 00
Case No. 9—200 ¼-lb. pkgs.	35 00
Discount—	
French medal (prices withdrawn).	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	0 24

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.

F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$16 00	$16 35
Crown Diamond	16 00	16 35
Crown, Pure	16 00	16 35
Green Seal	16 00	16 35
Ramsay's Pure	16 00	16 35
Moore's Pure	16 00	16 35
Tiger, Pure	16 00	16 35
O.P.W. Dec. Pure	16 00	16 35
Red Seal	16 00	16 35
O.P.W. English	16 20	16 35
Elephant Genuine	16 50	16 85

B.B. Genuine Lead, less than tons, $18.50, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)		
Genuine, 560-pound casks, per cwt.	$10 50	14 50
Genuine, 100-pound kegs, per cwt.	11 50	15 50
Less quantity	13 25	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

LITHARGE	
Tons or over (cwt.)	$10 75
Smaller lots (cwt.)	11 75

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 95
Elephant, colors	4 55
B.-H. English, white	5 05
B.-H. English, colors	4 85
B.-H. Floor	4 00
B.-H. Porch Floor	4 55
Minerva, white	4 90
Minerva, colors	4 65
Crown Diamond, white	4 80
Crown Diamond, colors	4 55
Crown Diamond, floor	4 00
B.-H. Fresconette, white	3 50
B.-H. Fresconette, colors	3 50
Moore's House Colors, white	5 00
Moore's House Colors, colors	4 80
Moore's Egyptian Paint, white	4 00
Do., colors	3 85
Moore's Floor Paint	3 75
Moore's Sani-Flat	3 75
Moore's Porch and Deck Paint	4 90
Moore's Mooramel	....
Jamieson's Crown Anchor	4 30
C.P.C. Pure, white	5 05
C.P.C. Pure, colors	5 55
O.P.W. Canada Brand, white	4 80
O.P.W. Canada Brand, colors	4 50
O.P.W. Canada Brand, floor	3 75
O.P.W. Flat Wall, white	3 60
O.P.W. Flat Wall, colors	3 50
Ramsay's Pure, white	4 90
Ramsay's Pure, colors	4 60
Martin-Senour, 100%, white	5 05
Martin-Senour, 100%, colors	4 80
Martin-Senour, Porch Paint	4 55
Martin-Senour, Neutone, white	3 60
Martin-Senour, Neutone, colors	3 50
Sencur's Floor Paint	4 00
Sherwin-Williams, white	5 05
Sherwin-Williams, colors	4 80
Sherwin-Williams, floor	4 00
Sherwin-Williams, porch floor	4 55
Flat Tone, white	3 60
Flat Tone, colors	3 50
Lowe Bros., H.S., white	5 05
Lowe Bros., H.S., colors	4 80
Lowe Bros., hard drying floor	4 00
Mellotone, white	3 75
Mellotone, colors	3 60
Sanitone, white	3 60
Maple Leaf, white	5 05
Maple Leaf, colors	4 80
Maple Leaf, floor	4 00
Pearcy's Prepared, colors	4 25
Pearcy's Prepared, white	4 50

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs.	$0 48
In kegs, about 250 lbs.	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 65	$5 95
Bulk, 100-lb. drums	6 50	6 80
Bulk, 25-lb. drums	6 75	7 05
Bulk, 12½-lb irons	7 00	7 30
Bladder, in bbls.	7 00	7 70

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

ROSIN	
Barrels, 100 lbs.	$9 50
Less, per lb.	0 12

SHELLAC
Pure White, gal (1 gal. tins), $5.45 to $6.15; pure Orange, gal (1 gal. tins), $5.25 to $5.65; Gum Shellac, TN, $1 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	2 75
O.P.W. Presto	2 75
Lingerwett	2 55-3 00
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.35-$1.46 gal.; gal tins	$1.57-$1.68
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of	40%.
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
C.P.C. Sun Varnish	3 33
C.P.C. Sun Spar	4 63
C.P.C. Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 52
M-S Marble-Ite Floor	3 91
M-S Wood-Var	3 91
M-S Durable Spar	5 11
M-S Finest Interior	3 34
Elastic Interior	3 14
Mar-not	3 90
Quick Action House	2 65
Rexspar	5 12
Smear-Not	3 34
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 50
Luxeberry granite	4 50
Luxeberry spar	5 62
Ramsay's Universal	3 68
Crown Diamond Floor	3 65

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21½

WHITE	
XXX	0 18
XX	0 16⅜
X	0 15½
XC	0 13½
Japanese	0 13
XXX Extra	0 19½
XX, grand	0 18¼
XLCR	0 17
X Empire	0 15½
X Press	0 14

COLORED	
No. 5	0 13¾
No. 1	0 12¾
No. 7	0 11¾
No. 1A	0 10¾
No. 1B	0 09¾
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular	0 11
Keen	0 09½

Above lines subject to trade discount for quantity.

WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 45
Ronuk Floor Wax, lb.	0 3[illegible]
Berry Bros.	0 35
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 58 0 62
Johnson's	0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls.	$2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00

WOOD ALCOHOL	Per gal.
In five gallons	2 20
In barrels	2 15

$4 extra for barrels.
F.o.b. Montreal, Toronto, London

THE
Saskatchewan Glass & Supply Co., Ltd.
MOOSE JAW, SASK.
GLASS

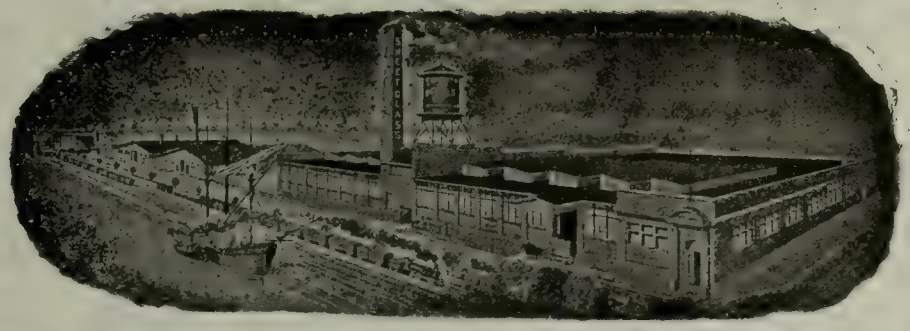
MR. HARDWARE DEALER:—
We expect you BUY on a PRICE and SERVICE basis, goods being equal. If you do, you MUST purchase from us. We can sell you CHEAPER and deliver QUICKER than any house east of us.

PLATE AND WINDOW GLASS
WINDSHIELD GLASS
MIRRORS AND FANCY GLASS

and all kinds of Glass for a building.

TRY US AND BE CONVINCED

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

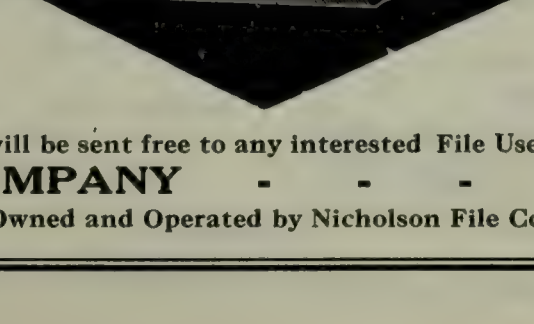
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $3.25; C.B. Caps, $4.10; 2 2Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Double Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch, 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%, plough bolts, 25%; stove bolts, 50%; shaft bolts, 20%; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 8, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 85
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 70 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 40-5%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60-10%
Class B and C, off new list	20%
Bushings	20%
Unions	40%
Nipples 4" and under	55%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GPASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 05
Cold Blast, regular	1 05

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4 $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

Apollo and "Fleur Premier de Lis"

10¾ oz. or 28 Eng.	$9 40
28 Am. or 26 Eng.	9 00
26 Am. or 26 Eng	8 70
24	8 55
22	8 55
18 and 20	8 40
16	8 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50 set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

20% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	18 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 50
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O-Cedar Polish, No. 1	$12 00
O-Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in. $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.64; Silkstone colors, $3.40; Silkstone white, $3.50; Stephens' Barn Paint, $1.45.

POLISH

	Doz.
O-Cedar—	
4 oz.	$ 2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$ 2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40
Bon Ton—	
¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
Gal.	15 00
½ gal.	9 90

If You Knew—

THE economic reasons, alone, as a motive for housewives in selecting "Silkstone" as a wall covering, are a big factor in promoting sales.

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Silkstone is cheaper than wall-paper (and decidedly more sanitary), lasts longer than other wall finishes, can be washed often, and won't rub off. It gives a beautiful soft, silky finish that will outwear any other wall covering. The economy of a finish that costs little to apply and lasts so long will forcibly appeal to all.

Set "Economy" to make sales of Silkstone for you. If there is no Stephens' Agent near you, write for our good proposition.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG **and** **CALGARY**

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 833	1071
inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 76
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER, Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ...; 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 45c lb.; No. 8, 46c; No. 10, 50c; No. 12, 54c.

Five-lb. assorted boxes, No. 8, 52c; No. 10, 55c lb.

Copper Burrs, No. 7, 45c; No. 8 46c; No. 10, 50c; No. 12, 54c.

ROPE

Sisal, 28¼c base; pure Manila, 35¼c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 66c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER

Star—	Quire.	Ream.
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 50
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—		
00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 79	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%, flat head, brass, 35%; coach, 45%. Set Screws, 40%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, nickeled	$101 00
Household, japanned	91 00
Superba, nickeled	117 00

F.O.B. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to Decenmeber 31, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Ccoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 35 to 36c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—	Doz.		
	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE
See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 66
Cotton, 3-ply, balls	0 69
Cotton, 4-ply, cones	0 70
Cotton, 4-ply, balls	0 73

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, retinned, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Ligh Galvanized Pails and Tubs, list, plus 20%.

Heavy Galvanized Pails and Tubs, plus 80%.

Jap. Coal Hods, list, plus 35%.

Galvanized Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 45% off list plus $1.50; full boxes, iron, 33 1-3% off list, plus $1.00.

WHITE EEAD

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB

Lyman, 4-point, $4.85 Winnipeg; Glidden Cattle, 2-pt., $4.65 Winnipeg; Baker, 2-pt., $4.55 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized, Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.25 Winnipeg; $6.75 Fort William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED

No. 9, $6.00; 10, $6.06; 12, $6.20; 14, $6.40; 15, $6.55; 16, $6.70 per 100 lbs.

WRENCHES (NUT)

Agricultural—	Doz.
6 inch.	$6 70
8 inch.	8 00
10 inch.	9 40
12 inch.	12 00
15 inch.	16 80
Perfect Handle—	
6 inch.	12 00
8 inch.	14 40
10 inch.	16 80
12 inch.	21 60
15 inch.	28 80
18 inch.	38 40

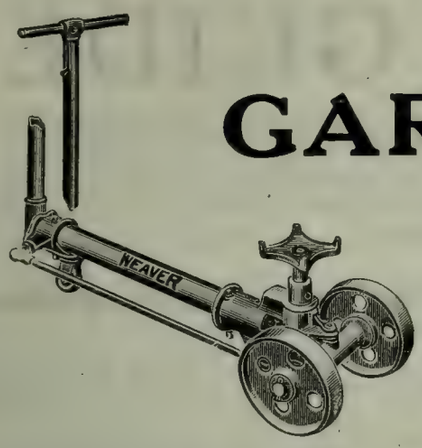
WRENCHES (PIPE)

Stillson—	Each
6 inch.	$1 00
8 inch.	1 15
10 inch.	1 25
14 inch.	1 75
18 inch.	2 50
24 inch.	3 65
36 inch.	6 75
Trimo—	
10 inch.	$1 60
14 in.	2 10
18 inch.	3 00
24 inch.	4 35

Always Ready—	Dozen. Black.	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Eze, $62.55 per dozen, Reliance,



WEAVER GARAGE AND SHOP EQUIPMENT

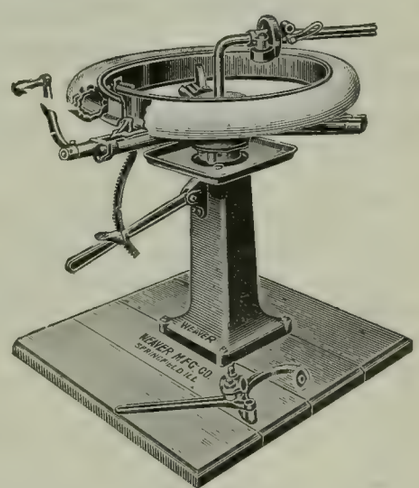
The requirements of the garage and repair shop have been carefully studied and diagnosed by the manufacturers of this line with the result that the various difficulties and contingencies that arise in the handling and repairing of automobiles can now be disposed of

Quickly and Economically

and with a minimum of labor.

Each device in this very complete line is an article of real merit and a practical necessity to the garage or repair man.

Ask for a copy of the WEAVER BOOKLET and also a copy of our 1919 ACCESSORY CATALOGUE.



GREAT WEST ELECTRIC CO., LTD.

WINNIPEG

Distributors of LACO TUNGSTEN and NITRO LAMPS.

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

Advertising

Advertising is the education of the public as to who you are, where you are, and what you have to offer in the way of skill, talent or commodity. The only man who should not advertise is the man who has nothing to offer the world in the way of commodity or service." — Elbert Hubbard.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings as is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Implements
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammonia
The Engineers' Supply Co., Winnipeg, Man.
Stuart & Foster, Toronto.

Ammunition
Thos. Birkett & Son, Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Art Glass
Leeks and Potts, Limited, Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Crown Cycle & Motor Co., Montreal.
E. G. Gooderham, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
The Bunyan Mfg. Co., Cleveland, Ohio.
The Burrowes Mfg. Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durkee-Atwood Co., Toronto, Ont.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. h Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
The Prismolite Sales Co., Westfield, N.Y.
Will. B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
H. A. Shaler Co., Waupun, Wis.
The Steel Trough & Machine Co., Ltd,, Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal.

Automobile Hoods (Ford)
The Burrowes Mfg. Co., Toronto.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Automobile Signals
The Bunyan Mfg. Co., Cleveland, Ohio.

Awnings
Finnie & Murray, Ltd., Winnipeg.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Windsor, Ont.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Usona Mfg. Co., Windsor, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

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Canadian Bee Supply & Honey Co.

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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

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Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Ont.
Plewes, Ltd., Winnipeg, Man.

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D. Ackland & Son, Winnipeg.

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Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
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Peterboro Canoe Co., Ltd., Peterboro, Ont.

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Caverhill, Learmont & Co., Montreal.
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Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg.
The Steel Co. of Canada, Ltd., Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

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Williams & Co., J. H., Brooklyn, N.Y.

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Boring Bars
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
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Steel Co. of Canada, Ltd., Hamilton.
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Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

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Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.

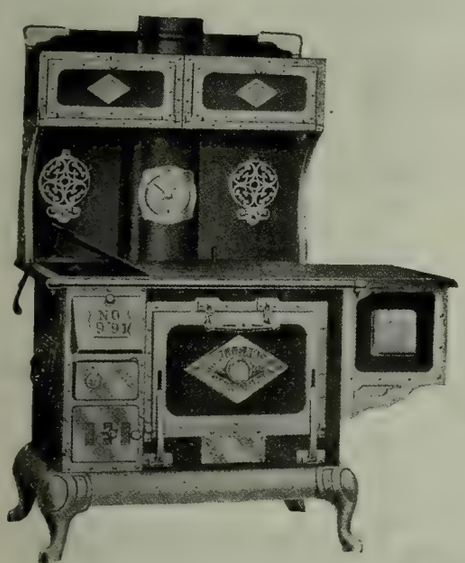
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THREE LEADING RANGES

THE DIAMOND "A" MALLEABLE, SUPERB AND THE HOME PRIDE



Diamond "A" Malleable

Diamond "A" Malleable

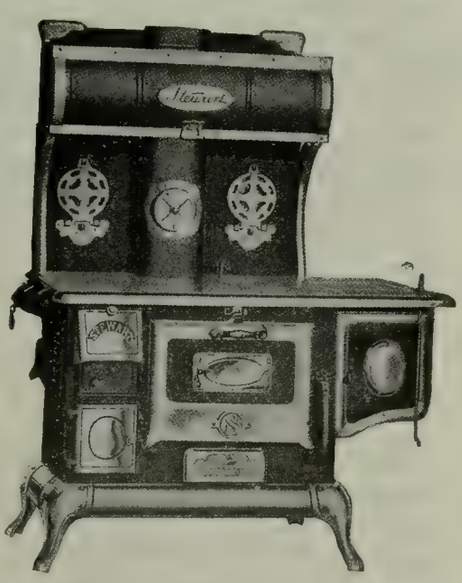
The Diamond "A" Malleable Range has a Steel Body, the Oven has Malleable Angle Iron Frame Front and Back. Braced Full Length. Nickel Parts Double Plated on Copper Base.

Coal and Wood Grate

Malleable Three-Panel Top, Highly Polished. Front Panel Hinged. Firebox Linings Extra Heavy. Reservoir—Cold Rolled Copper, Tinned Inside. Thermometer in oven door.

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We Fully Guarantee The Diamond "A" Malleable Steel Range



Superb

Superb

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J. N. Warminton & Co., Montreal, Que.

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Dominion Oil Cloth Co., Ltd., Montreal, Que.

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Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
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Steel Co. of Canada, Ltd., Hamilton.
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Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

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Progressive Mfg. Co., Torrington, Conn.

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National Mfg. Co., Sterling, Ill.
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Van Cleef Bros., Chicago, Ill.

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Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
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Dowswell, Lees Co., Hamilton.
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Clamps
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Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

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Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
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Dowswell, Lees Co., Ltd., Hamilton, Can.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Royal Fireless Cooker Co., Ottawa, Ont.

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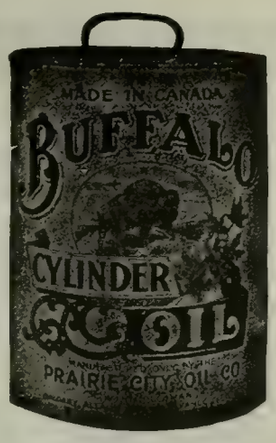
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Butterfield & Co., Inc., Rock Island, Que.
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Trimont Mfg. Co., Roxbury (Boston, Mass.).

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The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

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Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
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Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

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J. E. Beauchamp & Co., Montreal, Que.

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Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

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Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Drain Pipe Cleaners
Herbert Terry & Sons, Redditch, Eng.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto
Perfection Sanitary Brush Co., Toronto, Ont.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

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Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
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Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

Electric Fans
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.

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Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

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Barton-Netting Co., Ltd., Windsor, Ont.
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Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Windsor, Ont.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers, Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bullock Co., Ltd., Garanoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Common Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures
Barton-Netting Co., Ltd., Windsor, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Finnie & Murray, Ltd., Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal.
Usona Mfg. Co., Windsor, Ont.
Ward & Gladstone, Manchester, Eng.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

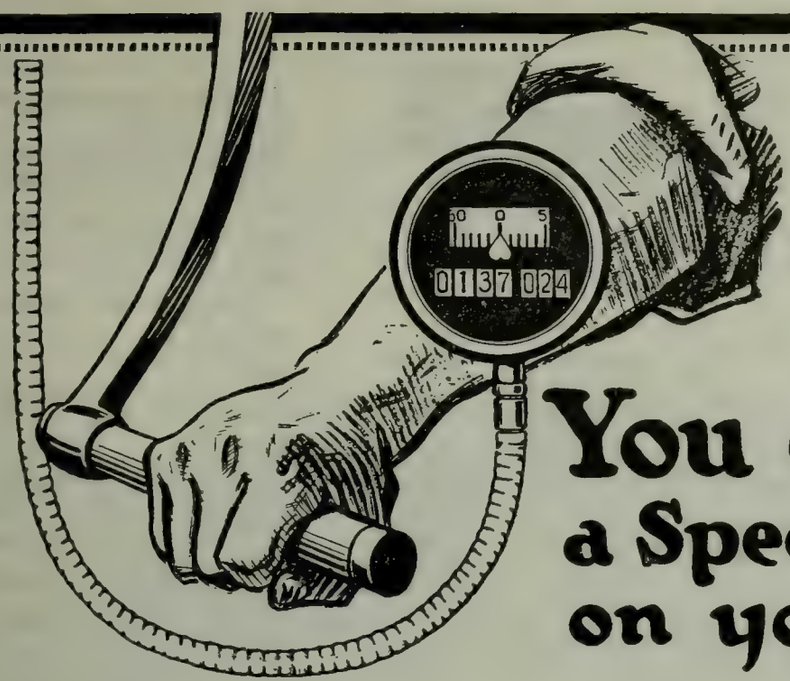
Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto

Crown Cycle & Motor Co., Montreal

Ford Car Parts



There are no Substitutes for Dairy Foods

You can't have a Speedometer on your arm

Even if you could, it would not make you turn at a certain speed every time you used a separator. Own a separator that you do not have to coddle by turning at a fixed speed or by using speedometers and other contraptions. Do the sensible, practical thing and buy a Sharples.

American ingenuity has perfected a principle in the Sharples that enables you to turn the handle fast, slow or "as you like it." You can loaf along, or speed it up—and you do not lose a cent's worth of butterfat nor change the thickness of your cream. From a straight, money-making standpoint alone, the Sharples is the only separator you can **afford** to buy.

AFTER READING THIS SHARPLES AD--- PUT YOURSELF IN THE FARMERS' PLACE

Would you buy a separator that was as contrary as a fixed feed separator—that had to be coddled? Or would you do what thrifty farmers **have done**—invest in the Sharples Suction-Feed that "Skims Clean At Any Speed?" Why not apply the same logic to the line of Separators you handle—and follow the line of least resistance—with the Sharples. Not all dealers can qualify for a Sharples Contract, but correspondence is invited from progressive dealers. Address nearest office.

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The Lounsbury Co. Newcastle, N.B.

Distributors through all their Branches

J. Clark & Son Fredericton, N.B.

"Over 2,425,000 Sharples Separators in daily use"

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THE BUYERS' GUIDE

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Fdry. & Machine Co., Ltd., Moncton, N.B

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal
The Vilt Mfg. Co., Montreal, Que.

Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co. Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Winnipeg Ceiling & Roofing Co., Winnipeg

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seeders and Hoes
The Bateman-Wilkinson Co., Ltd., Toronto.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garden Tools
The Bateman-Wilkinson Co., Ltd., Toronto.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
The Louden Machinery Co. of Can., Ltd., Guelph.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Leeks & Potts, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co, Winnipeg.

Glue, Flake
Canada Glue Co., Ltd., Brantford, Ont.
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.
Canada Glue Co., Ltd., Brantford, Ont.

Glue Pots, Electric
Canada Glue Co., Ltd., Brantford, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que
Dominion Glue & Emery Co., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg.
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont
A. R. Clarke & Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canada Asbestos Co., Montreal, Que.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Gum, Repair
Adamson Mfg. Co., Hamilton, Ont.

Guns
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Halters
R. R. Kinread, Winnipeg, Man.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
The Louden Machinery Co. of Can., Ltd., Guelph.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
The Louden Machinery Co. of Can., Ltd., Guelph.
National Mfg. Co., Sterling, Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Harness
Samuel Trees & Co., Toronto.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
North American Hardware Co., Ltd., Montreal.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.
Trees Spriggs Co., Ltd., Winnipeg, Man.

Hatchets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.

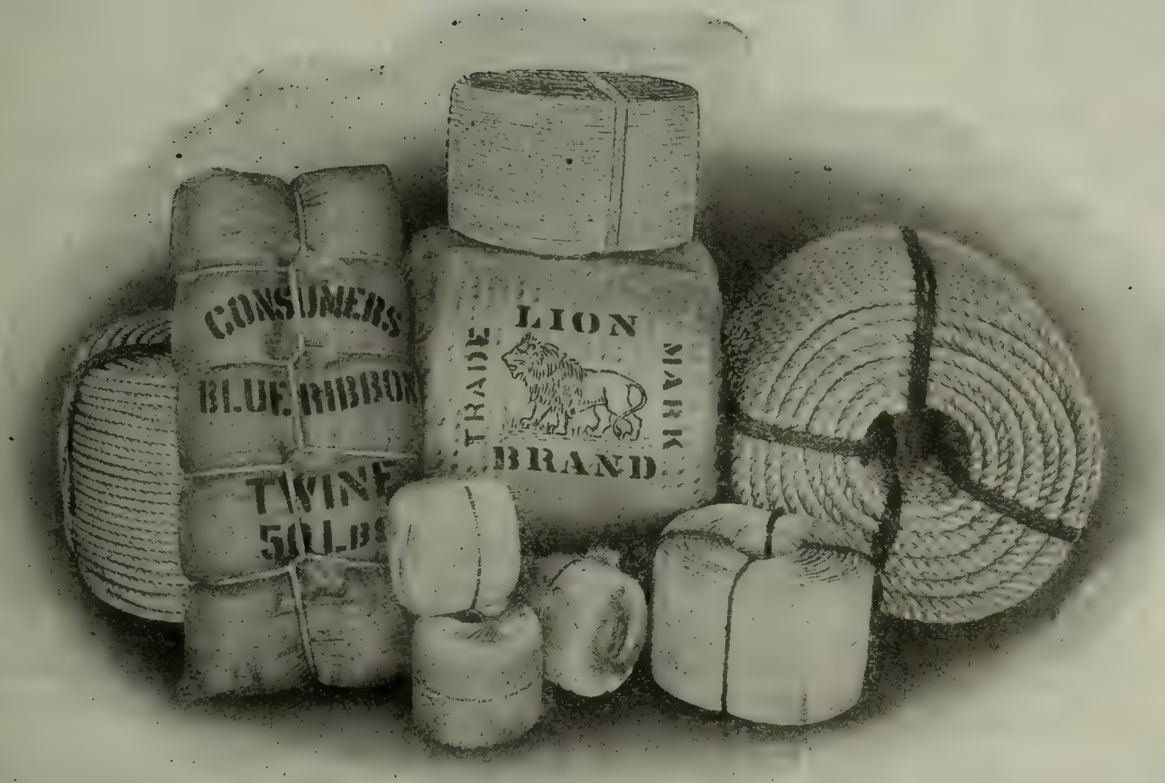
Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.





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Sell your customers nothing but the best. In yardage, strength, durability, wearing and lasting qualities LION BRAND MANILLA ROPE takes first place. Subject it to the severest tests—stretch, examine, work or twist it, and note the results.

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Agents and Stocks: Tees & Persse, Limited, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, Fort William.

JAS. BISSET & CO., Quebec **MACGOWAN & CO., Vancouver**

THE BUYERS' GUIDE

Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Hooks, Whiffletree
The International Malleable Iron Co., Ltd., Guelph, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Household Pails
E. B. Eddy Co., Hull, Que.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
Th Penberthy Injector Co, Ltd., Windsor, Ont

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
J. E. Beauchamp & Co., Montreal
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville Ont

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal
Dominion Iron & Steel Co., Sydney, N.S
A. C. Leslie & Co., Ltd., Montreal
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Nova Scotia Steel Co., New Glasgow N S

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary
National Stamping & Electric Works, Chicago
The Royal Self-Heating Iron Co., Big Prairie, O

Jack Planes
Stanley Rule & Level Co., New Britain, Conn

Jack Screws
Canada Foundries & Forgings, Brockville, Ont

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Cars
The Waterdown Mfg. Co., Waterdown, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng
Jonathan Crookes & Son, Ltd., Sheffield, Eng
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Knives, Sportsmen's
Marole Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal.

Lamps, Acetylene
The Brilliant Searchlight Mfg. Co., Duluth, Minn.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal, Q

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
North American Hardware Co., Ltd., Montreal

Lanterns, Electric Hand
Usona Mfg. Co., Windsor, Ont.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings Ltd., Brockville, Ont
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd Brockville.
Clipper Lawn Mower Co. Dixon Ill
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines Ont
The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.

Lock Springs
Herbert Terry & Sons, Redditch, Eng.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St Catharines, Ont.

Lugs, Malleable Iron Bands
The International Malleable Iron Co., Ltd., Guelph, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shmily Co. Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont

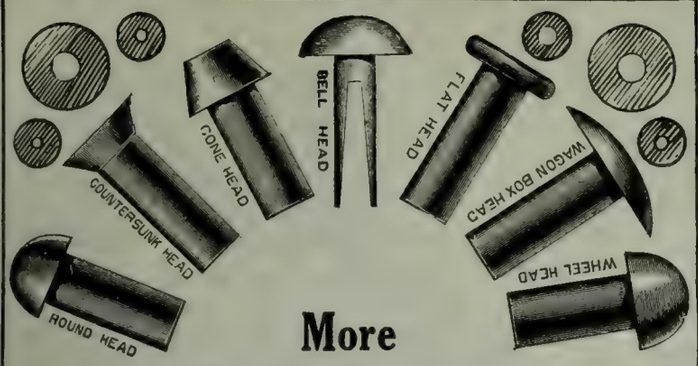
Meat Choppers
Landers, Frary & Clark, New Britain, Conn

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton Eng.

Metal Stamping
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.



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Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

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Iron, Copper and Brass Rivets,
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Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
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Copper and Steel Boat and Canoe Nails, etc.



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THE BUYERS' GUIDE

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Hamilton Stamp & Stencil Works, Hamilton, Ont.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pans
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Toronto Plate Glass Importing Co., Toronto.
Leeks and Potts, Limited, Hamilton, Ont.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motorcycles
The Enfield Cycle Co., Ltd., Redditch, Eng.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Burners, Kerosene
The Canada Oil Burner Co., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Int Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co. Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co, Montreal.
McArthur-Irwin Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
W. C. Wood Co., Minneapolis, Minn.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pastes
Stuart & Foster, Toronto.

Paste, Dry
Stuart & Foster, Toronto.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg.

Peelers, Vegetable
John Burns & Co., Montreal, Que.

Pick, Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Rings
The Brown Engineering Co., Toronto, Ont.
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto.
Soren Bros., Toronto.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Planters and Diggers, Potato
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies
John Stevens Co., Ltd., Winnipeg, Man.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.



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Armco Iron is a universal sheet metal. Its pure iron base insures rust-resistance whether it is made into high grade polished sheets for passenger locomotive jackets or just plain galvanized sheets for the gutters and down spouts of the modest homes.

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THE BUYERS' GUIDE

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stewart Spiers, Ayr, Scotland.

Plow Rings
International Malleable Iron Co., Ltd., Guelph.

Polishes
Stuart & Foster, Toronto.
Vlit Mfg. Co., Montreal, Que.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

Polishes, Brass
Stuart & Foster, Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polish, Silver
Stuart & Foster, Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

Polish, Cream, Metal
Stuart & Foster, Toronto.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Dominion Radiator Co., Ltd., Toronto.
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal.

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rat Poison
The Common Sense Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Limited, London, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Butchers'
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

Saws, Hack
The Millers Falls Co., Millers Falls, Mass.

Scissors
The Acme Shear Co., Bridgeport, Conn.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrap, Iron and Steel (Buyers)
S. Solway & Sons, Toronto, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Seats, Garden
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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Otterville Mfg. Co., Otterville, Ont.

Silverware
Can. Wm. A. Rogers Co., Ltd., Toronto.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal, Que.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Snow Shoes
The Northland Ski Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Co., St. Paul, Minn.

Skis
The Northland Ski Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont
The Can. Flexible Skate Co., Ltd., Parry Sound.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Anglo-Canadian Leather Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.
D. F. Jones Mfg. Co., Gananoque, Ont.

Spark Plugs
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal.
Hyslop Bros., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Herbert Terry & Sons, Redditch, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spring and Presswork Specialties
Herbert Terry & Sons, Ltd., Redditch, Eng.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Spring Dies
Wells Bros. Co. of Canada, Galt.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Manton Bros., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Steel Wool
The American Steel Wool Mfg. Co., New York.

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Empire Stove & Furnace Co, Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stove Renovators
The Flexible Conduit Co., Ltd., Guelph, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Wagon Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Stucco Board
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Finnie & Murray, Ltd., Winnipeg.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

Tin Plate
Joseph R. Martin & Co., Montreal, Que.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Crown Cycle & Motor Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
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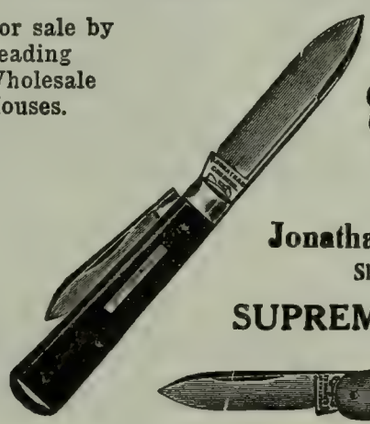
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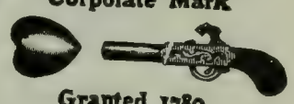
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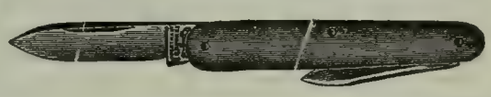
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal.

Toboggans
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Co., Ltd., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Co., Ltd., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Smith & Hemenway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock.
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Hay
Louden Machinery Co. of Canada, Ltd., Guelph.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co., Montreal, Que.
Belleville Hardware & Lock Mfg. Co., Belleville.
Coleman Fare Box Co., Toronto.
The Crown Mfg. Co., Hamilton, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Towel Bars
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville.
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tube Rubber
K. & S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Laco-Phillips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube, Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Turpentine
Brown Corporation, Portland, Maine.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Clements Mfg. Co., Ltd., Toronto.
The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes—Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Veneer Seats
J. E. Beauchamp & Co., Montreal Que.
Canadian Veneering Co., Acton Vale, Que.

Ventilators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vermin Exterminator
The Common Sense Mfg. Co., Toronto.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
Steel Co. of Canada, Ltd., Hamilton.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Maxwells Ltd., St. Mary's, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
The One Minute Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows, Garden and Contractors
Erie Iron Works, Ltd., St. Thomas, Ont.
Bateman, Wilkinson Co., Ltd., Toronto, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheeled Goods
The Crown Mfg. Co., Hamilton, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
J. E. Beauchamp & Co., Montreal, Que.
Frothingham & Workman, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Sons Ltd., Toronto, Ont.
White's, Ltd., Collingwood, Ont.

IF YOU CONVINCE

a prospective buyer that she should have a washing machine and wringer—one point is settled.

To satisfy her and uphold the reputation of your store you must supply absolutely dependable goods.

The first point is up to you—the second up to the manufacturer.

So choose a line that is favorably established.

Such a line is made by Dowswell, Lees & Co., Ltd. The name has a real sales value—because for thirty years it has represented the best in washing machines and wringers.



Arrow Brand Wringers.

TO CLINCH A SALE THE NAME "DOWSWELL" CARRIES CONVICTION



THE

SEAFOAM

Electric Washer and Wringer. Convenient to operate---Absolutely safe.

Wrings while it washes, washes while it wrings.



DOWSWELL, LEES & CO., LIMITED

HAMILTON, CANADA

Makers of every type of hand or power washing machine of merit. Also ARROW BRAND Clothes Wringers.

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

THE BUYERS' GUIDE

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Tronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
The Graham Nail Works, Toronto.

Wire, Bright
The Graham Nail Works, Toronto.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Wire, Hay
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
The Graham Nail Works, Toronto.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
International Malleable Iron Co., Ltd., Guelph, Ont.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill
Nineteen Hundred Washer Co., Inc., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.
Caverhill, Learmont & Co., Montreal.
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Wrought Nipples
J. H. Williams Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
Plewes Ltd., Winnipeg, Man.
Williams & Co., J. H., Brooklyn, N.Y.

Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.

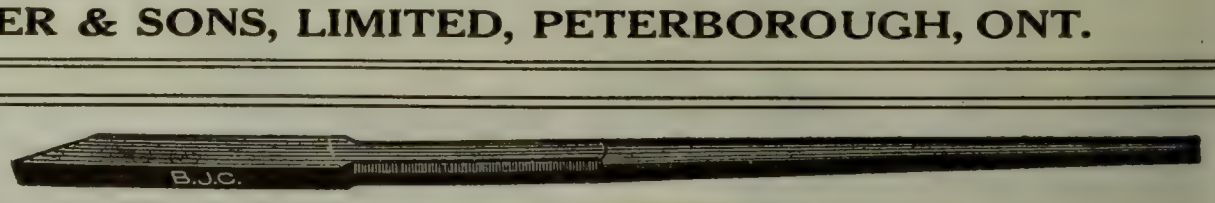
Zinc, Sheet
B. & S. H Thompson & Co., Ltd., Montreal, Que.



For months we have looked for the day **The Peace Treaty** would be signed and the event will be marked by thanksgiving and celebrations of various kinds. No celebration will be complete without the **glorious old Union Jack** floating everywhere. Flags are continually wearing out. Stock up for immediate sales and delivery. We have a large stock and our prices are right.

J. J. TURNER & SONS, LIMITED, PETERBOROUGH, ONT.

CROWBARS



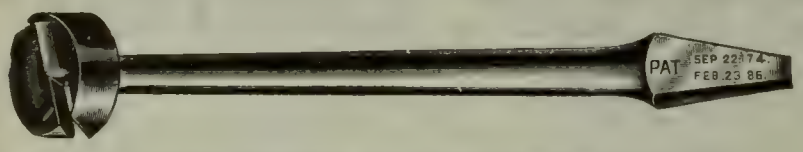
No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

TARRED FELT SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar MONTREAL



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

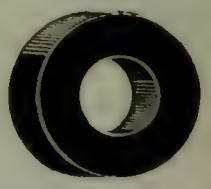
bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

THE BEST H. P. VALVE DISC



in the markets of the world. 100 per cent. efficient. Stands the strain of high pressure steam and superheat.

STRONG'S I. O. P. Valve Discs

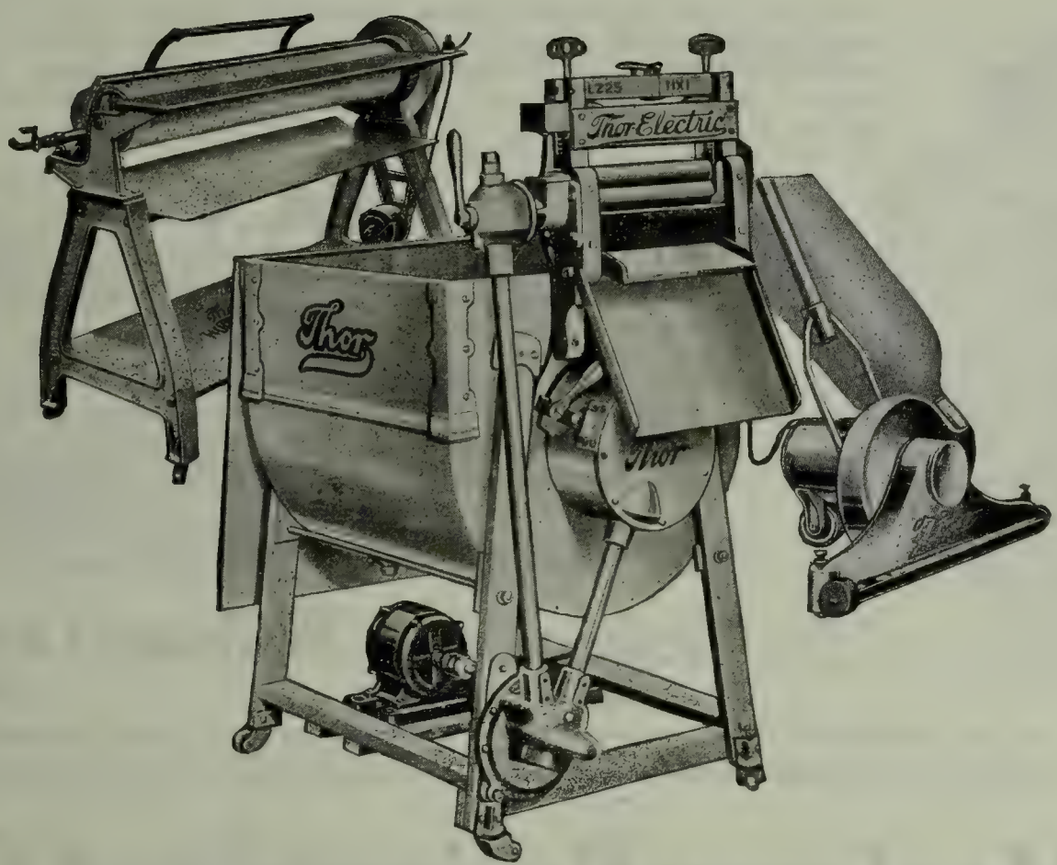


give years of service under the most exacting conditions. Demonstrated in hundreds of thousands of valves and in the country's greatest industrial plants.

Test them yourself. Sample disc free.

THE STRONG MACHINERY & SUPPLY CO., Department A, 21 Walker St., NEW YORK

Thor



Sell the Machine You Know is Right

Combine Profit and Customer Good-Will

The field before Thor distributors this year is an important one.

The factory behind Thor distributors is an equally important consideration.

The reliable service that centres in the Hurley sales plan is the third factor that sells the three Thor specialties—

Better look into this—Ask for the Thor selling plan now.

THE HURLEY MACHINE CO., Limited

NEW YORK TORONTO CHICAGO

Here's a Dependable Electric Washer That Sells at a Popular Price



There is a big, responsive market in Canada to-day for a dependable electric washer that sells at a nominal price. It will not be long before an electric washer will be found in every enterprising home. As yet the demand has only got nicely started. RIGHT NOW is the time for dealers to get in.

The "AJAX" ELECTRIC WASHER

is an easy washer to sell because it is both highly efficient and moderately priced. **It is the best washer in its class on the market to-day.** It is strongly built in every part so that it will stand up for years under the heaviest kind of work. Once it is installed there are no complaints or "come-backs" from customers. In fact, every "AJAX" Washer is fully guaranteed by us, so that you take no risk in selling it. And we help you get customers by supplying you with attractive advertising literature.

Let us send you complete information about the "AJAX," and the handsome profit you can make in your own territory selling it.

Makers of Dependable Electrical Appliances

McDonald & Willson, Limited

347 Yonge Street **TORONTO**

If the "Ajax" Vacuum Cleaner is not represented in your territory, write for our Dealer's proposition.

The MacLean Business and Class Publications in Canada

TO SELL or buy from Canada such lines as machinery, hardware, food products, dry goods, books and stationery, paper, printing machinery and supplies and general merchandise of almost every description, raw or manufactured, use or consult the MacLean Business and Class Publications, as per list below. For special information, write the publishers. Concerning the quality of the MacLean publications let this copy of HARDWARE AND METAL which you hold in your hands speak for all. The MacLean list of 15 publications is as follows:—

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MEN'S WEAR REVIEW (Est. 1898)
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MARINE ENGINEERING of Can. (Est. 1910)
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This fact may interest you: namely, the MacLean organization is the largest concern of its kind in the British Empire. The output of its mechanical department every working day is the equivalent of a 150-page publication of the size and type of this copy of HARDWARE AND METAL.

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For over 20 years the MacLean Publishing Company has maintained a fully-staffed London office, and has rendered British and Continental manufacturers, shippers, and traders an invaluable service in many directions.

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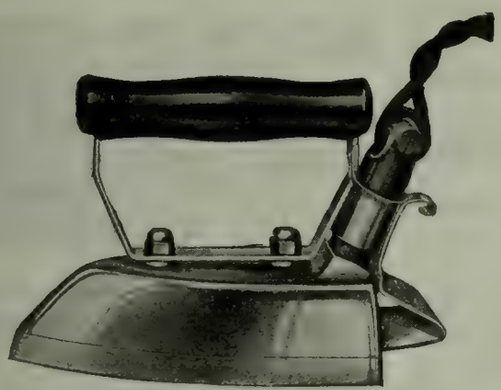
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Cat. No. 310—Two-Burner Hot Plate and Cat. No. 300—One-Burner Hot Plate.

Make Sure You Have The Popular Summer Appliances in Stock

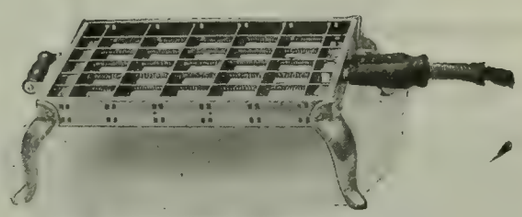
National ELECTRIC



Cat. No. 106—Model B. 6-lb. Iron.

If you haven't—we have

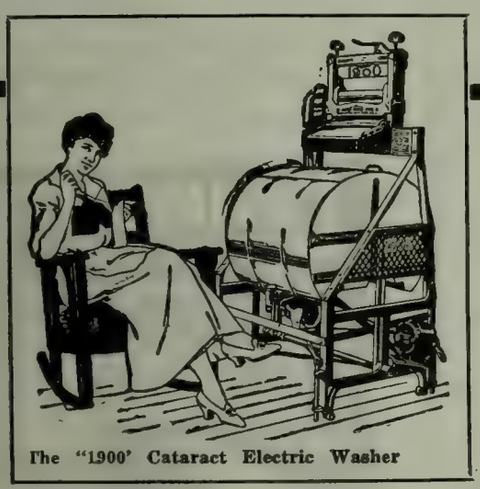
Send in your order to-day.



Cat. No. 180—Toaster.

THE NATIONAL ELECTRIC HEATING CO., LIMITED

TORONTO, CANADA



The "1900" Cataract Electric Washer

The Washers the Women Want

The articles that are in demand are the profitable ones, from the Hardware Man's standpoint. Those that are hard to sell—the unknown ones—prove less lucrative, in the long run.

It's Profits That You Want

and you can get them from "1900" Washers.

For more than twenty years we have been making and selling nothing but washing machines—the very best that can be made. Our whole attention has been centred on "1900" Washers, on perfecting and developing new models.

With the addition of our two newest and greatest models, the "1900" line is complete.

The "1900" Cataract Electric Washer

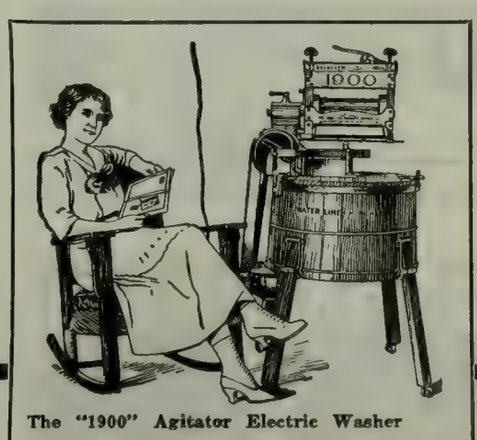
These most modern washers, as well as the other "1900" machines—the Gravity, Water Power and Gasoline Motor Washers — are sold everywhere through our extensive advertising, which is the largest publicity campaign conducted for washing machines in Canada. Inquiries in large numbers result from this advertising, and these inquiries are turned over to such "1900"' dealers as have proven their worth in their different territories.

The "1900" Agitator Electric Washer

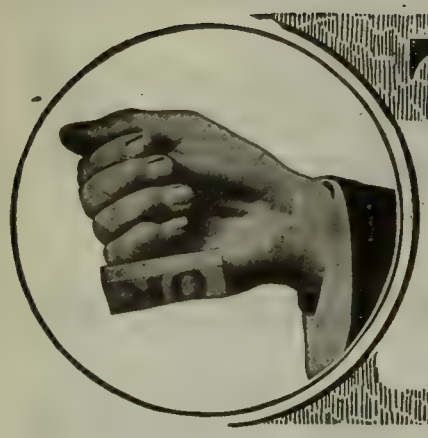
If there is no one selling "1900" Washers in your territory there is a chance for you. Make use of it by writing to-day to the wholesale department.

THE "1900" WASHER COMPANY

357 Yonge Street **Toronto**



The "1900" Agitator Electric Washer



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BRASS CHECKS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD
HAMILTON, ONT.

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

BATH ROOM FITTINGS
K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE
AUTO ACCESSORIES

Decalcomania Transfer
NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

STOVE MICA
All sizes of Clear Mica in stock for immediate shipment.
Price List on Application
Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

DOON TWINES, LIMITED
KITCHENER, ONT.
Manufacturers of all kinds of Twines and Cordage. Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.
MILLS AT DOON, and KITCHENER, ONT.

TRADE SAWYER MARK
Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with

TENTS, AWNINGS
FLAGS ALL SIZES, ALL KINDS
Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits.
Clothing, Footwear, Supplies and Accessories.
Send Postcard for Catalogue
GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

TRADE MARK
Springs and Axles
We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.
Automobile, Trolley, Railway and Heavy Coil Springs.
The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES
for Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS R·M·Moore & Co. LTD VANCOUVER B·C·

DENNISTEEL
Made in Canada
Lockers for Factories Stores, Offices Etc.
THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON

CANADIAN CANOES
All Wood and Canvas Covered
Catalogue "H" on request
THE CANADIAN CANOE COMPANY LIMITED
216 RINK STREET PETERBOROUGH ONT.

PETERBOROUGH CANOES
We make Canvas Covered and All Wood Canoes
Skiffs, Motor Boats and Toboggans
The Peterborough Canoe Co., Limited
Peterborough, Canada

ALLEN FLUX NON-ACID—FOR SODERING
ALLEN FLUXES
For cornice and roofing and other galvanized steel work. Non-acid. Quicker to work with and makes a stronger sodered joint.
Stick—Paste—Liquid—Salts.
Send for sample.
BISSETT & WEBB, Ltd., 126 Lombard St., Winnipeg, Man.

TRANSFERS
FOR ALL PURPOSES
—IN GOLD OR COLORS—
SUITABLE FOR ANY SMOOTH SURFACE
J.H. BUTCHER & Co BIRMINGHAM

Brushes, gum, paste, glue, paint and varnish. From 2 cents to 12 cent lines.
Razor hones, "Comfort," etc. (12 cents and 24 cent goods), non-competitive.
Small hardware (various) and chemical smallwares.
Every article as cheap and as good as anything German.
Address **FIRELIGHT SUPPLIES**
GORTON, MANCHESTER
(N.B.—Jobbing Trade only Supplied.)

London Address:
Finsbury Pavement House
Dingley Brothers Export Limited
Lindsay Bldg., Montreal
W. T. Evans, Can. Manager
Your Enquiries Promptly Answered

BEAR BRAND **LAMP BLACKS**
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
115 WILLIAM ST NEW YORK

Wanted

HELP WANTED

HARDWARE CLERK WANTED AT ONCE—must be first-class stock keeper and a business getter. J. H. MacNeil Hardware, Delia, Alta.

WANTED—EXPERIENCED HARDWARE MEN to run branch store in Saskatchewan. Also assistant; must be A1 men who know business thoroughly and can get the trade. Good position and proposition of salary and commission to the right man. Applicant can also invest money in concern. Apply Box No. 331, c/o Hardware and Metal.

WANTED — THOROUGHLY EXPERIENCED buyer and salesman to take charge of the hardware and harness department of the Trochu Valley Department Store, Trochu, Alta. State age, experience, references, salary expected, and all particulars first letter. Address Trochu Valley Department Store, Trochu, Alta.

WANTED—EXPERIENCED HARDWARE MAN. State age, ability and salary. The Tourtellot Hardware Co., Limited, Port Arthur, Ont.

WANTED—A LIVE WIRE SALESMAN TO REpresent a large paint manufacturing concern in the Province of New Brunswick. Applications treated confidentially. The Canada Paint Co., Ltd., Montreal, P.Q.

HARDWARE CLERK WANTED — MUST BE experienced in shelf and heavy hardware. Apply stating age, experience, when and where last employed and salary wanted, to F. Y. W. Brathwaite, Blind River, Ont.

WANTED — A GOOD AGGRESSIVE YOUNG man who would be capable of taking full charge of a retail hardware business if necessary. Man with experience in the North preferred. A good position for a smart salesman and stockkeeper. Apply to Box 392, Hardware and Metal, stating experience and salary expected and if could commence duties at once.

WANTED—HARDWARE CLERK WITH THREE or four years' experience in the retail business. Good opportunity for advancement. Apply stating salary expected, age and experience to Box 394, Hardware and Metal.

FOR SALE

ESTABLISHED HARDWARE BUSINESS IN a fast growing and manufacturing district in Toronto; stock and fixtures about twelve to thirteen thousand; well located; only cash buyers considered. Box 385, Hardware and Metal.

COMPLETE SET OF TINSHOP TOOLS FOR sale, also some paint and harvest tool racks and counter show cases. Dent Bros., Bothwell, Ont.

FOR SALE

Hardware business. In good location. Turnover $15,000. Can be doubled with capital. Splendid chance. Good reasons for selling. Apply Box 379, Hardware and Metal.

WANTED

WANTED — IN WESTERN ONTARIO (PREferred) good, live hardware business. Will pay cash for good business. Please give complete details. Box 397, Hardware and Metal.

Have a client who wants a live hardware business. Well located. Stock about $5,000 or over. Who is prepared to pay cash if suited. Particulars confidential. J. P. Lawrason, 25 Toronto St., Toronto, Ont.

POSITIONS WANTED

WANTED—I AM OPEN TO CONTRACT FOR well advertised lines for the general store trade in north half or whole of Saskatchewan; well connected with general stores; own auto and have warehouse and show rooms. Will furnish bonds or references. Box 390, Hardware and Metal.

WANTED—AT ONCE, POSITION AS HARDware salesman by discharged soldier. Fifteen years' selling experience. A1 stockkeeper and salesman. References from former employers. Box 395, Hardware and Metal.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

AGENCIES WANTED

WANTED—AGENCY FOR HARDWARE AND plumbers' specialties for Montreal city and the Province of Quebec. Reply to Box 383, Hardware and Metal, 128 Bleury St., Montreal.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER, WRITE ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

KIDDIE CARS

The Waterdown Mfg. Co.

Waterdown, Ontario

Swedish Steel Forging Co.
SWEDEN

RAZORS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal

F. E. LINDSTROM
SWEDEN

PLYERS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Hardware and Metal trade can be located by an advertisement on this page. HARDWARE AND METAL reaches thousands of the best hardware men in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

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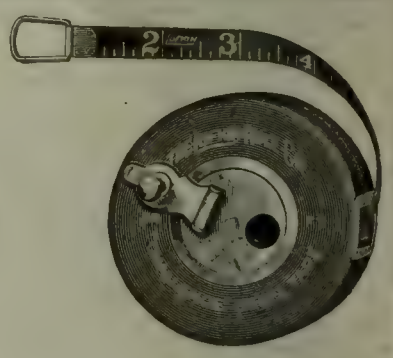
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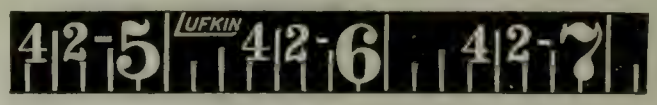
LUFKIN

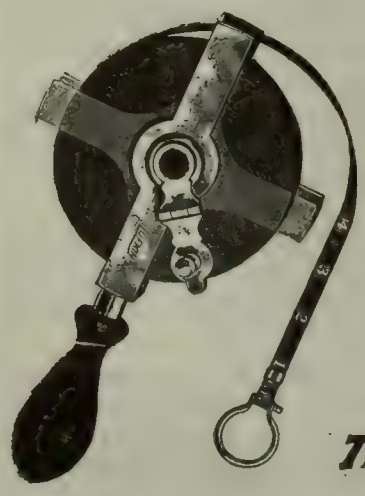
MEASURING TAPES
ARE OF
SUPERIOR QUALITY
ACCURATE DURABLE



THEY HAVE *Instantaneous* READINGS
"Nubian" (dark) Finish Lines, Metal Lined Cases, etc.

MADE IN CANADA





The recognized standard for years in construction work, engineering and surveying.

Everybody knows the Brands—
"RELIABLE" "CHALLENGE" "RIVAL"

Carry the Tapes that sell.
Your jobber stocks them.



THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



1969

When you sell a customer a GENCO Razor, you sell him a razor he *can* still shave with 50 years from now.

You sell him a razor he can strop. It has a professional blade of the type every barber uses. Its broad back, concave grinding and slight bevel just behind the edge make it meet the strop at the scientifically correct angle to get back the famous GENCO edge as often as necessary. And this with as few strokes as a barber uses on his pet razor.

Tell men these facts. Have our handsome GENCO Display Cabinet on your cutlery counter to interest more men in razors. It can be had free with your first order.

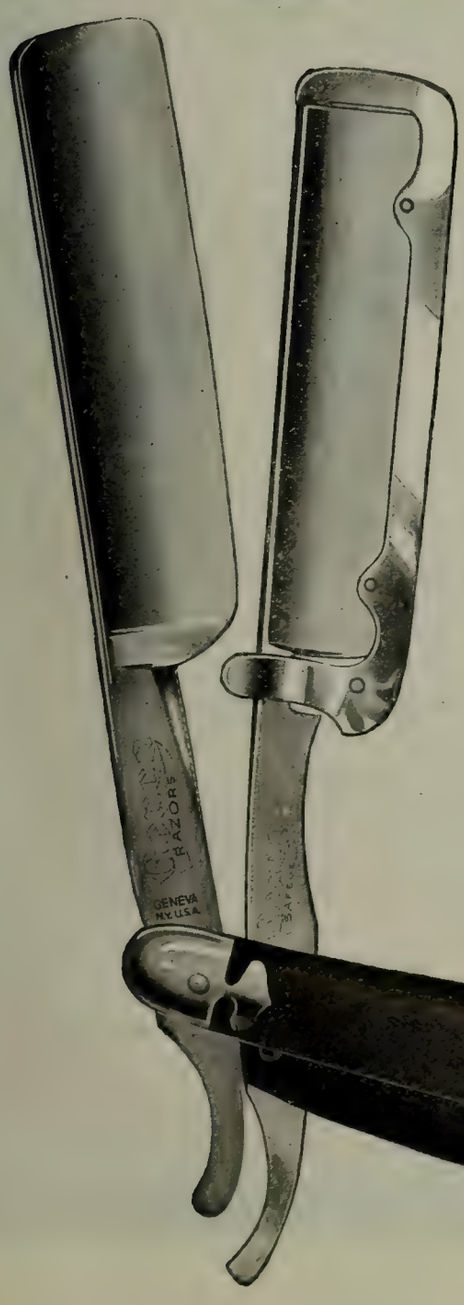
That Cabinet and these facts lead to quick sales, good round profits and satisfied customers, because "GENCO Razors must make good or we will."

GENEVA CUTLERY CORPORATION
159 Gates Avenue, Geneva, N.Y.

New York City,
160 Broadway
Chicago, Ill.,
8 So. Dearborn St.



San Francisco,
Sheldon Building
Winnipeg, Canada,
332 Bannatyne Ave.



Genco
RAZORS

Reg. U S. Pat. Off.

STEEL and IRON

Our Monthly Stock list will solve your own and your customers' problems.

SEND FOR IT IT'S FREE

We can supply anything in Iron or Steel for Railways, Shipbuilding and Mining Companies, Public Works, etc.

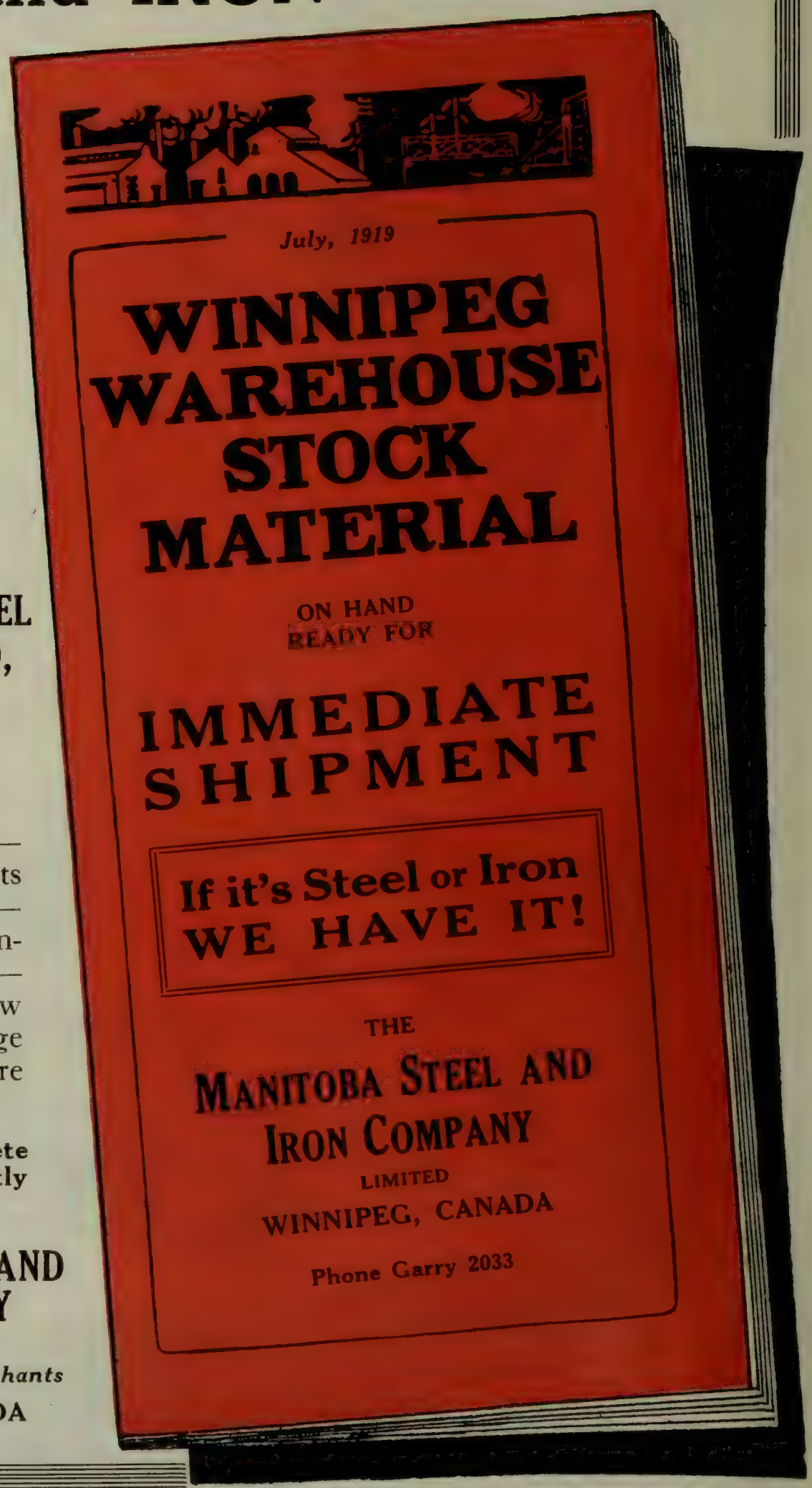
BARS

IRON and MILD STEEL IN FLATS, ROUND, SQUARES OR TWISTED
all sizes

Bands—Boiler Tubes—Bolts — Nuts — Rivets —Cap and Set Screws—Beams—Angles— Channels — Plates — Tees — Tool Steel—Rails, new and relaying — Gauge Sheets—Shafting— Wire Cable, etc.

Our stocks are complete and we ship promptly

THE
MANITOBA STEEL AND IRON COMPANY
LIMITED
Steel, Iron and Metal Merchants
WINNIPEG, CANADA



HARDWARE AND METAL

Vol. XXXI
No. 30

PUBLISHED EVERY SATURDAY SINCE 1888

JULY 26
1919

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA



Dip Your Hands Into Our Treasure Chest of Advertising Material

THE various advertising features supplied by us to all B-H agents are such valuable aids to paint selling as to constitute a veritable treasure chest for the dealer who avails himself of the opportunity which our line of Paints and Varnishes affords.

Included in this treasure chest are such valuable advertising features as the Annual Spring Mailing Folder which we send to a list of your customers; color cards that are new and very attractive; window cut-outs that are bound to attract attention; newspaper advertisements of the highest character; posters so good that they invariably become the talk of the town in which they are posted.

All this backing is supplied to our agents without cost.

But the strongest feature of the B-H proposition is the manner in which the product backs up all that is said about it in the advertising. Those who know B-H Paints and Varnishes as a result of having used them are aware that our products have superior spreading qualities, finest of finish and greatest durability.

"Save the surface and
you save all" *Paint & Varnish*

For full particulars of the B-H proposition, write

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER



"A Satisfied Customer is the Merchant's Best Advertisement."

THAT was the belief on which Timothy Eaton, Marshall Field and W. J. Wanamaker founded their business careers. They insisted that the customer must be satisfied.

Personal investigation—to find out whether the goods have merit and give satisfaction—is time well spent by the dealer. We urge all merchants to investigate O-Cedar Products—those who do so will never offer a customer a substitute for O-Cedar Polish or the O-Cedar Polish Mop. They will find that while there are various oils that make pretension to merit, there is only one polish good enough to offer with certainy of satisfying the customer—only one O-Cedar Polish.

Since it depends for its sale largely upon "repeat" business, there is a certain indication of the satisfaction it gives shown by the ever-increasing factory output.

We make known the merits of O-Cedar Products through advertising. The margin is fair and the prices are maintained.

We are always willing to co-operate—may we have your co-operation, with a view to increasing your O-Cedar sales?

THE CHANNELL CHEMICAL COMPANY, LIMITED

TORONTO

O-Cedar Polish

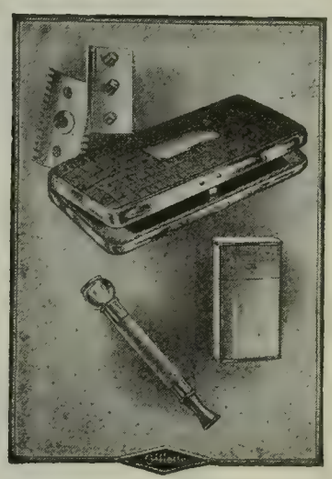
HARDWARE AND METAL, July 26th, 1919. Volume XXXI., No. 30. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

The "Safety" is fast making the barber an unnecessary luxury



There was the time when the man who did not go to the barber for his semi-weekly shave was considered very much out of it.

To-day there's a change. The man who must go to the barber to be shaved is pitied. This is all brought about by the "Safety" Razor.
It has popularized the "daily" shave and raised the standard of men's toilet.





Are You Selling All the Safety Razors You Can?

Are You Selling the "Gillette?"
Are You Pushing "Auto Strop?"
How About the "Gem?"



We carry a most complete range of

"Gillette" Safety Razors

Every style to meet the demand of male Canada. If it's the standard style, we have it. We can supply the Khaki Set or the real Xmas gift type. In fact, we carry everything in Gillettes.

THE "AUTO STROP"

is more popular to-day than ever before. No display case of razors is complete without it. It is sold on a money-back guarantee. Sold on thirty-day trial.

THE "GEM DAMASKEENE"

This is a popular-priced line which is most efficient in operation. Gives real service. In many sections the "Gem" is a very big seller. Write for prices.

THE "TWINPLEX"
Razor Blade Sharpener

Makes a good shave possible every time. Extends the life of a Gillette blade from days to months. A money-saver for the user. The "Twinplex" makes daily shaving a real pleasure. Sharpens all sides at one turning. Write for prices.

When the Rice Lewis man calls get prices on the above lines or write to us direct

Rice Lewis & Son, Limited, Toronto

ESTABLISHED 1847

The Trade Mark known

UNIVERSAL

in Every Home

They're Always in Demand

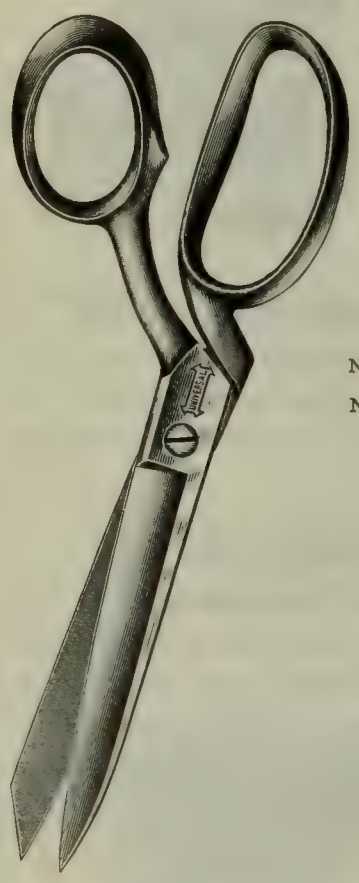
UNIVERSAL
Shears and Scissors



Finest quality Solid Crucible Steel. Highly Finished. Fitted Bows. Nickel Plated.
No. 195. 4 in. 4½ in. 5 in.

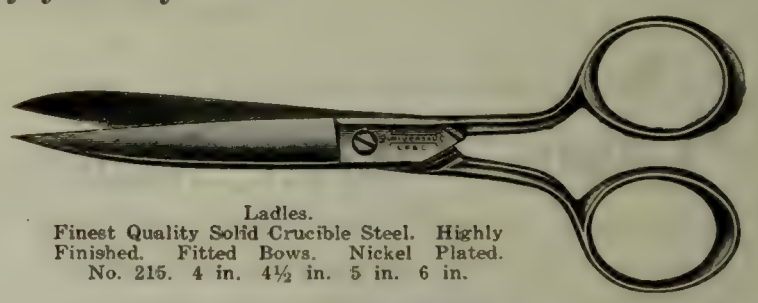


Embroidery.
Finest Quality Solid Crucible Steel. Highly Finished. Fitted Bows. Nickel Plated.
No. 205. 3½ in. 4 in.



Bent Trimmers.
No. 15. Japannel Handles. Nickel Plated Blades.
No. 25. Full Nickel Plated.

The UNIVERSAL Trade Mark is your guide when buying anything from a simple paring knife to the finest set of carvers and from pocket knives to shears. Look for it on every piece of cutlery you buy.



Ladles.
Finest Quality Solid Crucible Steel. Highly Finished. Fitted Bows. Nickel Plated.
No. 215. 4 in. 4½ in. 5 in. 6 in.



Straight Trimmer.
No. 20. Full Nickel Plated.
No. 10. Japanned Handles, Nickel Plated Blades.

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.

CANADIAN REPRESENTATIVES:

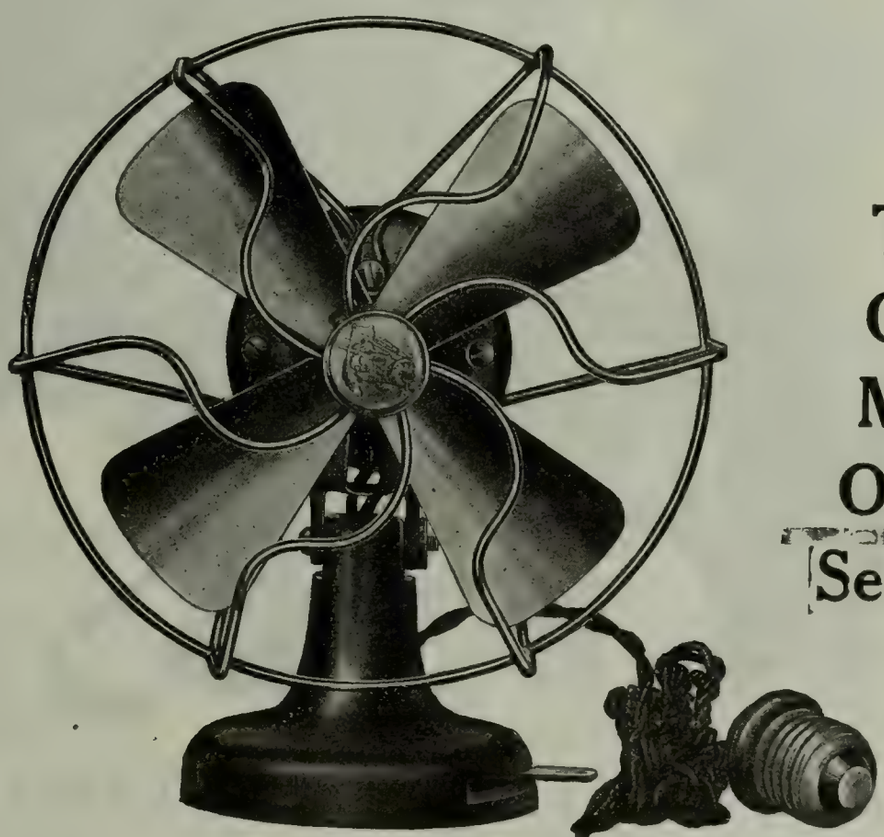
A. MACFARLANE & CO., LIMITED

MONTREAL, QUEBEC

$8.50 Don't judge it by the price $8.50

POLAR CUB ELECTRIC FAN

You Want the Very Best



Try Our Mail Order Service

Even at the above low price it pays the retailer a good profit.

TWO SPEEDS
Adjustable to any Angle

Even at the above low price it pays the retailer a good profit.

BLADE, 6 inches. HEIGHT, 8 inches. WEIGHT, 3 lbs. 5 ozs.
Equipped with 8-foot Cord and Plug.

LEWIS BROS., LIMITED, MONTREAL



WHOLESALE DISTRIBUTORS EVERYTHING IN HARDWARE

Automobile Supplies

RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES, SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS



FOR TWO GENERATIONS

Inspectors, Toolmakers, Machinists and Apprentices have pinned their faith to the accuracy of

Starrett Tools

In the lathe room, at the bench, throughout the shop, wherever metal work requires precision measurement, you'll find men using Starrett Tools from preference.

Catalog No. 21MA sent free on request.

The L. S. Starrett Co., Athol, Mass.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

New York **London** **Chicago**

42-941



The Aristocrat of Garage Door Latches

The long, graceful lines of the handles, one on either side of the door, suggest the higher grade door locks. It is fittings such as these that in the aggregate give the garage that intangible quality-appearance.

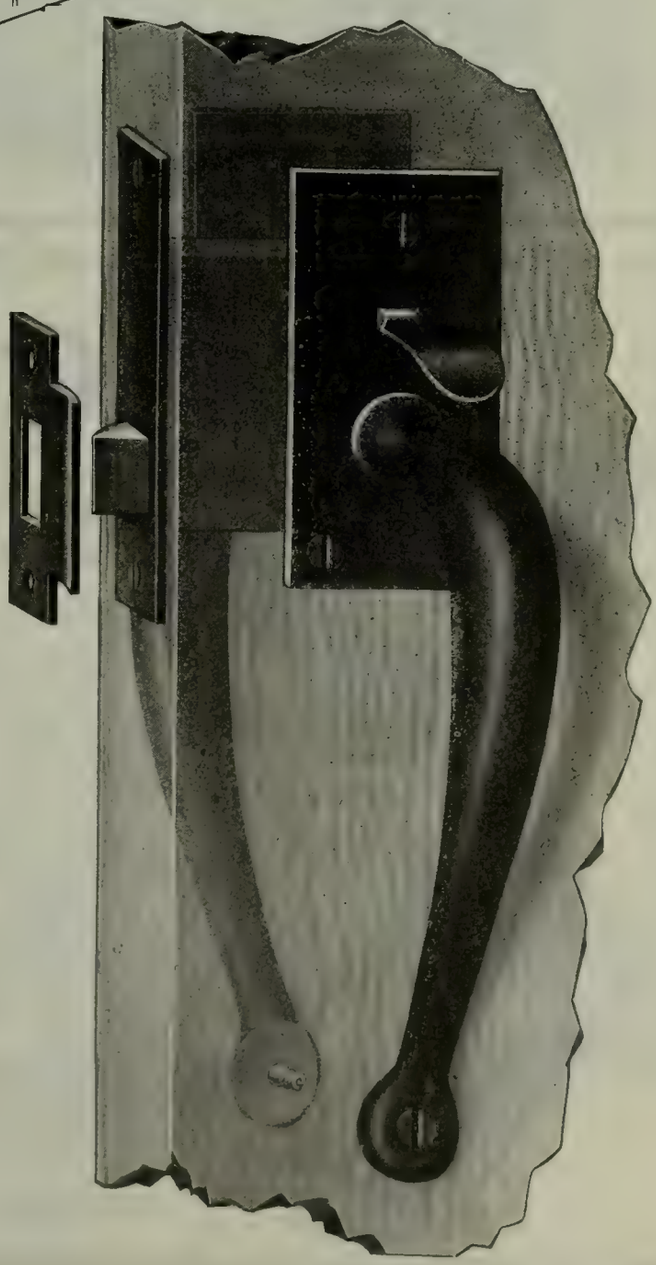
It's not all appearance, however. This National Latch (No. 27) has no complicated parts to get out of order. The mechanism is simple and does the work easily and effectively.

Reversible for right or left-hand doors. Adjustable for thickness of doors 1⅛ inch to 2¼.

Finished regularly as follows: Japan, Dead Black Japan, Sherardized and Dead Black Japan; Sherardized and Plated any finish.

Packed **the National Way**; one complete latch with screws in a neat, strong box. One dozen in a case. Weight 36 pounds per dozen.

These latches are sold the instant you unwrap them. Not only do they sell, but like all National goods, they are profitable and satisfactory.



National Manufacturing Company
Sterling - Illinois

The Great West Trolley Door Hanger



A hanger built for service and especially recommended for use on heavy doors.

The axles pass through seamless tubes and turn on steel roller bearings, making it anti-friction and very easy running.

A leading feature of the "Great West" is the vertical and lateral adjustments, allowing the door to be raised or lowered, or the space between the door and building increased or decreased as desired.

The track is made of heavy steel and double grooved attached to the building with heavy corrugated brackets.

We will gladly look after your door-hanger prospects. Write us.

Canada Steel Goods Company, Limited
HAMILTON, ONTARIO



Coal Hods

All shapes and sizes, Japanned black. Black with gold bands, and galvanized.

Our galvanized hods are made out of black sheets and hot galvanized after made up, thus ensuring greater strength.

Ears electrically welded on instead of old style riveting.

Stock now ready for shipment.

The Thos. Davidson Mfg. Co.
Limited
TORONTO MONTREAL WINNIPEG



Buy the Millers Falls Advertised Line

It is just as logical to buy an advertised line of tools as of paints, refrigerators or dollar watches.

Millers Falls tools have been standard for fifty years and to-day are advertised the most extensively of any tools made.

Millers Falls selling features help you make your tool department one of the most important in your whole store.

Send for our handbook "How to Sell Tools." Free to every dealer.

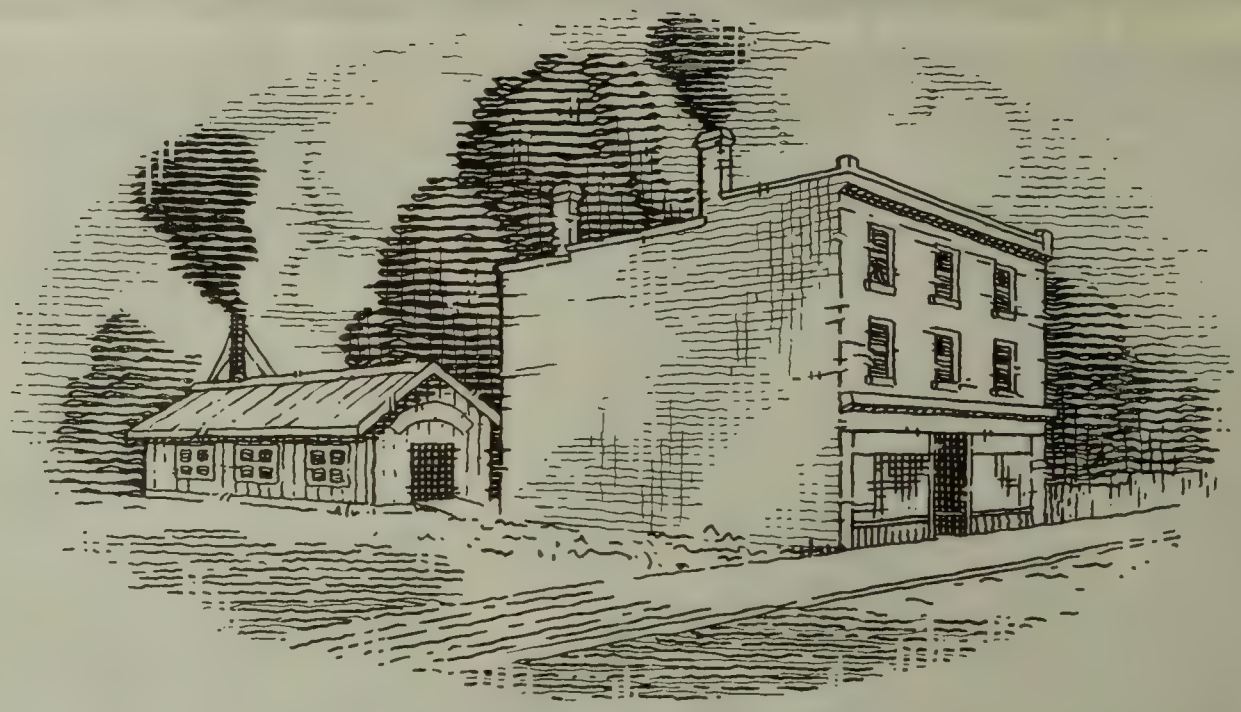


Millers Falls Co.

"Toolmaker to the Master Mechanic"

100 RIVER STREET MILLERS FALLS, MASS.

MILLERS FALLS TOOLS



Over Seventy Years' Experience

The dealer with a complete stock of McClary's many lines has no fear of consumer censorship.

To-day McClary's stand in the vanguard of cooking and heating appliance and kitchen utensil manufacturers in the British Empire. This position of pre-eminence has been won through over seventy years' of fair dealing with the public.

"McClary's must be the best we can produce" has been the ideal that has governed this institution's operation and spelled its prosperity through the past three-score years and ten.

The public has learned that in every one of McClary's lines of ranges and utensils this principle has been carried out. McClary's lines always were, and always will be the best that can be produced.

Any dealer can recommend the largest McClary's range with the same feeling of confidence as he can recommend the smallest McClary's sauce-pan. The reliability and dependability that your trade demands is there.

Get in touch with our nearest branch. Write for our booklets and catalogues.

McClary's

Manufacturers of Satisfactory Heating and Cooking Appliances

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B. Hamilton, Calgary, Saskatoon, Edmonton

BY-PRODUCT COKE
SULPHATE of AMMONIA

"HAMILTON" PIG IRON

Basic Malleable Foundry

STEEL & IRON BARS
OPEN HEARTH STEEL SHEETS

FORGINGS

Car Axles
Shape and Drop Forgings
Carriage and Automobile Hardware

POLE LINE HARDWARE

(Black and Galvanized)

Pole Steps
Cross Arm Braces
Guy Clamps
Guy Rods

SCREWS

Steel, Brass and Bronze
Wood and Machine Screws

NAILS, SPIKES & RIVETS

Wire
Cut
Boat and Horse Shoe Nails
Railway
Pressed and Drift Spikes
Tacks
Shoe Nails
Steel and Copper Rivets
Burrs

Purchase the Products of Canadian Mills

TO uphold the Glory we have jointly earned—to honor our noble dead—to comfort the wounded, and extend to the men returned the hand of prosperous welcome, we must cast aside all forebodings and face the future with unbounded courage and confidence and, without a shadow of doubt, declare to the World that this Nation, which was so quickly and successfully transformed to a War basis, can be depended upon to revert to Peace conditions with equal success. The buyer and seller must recognize their duty to the Nation and co-operate fully to the end that all products that can be produced in Canada by Canadian workmen shall not be purchased elsewhere.

OUR Duty is plain; Canada with Canadian labor and capital can produce, manufacture and distribute products sufficient to keep the wheels of industry turning to the limit. The song of Prosperity and Happiness should ring out all over the land. Let us sincerely pledge to the extent of our needs, to purchase materials produced in Canada by Canadian Workmen, and the result of our efforts will return to us the Blessings of a Prosperous and Happy Nation.

THE
STEEL COMPANY OF CANADA
LIMITED

HAMILTON MONTREAL

RAILROAD TRACK MATERIAL

Angle Bars
Track Bolts
Tie Plates
Tie Rods
Spikes

WROUGHT PIPE

Black Pipe
Galvanized Pipe
Nipples
Couplings

LEAD PRODUCTS

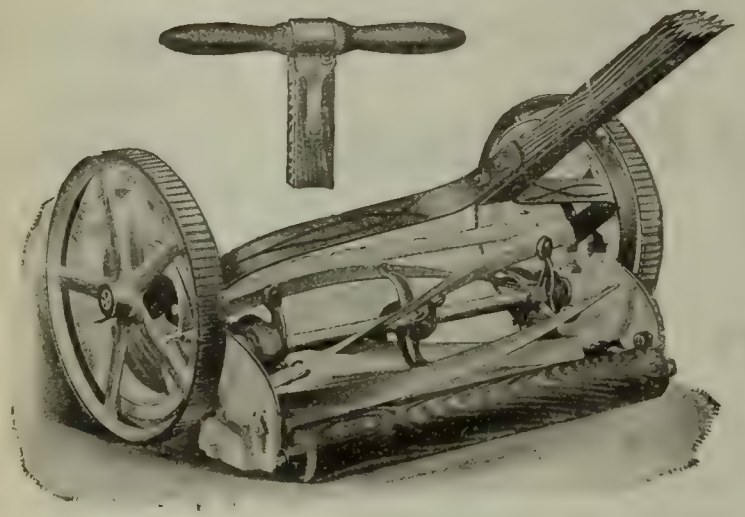
Lead Pipe
White Lead
Shot
Putty

WIRE

Steel & Brass
Copper & Bronze
Heavy and Fine
Bright Annealed
Coppered
Galvanized and Tinned
Stranded
Steel and Copper Cable
Clothes Line
Staples
Barb Wire
Woven Wire
Fencing
Fence Gates

Bars
Blooms
Billets
Wire
Wire Rods
Sheets
Horse Shoes
Angles
Channels
Plow Beams

There are other "Taylor-Forbes" Lawnmowers besides the little old "Woodyatt"



"EMPRESS" LAWNMOWER

The "Woodyatt" enjoys popular fame. It stands among lawnmowers where the Ford stands among automobiles.

But if you were in the automobile business and you sold only Ford cars you would miss the custom of the man who wanted a limousine.

And you will be missing a lot of lawnmower business unless you have the "Empress" or the "Adanac" to show the man who has an idea "he will go something better."

Ball bearing lawnmowers—they sell just as readily and mean more on the turnover.

The Largest Manufacturers of Hardware in Canada

Taylor-Forbes Company, Limited

TAYLOR-FORBES CO.
246 Craig St. W., Montreal
H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

Head Office and Works
Guelph, Ont.

TAYLOR-FORBES CO., LTD.
1070 Homer Street, Vancouver
H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg

The Largest Manufacturers of Light-Edge Tools in the World



Anvil W P *Brand*

Ward & Payne's Socket Firmer Chisel

We anticipate a heavy Canadian trade this year, and are pleased to announce that we can handle all orders from this field with the utmost despatch. If your jobber cannot supply you order from our nearest representative.

WARD & PAYNE, SHEFFIELD

Here is a **Socket Firmer Chisel** that holds a keen edge under ordinary and heavy work for an extraordinary length of time. Made in the unusual **"W. & P."** way of the best quality materials obtainable composed of a single piece of steel without a weld.

The **Ward & Payne Line of Anvil Branch Light-Edge Tools** enjoy a distinctive reputation throughout the world. They will do credit to your store in both sales and profits.

Canadian Representatives:

ALEXANDER GIBB
St. Nicholas Bldg., Montreal

SHERMAN F. AINSLIE
63 Temperance St. - Toronto

ANTHONY FERGUSON, LTD.
Vancouver, B.C.



A Quality Mark

The name of **WILT** stands for the best in **cutting tools.**

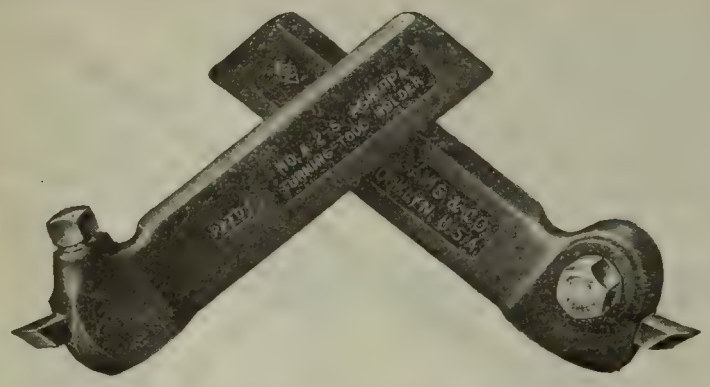
To the mechanic it's the **welcome sign** of **great efficiency** and **unusual service** —to the dealer, it's the substance of merchandising **profits** and customers' **good-will.**

Not only do we endeavour to maintain the **highest possible standard** both in **material** and **workmanship,** but we educate the user up to the point of getting the best out of our **Drills, Reamers and Milling Cutters,** and demonstrate to the Retailer the certain profits for him.

It's a service you can't afford to ignore.

Wilt Twist Drill Co., of Canada, Limited
WALKERVILLE, Ont.
London Office, Wilt Twist Drill Agency
Moorgate Hall, Finsbury Pavement, London E.C. 2, England

WILT
HIGH SPEED AND CARBON TWIST DRILLS



Introducing

Williams' "Agrippa" Turning-Tool Holders Set Screw Pattern

TO provide increased and abundant variety of selection in Williams' "Agrippa" line of Tool Holders, we offer this Set Screw pattern of Turning-tools primarily for those who use Cutters made of steel which has been hammered or rolled with greater variation in size than is common to usual mill practice. But for the majority of users who purchase Cutters of accurate size, we recommend the original "Agrippa" Turning-tool of Cam Pattern as being stronger, more reliable and more generally satisfactory than any other method of Cutter-fastening. Both patterns are illustrated above.

The Screws, made of a fine grade of Alloy Steel, are accurately machined and carefully heat-treated and hardened. They are unusually tough and strong and give the maximum efficiency obtainable from this extra type of Cutter-fastening.

Right and Left Hand Offset and Straight Shanks in stock at same prices as Cam Pattern of corresponding size.

Our Machinists' Tools Booklet will be sent on request.

J. H. Williams & Co.

30 Richards Street Brooklyn, N.Y.

THE A. G. LOW CO., LTD.

30 Pacific Avenue, Saskatoon, Sask.

Agents for Manitoba, Alberta, British Columbia and Saskatchewan

VOL-PEEK 15¢



Vol-Peek stops leaks in all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Note the absence of tools. Can be applied by the finger. A feature that induces the housewife to purchase. Vol-Peek is being advertised all over Canada. Every home needs it. Our attractive display stands suggest sales on sight. Write for it to-day. Contains 24 packages, $2.25. 60% profit.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and operating Vol-Peek Mfg. Co.)

METALS · CHEMICALS · GLASS

B·&·S·H

Established 1790

We are now prepared to quote on

English Castor Oil

From stock and for Import

B.&S.H.THOMPSON & COMPANY LIMITED MONTREAL

Branches : Toronto, Winnipeg, Vancouver, New Glasgow, N. S.

Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tinplate Co.



Your Customers Will Decide

YOU need only show our twines to your customers. Let them be the judge.

Let them compare our four brands with any others on the market.

They will buy

BRANTFORD BINDER TWINE

Because--

1—Our twines have the length. Our brands are 650 feet, 600 feet, 550 feet and 500 feet respectively. The length is guaranteed. Your customers know what this means.

2—They are of the highest quality—the firmest, strongest, most uniform twines made. They have no thick or thin places, no fuzzy, bunchy knots.

3—They are made from the longest, cleanest fibres obtainable.

4—They are submitted to a special preserving treatment to make them insect-proof. They keep perfectly from year to year.

5—They are strictly Canadian-made goods, unprotected by any tariff.

These are the selling points of Brantford Binder Twines.

Our great national advertising campaign makes your customers acquainted with these facts.

The Brantford Cordage Co., Limited

BRANTFORD, ONTARIO

Western Branch:—Winnipeg, Man.

The Big 6-in-1 Tool

That Thousands will Buy---

The Stewart "Handy-Worker"

The pictures tell the story of the Handy-Worker itself. But they give only a hint of its multitude of uses—

On every Farm and Ranch
In every Private Garage
In every small repair shop
In thousands of Home Workshops
In countless other places.

So many need the Handy-Worker RIGHT NOW that you should order a stock and make a "Drive" on them both in town and among farmers.

The fine profit on each sale makes this "Big 6-in-1 Tool" worth pushing.

And the splendid **performance** of the Tool **wherever** it is sold makes each sale a "nest-egg" for several more.

Retail price $27.00, with a handsome margin for dealers.

The following jobbers have just informed us that they have complete stocks and can make immediate shipment:

H. S. Howland Sons & Co. . . . . Toronto
D. H. Howden & Co. . . . . London
Lewis Bros. . . . . Montreal
Merrick-Anderson Co. . . . . Winnipeg
Miller-Morse Hdwe. Co. . . . . Winnipeg
Wilkinson & Kompass . . . . . Hamilton
Wood, Alexander & James . . . Hamilton
McLennan, McFeely & Co. . . Vancouver
Revillon Wholesale, Ltd. . . . . Edmonton
J. S. Mitchell & Co., Ltd., Sherbrooke, P.Q.
The Kennedy Hardware Co. . . . . Toronto
Whites Limited . . . . . Collingwood, Ont.
J. H. Ashdown Hardware Co., Saskatoon, Sask.

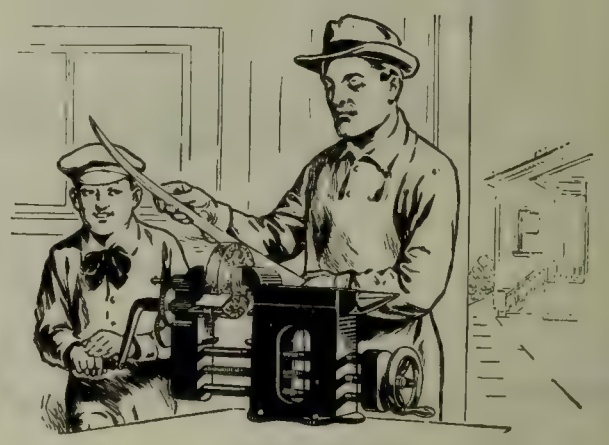
Chicago Flexible Shaft Company

12th and Central Avenue

CHICAGO, U.S.A.



ANVIL



GRINDER



DRILL



VISE

CANADA
FOUNDRIES & FORGINGS
LIMITED

CISTERN PUMPS

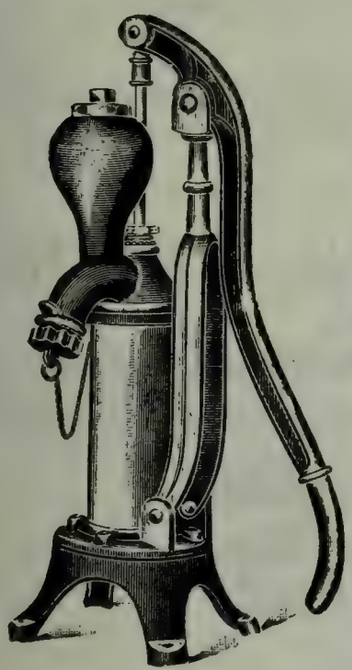


Fig. 70

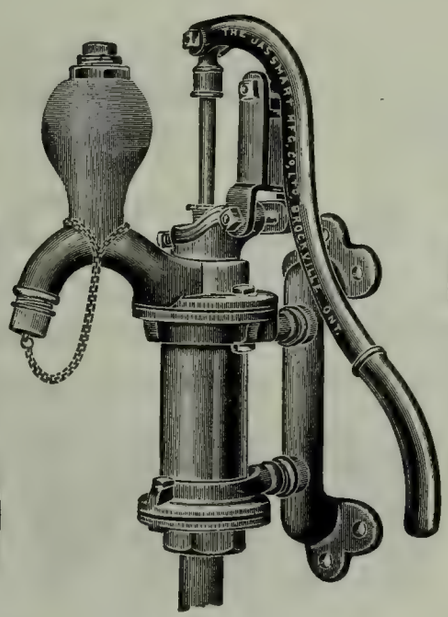


Fig. 80

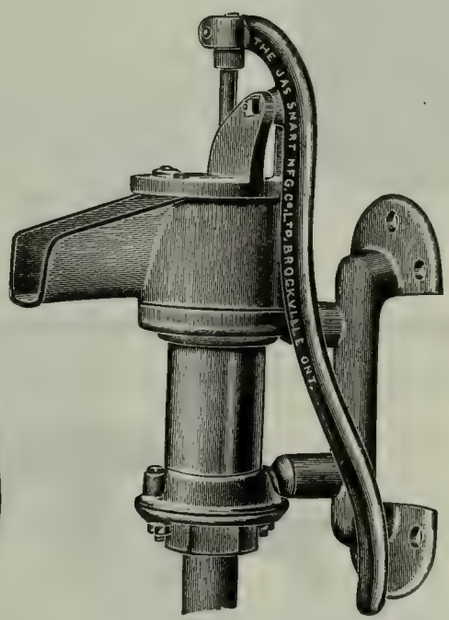


Fig. 85

The above are only a few of the many styles of pumps we manufacture, but we would recommend your stocking these patterns on account of their being particularly adaptable for kitchen use on account of having a particularly attractive appearance and good power. They all have polished brass bodies with the other parts grey iron painted. Catalogue of our complete line of pumps promptly furnished on request.

James Smart Plant
Brockville, Canada

MATCHES— AND FIRE PAILS



May at first glance seem a bit out of place on the same page, but when you stop to consider that it's Eddy's Matches we're featuring, you'll readily realize their perfect right to occupy this position, for EDDY'S MATCHES ARE NOT A FIRE MENACE.



EDDY'S "SILENT FIVE" MATCHES

Are heartily endorsed by Fire Inspectors and Agents, Their self-extinguishing feature places them in a class by themselves, and their use, together with the famous EDDY INDURATED FIBREWARE FIRE PAIL is fast becoming a "Safety First" feature in many of Canada's larger plants.

You as a merchant are interested in Fire Protection. Stock Eddy's Matches and Indurated Fibreware and you are doing all you can to protect yourself and your customers.

THE E. B. EDDY CO., LIMITED

HULL, CANADA

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

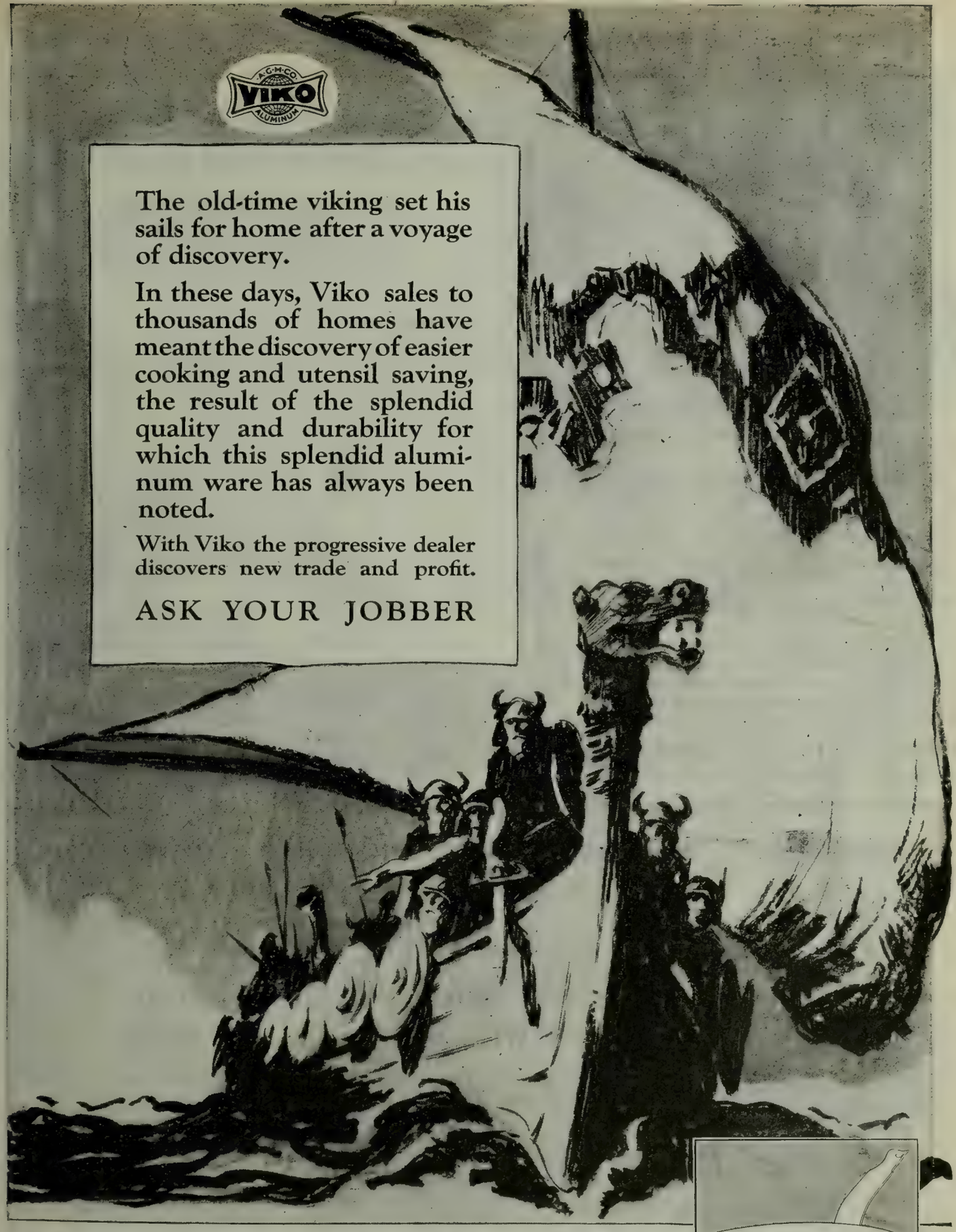
Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**



The old-time viking set his sails for home after a voyage of discovery.

In these days, Viko sales to thousands of homes have meant the discovery of easier cooking and utensil saving, the result of the splendid quality and durability for which this splendid aluminum ware has always been noted.

With Viko the progressive dealer discovers new trade and profit.

ASK YOUR JOBBER



Sauce Pan
One of the many
Viko Products

VIKO

The Popular ALUMINUM



These Beautiful Stucco Homes Built Over

BISHOPRIC STUCCO BOARD

Both these Duplex Stucco Residences are on Pellister Street, Windsor, Ont. Mr. Charles Holden had the contract for construction, and the necessary Bishopric Stucco Board was supplied by the Cadwell Sand & Gravel Co., Limited.

More and more are home-owners building with stucco.

The first cost is low, compared with brick. The house is practically fireproof, with little or no expense for upkeep.

And Bishopric Stucco Board saves at least 50% in time, labor and material, when used as a foundation for stucco walls.

BISHOPRIC PRODUCTS — the modern building materials—are a money-making proposition for Hardware Dealers. Write us for prices, samples and full particulars.

Bishopric Wall Board Co., Limited, Ottawa





FIG. 141

JENKINS BROS.

Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.

Globe and Angle Valves

Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8



Factory and Head Office of JENKINS BROS., LIMITED, Montreal, Canada.

JENKINS BROS., Limited

103 St. Remi St. **MONTREAL**

6 Great Queen Street, Kingsway, London, W.C. 2, England

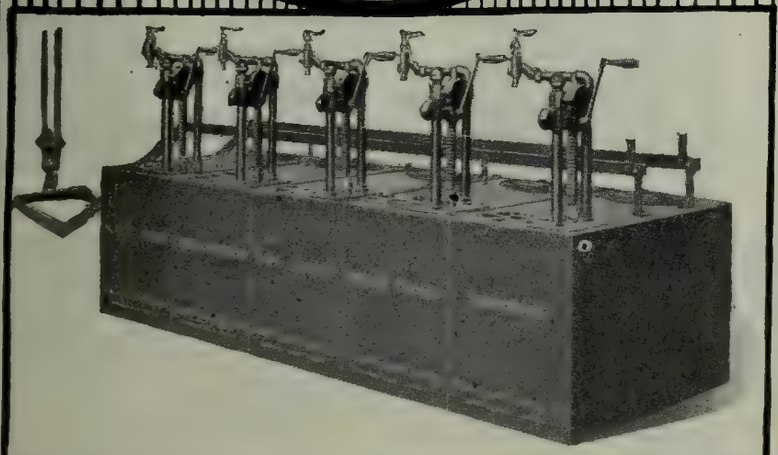
Modernize Your Store with a Gilbert & Barker Oil Storage System Save Oil and Money

For handling paint oils, varnishes and heavy, "gummy," non-lubricating oils our T221-H spells maximum efficiency.

This outfit may also be used for lubricating oils and units may be arranged in battery form as shown below.

They make an attractive and economical arrangement, and as they are fitted with chain hoist, barrel dash, track and cradle, the oil is easily emptied from barrel to tank by gravity, which allows thorough draining without waste and this operation can be completed by one man.

These units or batteries are nicely finished in green enamel baked on and the tanks are plainly lettered with the names of the oils when so desired.



Follow the Leaders

A safe, sane policy, especially when the leaders are the big, progressive men of the country, men who adopt an improved system only after they are thoroughly satisfied that it means greater efficiency and consequently greater profits.

The cost of installing Gilbert & Barker Oil Handling Equipment in your store is nominal and the saving in time, labor, and positive elimination of waste quickly pays for the installation.

For the rapid and economical handling of paint oils, varnishes, lubricating oils or kerosene, there is a Gilbert & Barker outfit just suited to your requirements, and if you are handling gasoline, remember that the G. & B. line of Pumps and Tanks is complete.

Bulletin 52 tells the story in a very comprehensive manner

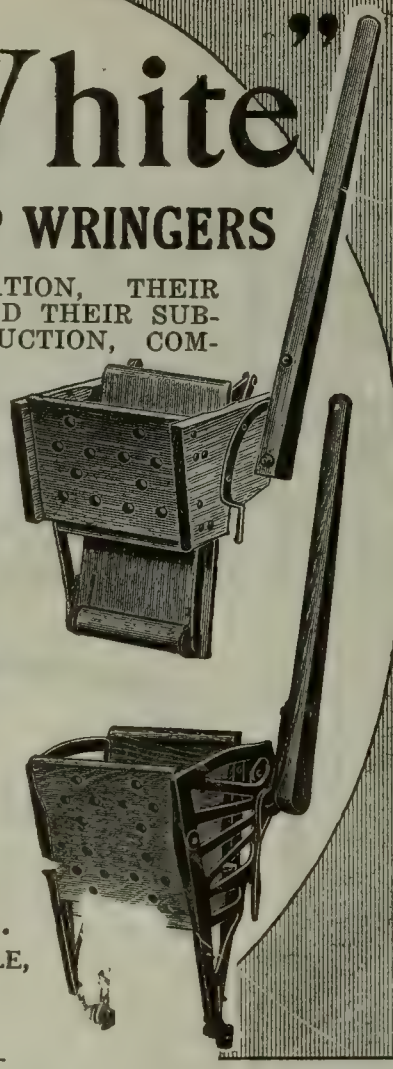
To-day is a better day than to-morrow—write.

GILBERT & BARKER MFG. COMPANY
SPRINGFIELD, MASS., U.S.A.
Canadian Distributors: IMPERIAL OIL LIMITED
Branches All Cities.

"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.



Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use—often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.

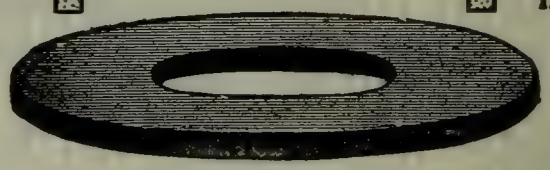
White Mop Wringer Co.
FULTONVILLE, N.Y.

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

BROOMS

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order—*PRICES RIGHT.*

QUALITY as usual.

Walter Woods & Co.
Hamilton and Winnipeg

REED'S SPECIAL



Asphalt Roofings,
Tarred Felts,
Pitch,
Coal Tar,
Roof Coatings,
Slates,
Conductor Pipe,
Gutters,
Sheet Metal Work
Fire Doors,
Wire Guards,
Ventilators.

The products we make are the best that may be bought for the money. Every item is high grade and extremely durable. A postal will bring you complete prices and full information on all our Roofer's Supplies. *Write us.*

GEO. W. REED & CO., Limited
Manufacturers
MONTREAL

TRADE MARK

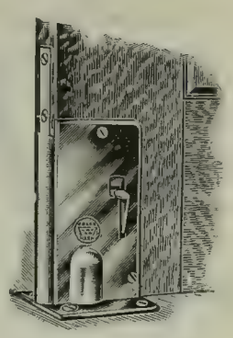
CHICAGO SPRING HINGES

This Trade-Mark on Spring Hinges signifies the **highest quality.**

Look for it on every hinge — none are Genuine Hinges without it.

The Chicago "Relax" Spring Pivot Hinge is high class and has an exclusive feature.

It swings doors silently and easily with its smooth ball bearing action. The **spring action release feature** has created a demand. Sells on sheer merit.

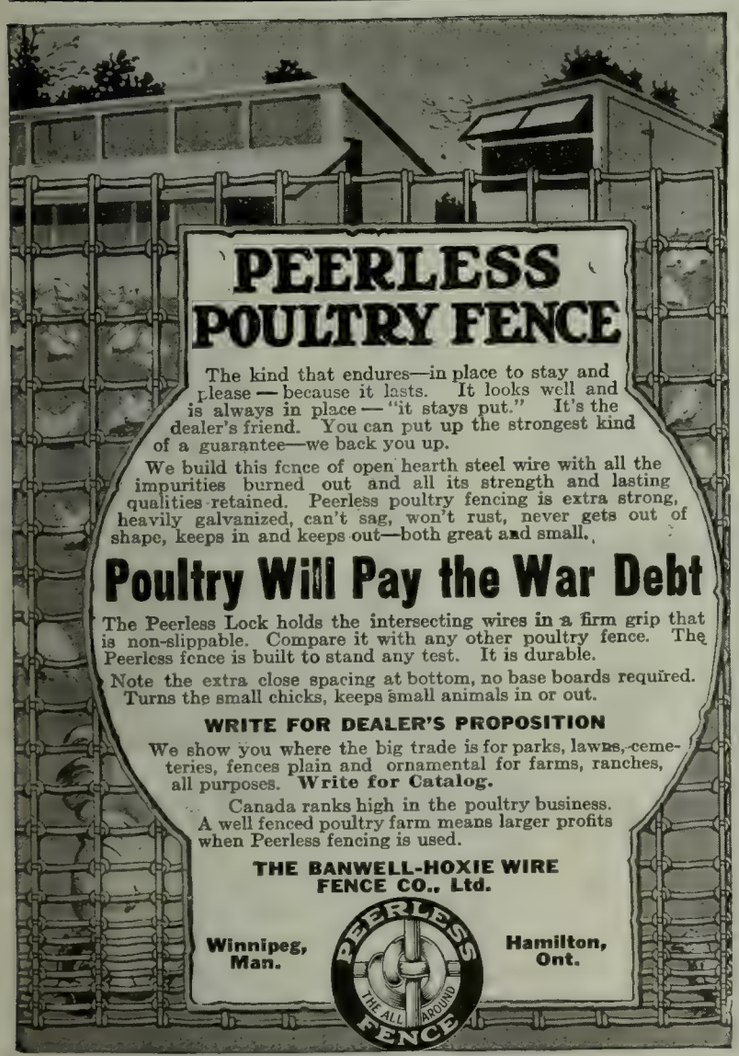


Type No. 6001

Chicago Spring Butt Company

CHICAGO NEW YORK

Send for Catalogue M36



PEERLESS POULTRY FENCE

The kind that endures—in place to stay and please — because it lasts. It looks well and is always in place — "it stays put." It's the dealer's friend. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

Poultry Will Pay the War Debt

The Peerless Lock holds the intersecting wires in a firm grip that is non-slippable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.

Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

WRITE FOR DEALER'S PROPOSITION

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes. **Write for Catalog.**

Canada ranks high in the poultry business. A well fenced poultry farm means larger profits when Peerless fencing is used.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.

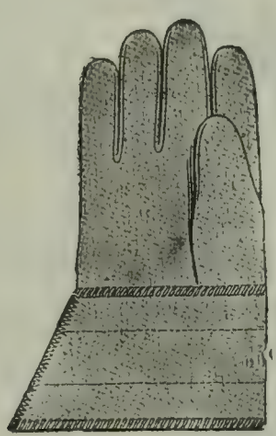
Winnipeg, Man. Hamilton, Ont.

PEERLESS THE ALL AROUND FENCE

TAPATCO

REGISTERED BRAND TRADE MARK

Cotton Gloves



The excellent quality of **"TAPATCO"** cotton gloves assures the dealer of complete "customer satisfaction." No other make gives just as good service.

A wide range to choose from. We make cotton gloves for every use—in Band Top, Knit Wrist and Gauntlet styles; light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate. Also Leather Trimmed Gloves. **"TAPATCO" SALES** mean greater profits for you.

Order through your jobber.

The American Pad & Textile Co.

CHATHAM, ONTARIO



MENDETS

A PATENT PATCH

You can't afford to overlook the sales possibilities of this profitable line. The profits are good and our attractive display stand will make sales for you. **Mendets** is used in the home for mending pots, pans, rubber goods, etc. Has given satisfaction to thousands of purchasers. Order a display stand from your jobber to-day.



Collette Manufacturing Company, Collingwood, Ontario

E. Roy,
65½ St. Andre St., Montreal, Que.

A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg



4 Good Reasons --READ 'EM !

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

CANE'S Clothes Pins



NOT
"Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

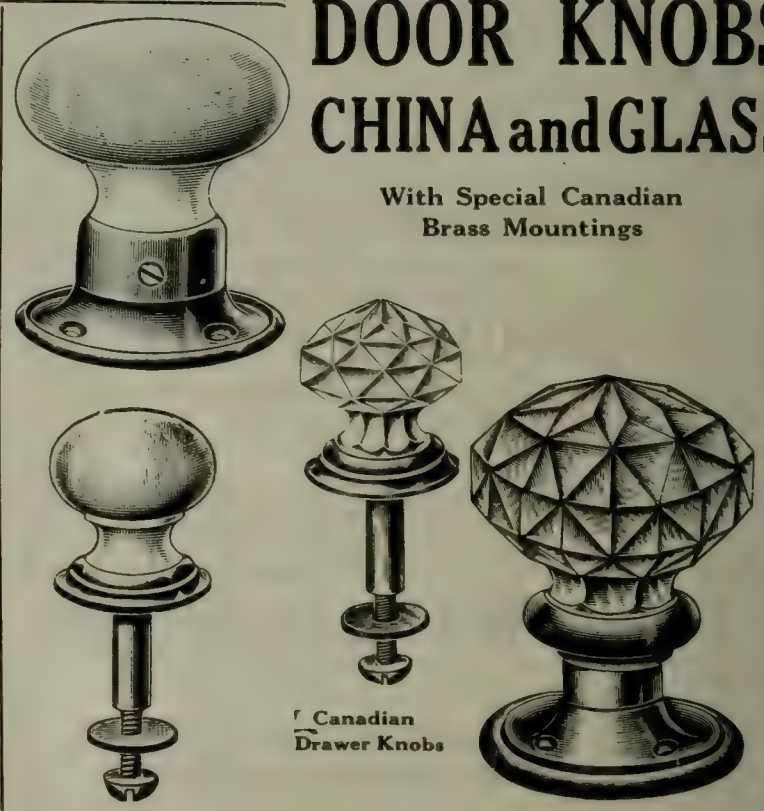
Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

DOOR KNOBS CHINA and GLASS

With Special Canadian Brass Mountings



Canadian Drawer Knobs

JAMES CARTLAND & SON

LIMITED

BIRMINGHAM
ENGLAND

Canadian Representative:
GEO. H. SMITH, 118 Stair Building TORONTO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

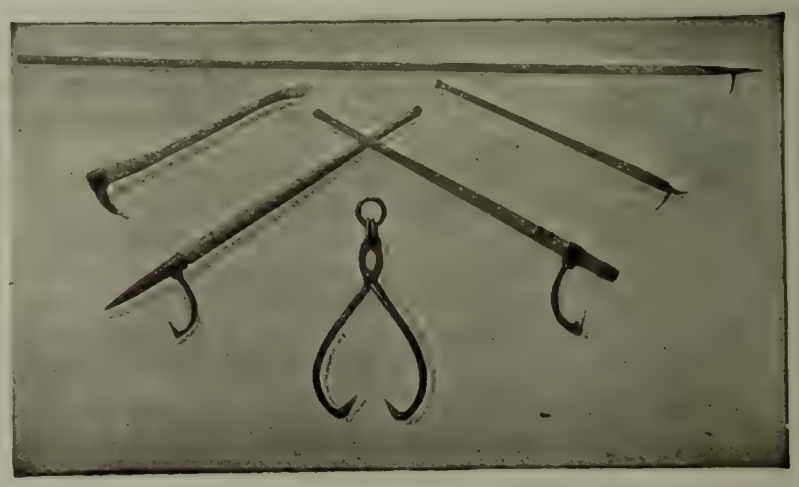
We manufacture all kinds of lumber tools. Light and Durable.

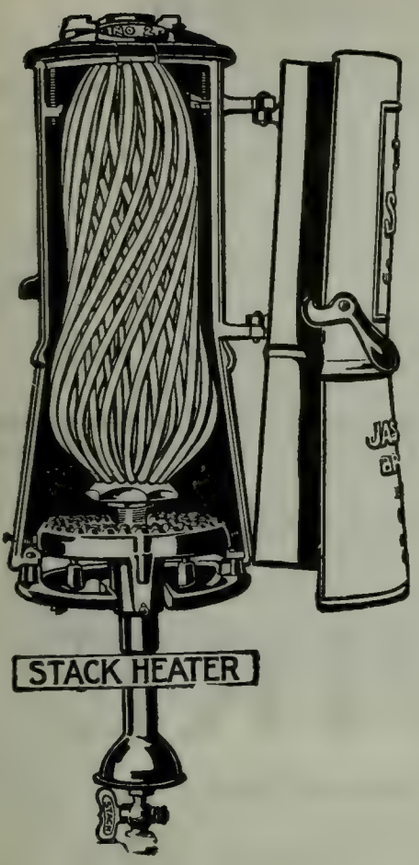
LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario





The Evidence Is There

The big feature of the Stack Gas Water Heater is readily apparent.

Your arguments may be clinched by simply opening up the Heater. Those near perpendicular copper tubes will convince your customers. They can see at once that the water is subjected to intense heat. They will understand how small columns of water will heat quicker than in a large coil. The fact that the *Stack Gas Water Heater* heats water in one minute will make sales for you. You will have no trouble convincing your customers that this is the best heater on the market to-day.

Display card sent on request.

The James Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide Street West - TORONTO

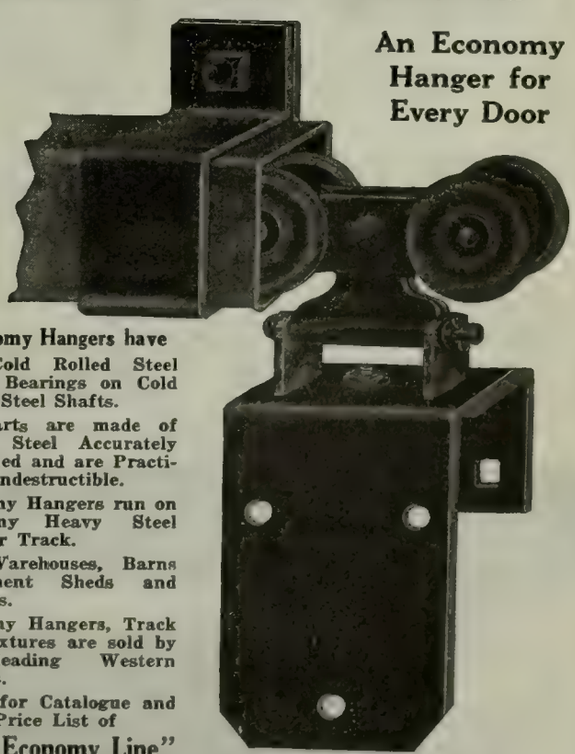


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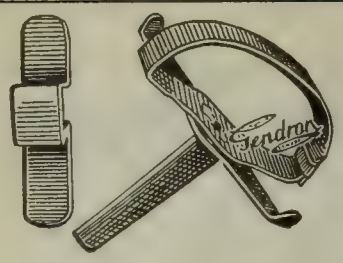
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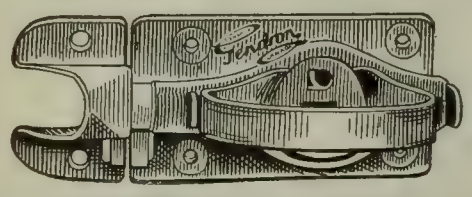
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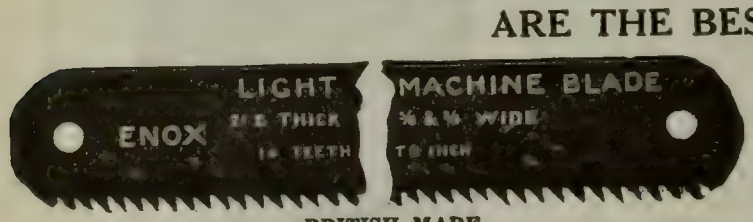
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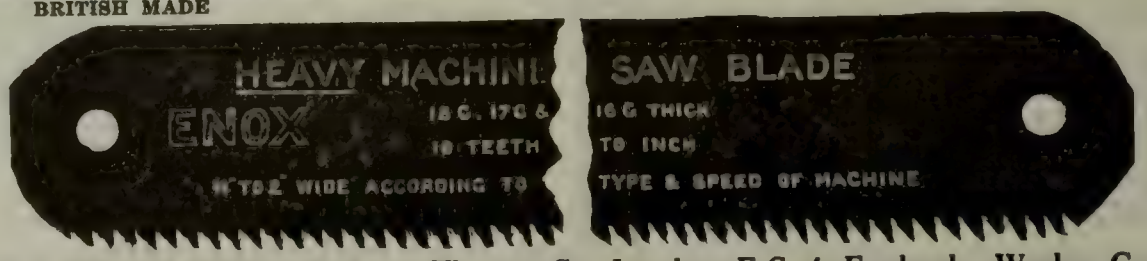
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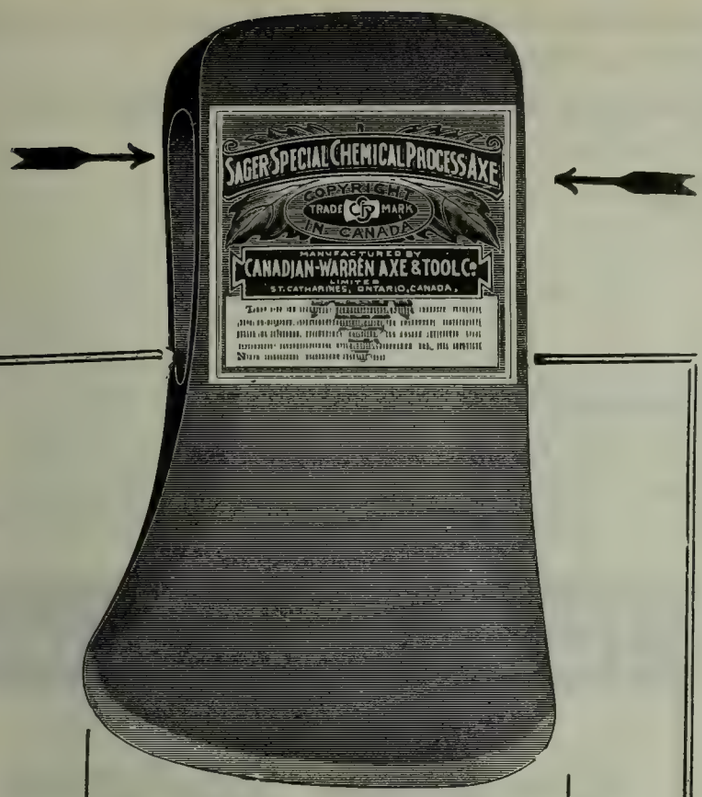


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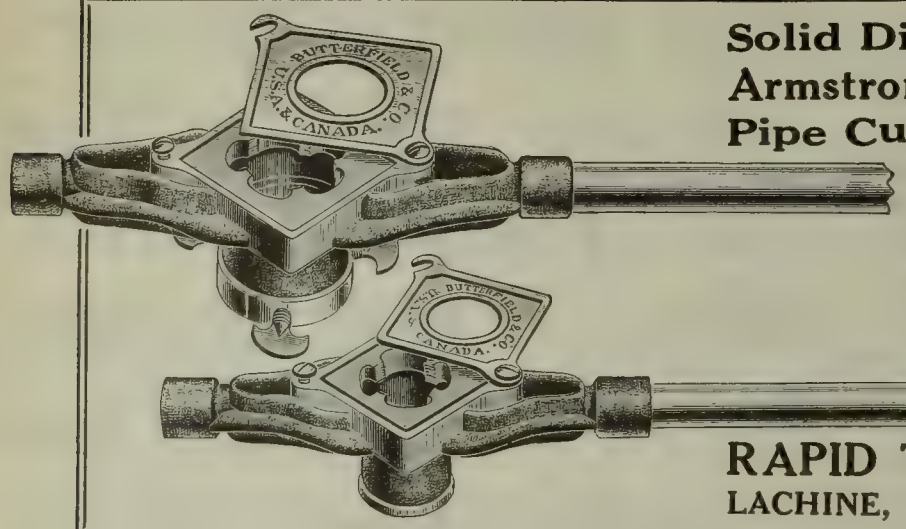
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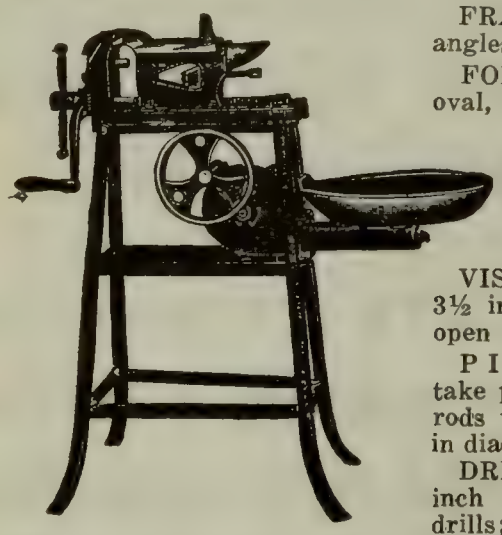
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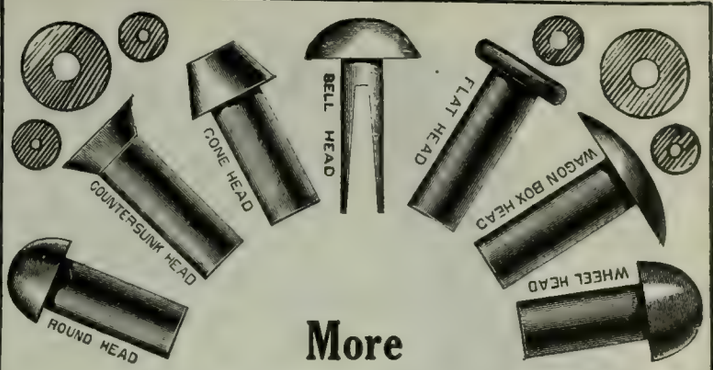


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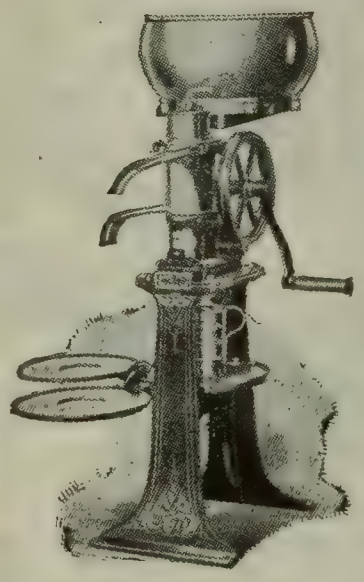
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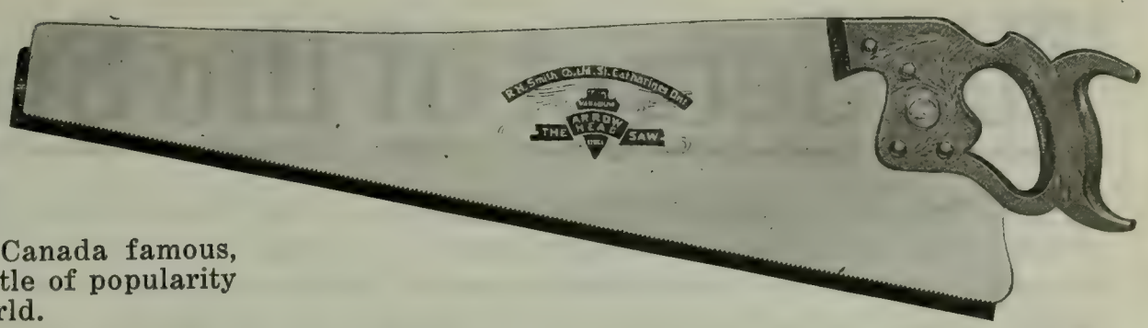
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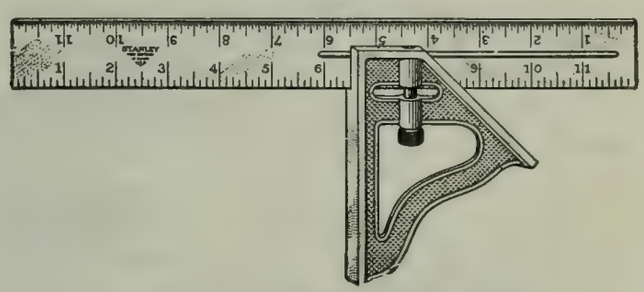
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Other Big Features

"A Party in the Making." By J. K. Munro. Illustrated by William Casey. An article on the political situation, giving a great deal of inside information with reference to recent developments at Ottawa.

"Solving the Problem of the Arctic." By Vilhjalmur Stefansson. The fifth instalment of his story of the five years' explorations that he conducted for the Dominion of Canada.

"The Unspoiled Country." By Harold C. Lowrey. A descriptive article of a part of Canada which is little known to Canadians generally, Temagami.

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"His Majesty's Well-Beloved." By Baroness Orczy. Illustrated by C. F. Peters. The second instalment of this splendid romantic novel of the colorful era of Charles II.

The Month's Vital Question

Turn to page 34, August MACLEAN'S, and you will find timely and interesting information regarding the High Cost of Living—a problem of large proportions.

The Review of Reviews

Here are a few of the articles chosen as the best published during the past month in all magazines:—Britain Winning Supremacy of the Air; Has Japan Two Governments?; Kaiser Employed Famous Beauties; The New Triple Alliance; Mammoth Animals in Alberta.

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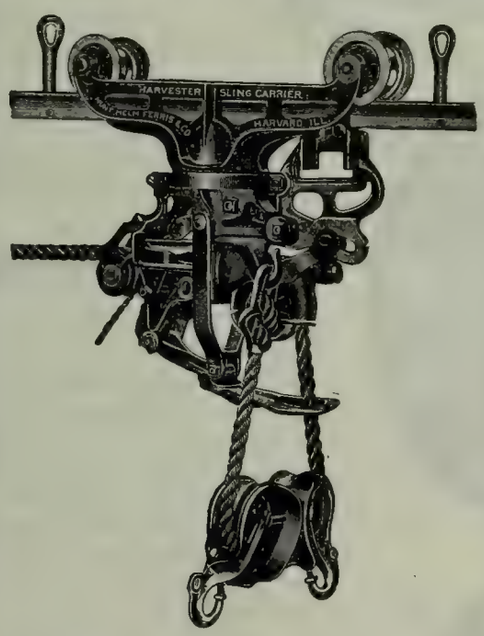
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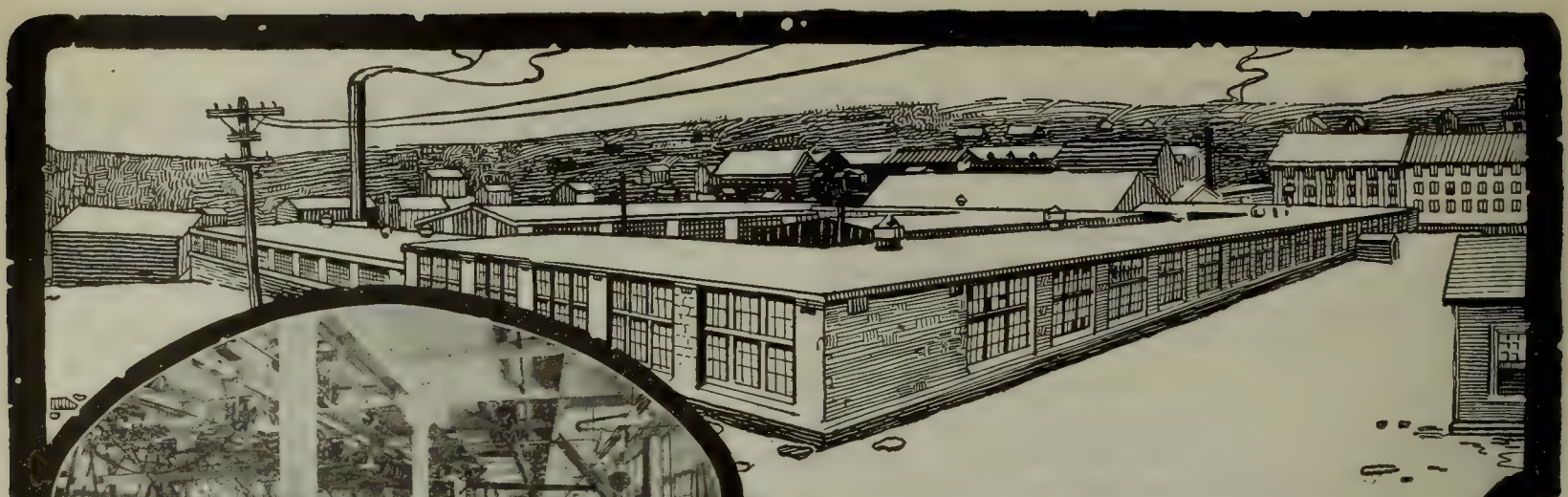
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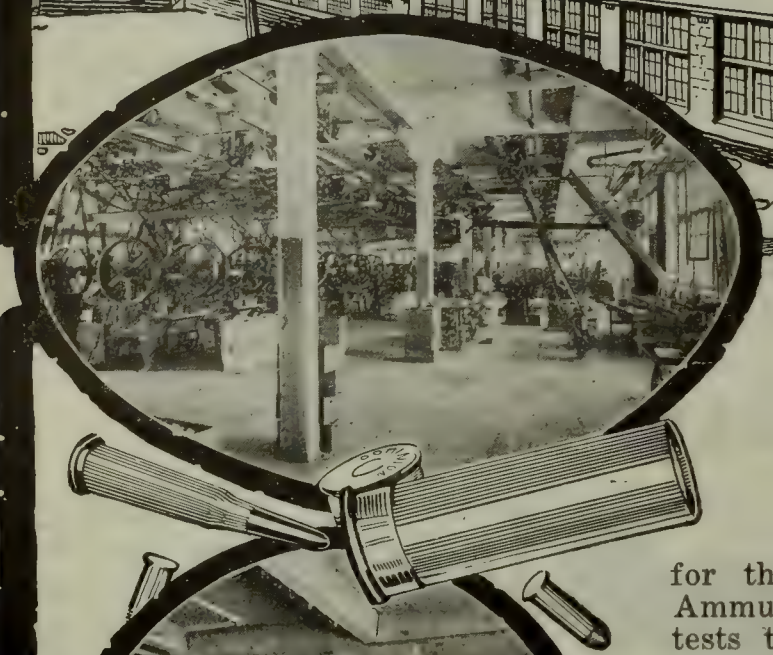
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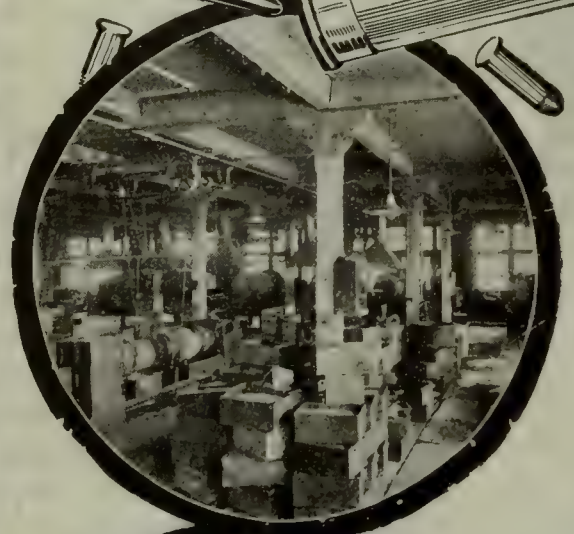
Ask your jobber for CT *Brand of Wrought Pipe*

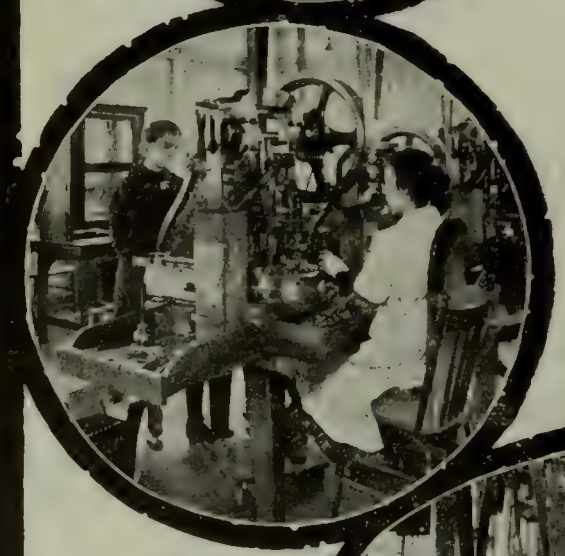
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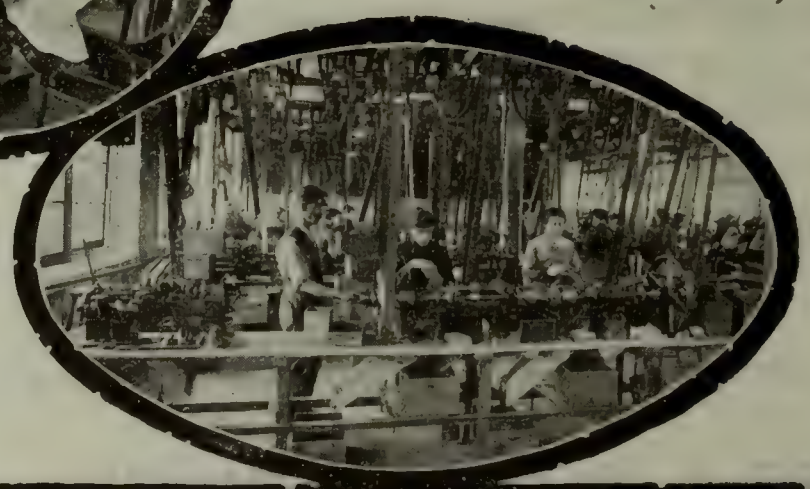
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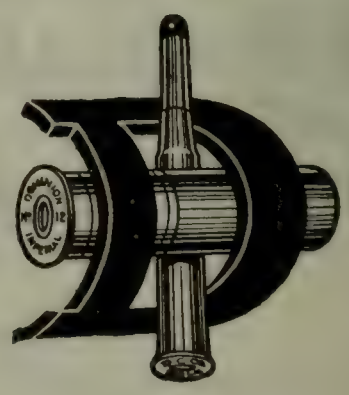
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MONTREAL, CANADA



"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, JULY 26, 1919 No. 29

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888.

Vol. XXX. TORONTO, JULY 26, 1919 No. 30

Go-Getter Methods Sell Phonographs

Western Merchant Attributes Large Measure of Success in Handling Phonographs to the Fact That He Delivers Machines to Farmers' Doors — Developing Large Sale of Stoves by Similar Methods—Canvassing Farmers For Business bringing Results — How This Trade is Handled by W. E. N. King, Neepawa, Man.



General View of the W. E. N. King Store at Neepawa, Man. Inset is the "Go-Getter" Proprietor.

MANY hardware merchants throughout the country are taking on phonographs as a side line, but the case of W. E. N. King, one of the leading dealers of Neepawa, Man.. is vastly different from the rest. It affords a striking illustration of the success that awaits the man who goes out after business. A two-seated flivver with a square platform built over its rear wheels has a prominent place in the story, for, with a load of four cabinet phonographs, Mr. King sallies out into the country every day or so, and seldom comes back with any of them. Instead of waiting for the customer to come to him he goes out after business and produces results by the sheer force of salesmanship. In like manner he sells ranges, and claims to have outsold any merchant outside of Winnipeg in his particular line last year. Orders for gasoline, oils, drive belts and other goods are taken in a similar manner.

"Go-Getter" King

Mr. King has built up a reputation as a "go-getter" that is the talk of the surrounding towns. Despite all the difficulties of present-day trade, his business is hopping along. He is always several jumps ahead of the mail-order houses. In the meantime competent clerks keep the regular store business running.

When the representative of HARDWARE AND METAL went over to see Mr. King he came in contact with his aggressive methods as soon as he came in sight of the store windows. They were artistically dressed with seasonable spring merchandise, attractive display cards being used to good advantage.

Wide Range of Goods

The interior of the spacious, well-stocked store presented an unusual sight for the whole of the centre floor was taken up with an orderly array of goods that included bicycles, gasoline engines, steel ranges, pianos, cabinets, gramaphones, some enamelled beds, together with the usual run of shelf hardware. Back of one of the counters prominently displayed was an elaborate assortment of gramaphone disc records, of which the store boasts the greatest stock in the province outside of Winnipeg.

Vigorous Type

Mr. King is the vigorous type of Westerner, stockily built, with clear, fresh complexion and a mouth and chin that are the embodiment of determination. Sitting in his little back office he unfolded a story of methods that have made his business a remarkable success in the seven years he has been located in Neepawa.

How Idea Originated

"I first got the idea of going out after business about three years ago," he said, "when I found it expedient to go out into the country to sell oil to busy farmers who were using tractors. Out of this experience grew my plans for an outdoor selling campaign which would embrace ranges, pianos, gramaphones, safes and other articles. I have never been able to get a man who could handle this outside business but have had no difficulty in securing efficient men to take the orders of those who come to the store to buy. I find that the only way I can meet mail-order competition is to go direct to the farmer and get his order before he sends it away. We do not wait for people to come to us..

The Tip and Straight Canvass

"I have two methods of going after outside business. One of these is to take advantage of every tip we can get of where goods can be placed, and the other is by literally going out and taking the business by the throat, that is to say, by a straight canvass.

Getting Action

"In the former case I find that quick action is essential. As a case in point, on the Saturday just before last Christmas a farmer came in to my store to buy a few articles, and I noticed him examining the cabinet gramaphones. I did not press him to buy, but asked him

if he was thinking of making a purchase.

" 'You know me,' he said. 'My name is ———, I live out by Arden. If you are out that way sometime I will look at your machine.'

"On the following Monday morning," Mr. King stated, "I was out at this house about breakfast time, and I had driven eleven miles. The farmer helped me to carry in the machine and did not seem surprised at my visit. I made a sale, and also disposed of thirty records. When I had made out a lien note payable after threshing, the farmer surprised me by making a heavy cash payment on account.

"I enquired about his brother who lived across the road. "No use to see him,' he said, 'the last thing he would look at is a gramaphone. I was thinking of passing up the brother, but the gate was open, and I drove in. He came outside the door as the team drew up.

"I'm Santa Claus," I said, "help me in with this machine, I want you to hear it. He helped me in and we placed the machine in the cosy big kitchen. In five minutes they were all laughing with Harry Lauder, and after we had heard a few more snappy records I noticed the farmer's wife begin to divide the records into two piles. I knew right then that I had made a sale, and so I had. After that I sold another brother a machine, taking part payment in cash, and all told brought home an empty sleigh and $450 in cash. That evening after supper I went out and sold a piano.

Prompt Service Pays

"Speaking of speedy action. I might also say that I find that prompt service pays in all branches of my business. In the fall for instance when a farmer is threshing and telephones in from say 25 miles to know whether he can get a drive belt, I tell him to go right ahead with his work and I will bring it out to him.

Big Credit Business

"But to revert to gramaphones." Mr. King continued, "I do my heaviest canvassing business during the winter months, when I often drive 20 or 30 miles a day. I run up against the same hard obstacles that all salesmen encounter, as for instance an unreceptive coldness at first, followed later by indecision, but my offer of long term credit usually wins out. I do a large credit business, have done so for several years, and I find it pays me well. I would not go back to the cash business so long as I am making my present success under the credit system. Just yesterday I went out and placed a machine. At first they demurred and said they did not want it, but they finally allowed me to leave the machine there until I called for it. I will go back to-morrow. They will tell me that they cannot buy the machine because they cannot pay for it. They will likely tell me to come back in October. My answer will be that in order to make a sale I will let them purchase the machine on fall terms. I will tell them that I will be crowded with business in October, and that they might just as well have the use of the machine as having it stored in my warehouse. I will make a sale.



View of the store front of W. E. N. King's establishment at Neepawa, Man. Mr. King is a consistent canvasser for business, and the story of his success as a result of "go-getter" methods is told in the accompanying article.

Sells Stoves and Safes

"I have had unusual success with ranges and small safes, which are being purchased by farmers. I carry them out to the country on the back of my runabout, and scarcely ever bring them back. Often when I am at the farmer's homes I receive unexpected orders for hardware supplies. I learn that the farmer contemplates building a new house or barn the following year, and I am, therefore, constantly getting new prospects as well as making friends. It pays me well. I remember when the influenza epidemic was at its height, and business was shot to pieces in this town I maintained my regular average sales by my outdoor selling methods. During the epidemic last January I drove in the country twelve days, averaging two sales a day of articles selling over $100.

"Last year we sold over 100 cabinet gramaphones, together with thousands of records. So far this year we have put out 45 machines and 2,000 records."

Systematic Saving

Mr. King gives a large share of the credit for his success to his wife, who in the days of their early struggles patiently endured forced economy until they could get their start. Back in 1905 when he was working as a tinsmith in Brandon, they put a stipulated amount of money in the bank every pay day until they had saved $1,500, when they went into partnership in the hardware business at Wawota, with a former school teacher of Mr. King, who put up a similar amount. Later he purchased a business at Gainsboro, Sask., on his own account, at 90c on the dollar, and on which he cleaned up $6,000 in 16 months. Two months after he sold out the Gainsboro store he purchased his present business at Neepawa, giving as part payment the notes from the Gainsboro business. He was only in business in Neepawa two months when the man to whom he had sold out at Gainsboro failed, and he was obliged to meet the payments out of the Neepawa business, losing $4,000, from which severe blow he was only able to recover by his aggressiveness and fighting spirit.

"In the course of my business experience I have tried many side lines," said Mr. King. "I did not have much success with some of these, as they took me too much away from my legitimate work, and there were too many second hand deals. When I took over the Neepawa business I had a stock valued at $6,000, it now runs close to $25,000. I am a believer in the tithe system and give 10 per cent. of my profits to the church and to charity. I always pay spot cash for my goods and always did from the first day I went into business. If I did not have the money I went to the bank. In buying goods I buy as close as possible and look for the big discounts."

GREAT EXPANSION IN AUTO BUSINESS

The Financial Post says:

"Among industrial developments of the day, which are a direct outcome of the extension of imperial preferential tariffs, none are of more importance than those connected with the automobile industry. The preference has been the means of bringing to Canada several of the largest automobile and truck manufacturers, already they are building their huge new Canadian factories, partly to take care of existing Canadian business, but chiefly to supply the export trade they are developing in other parts of the British Empire.

"Thus Canada suddenly finds herself an important centre for the manufacture of cars for the whole world. It means that Canada must also become a tire producing country on a big scale—for those thousands of new cars to be made here must be fitted with tires of Canadian make, the Canadian tariff effectually prevents the importing of them from the U. S. in any considerable quantity.

"The tire business of Canada has a future certainly as great as that of the motor car industry of the Dominion. No one can foretell what heights of production and profit may be reached. The only certain thing about the rubber business seems to be the fact that for many years to come, it must have an expanding market."

Roofing Prices Likely to Advance

Prices of Raw Materials Have Been Climbing Steadily and Manufacturers Expect to Have to Revise Their Quotations—Outlook for Business Was Never Better—Manufacturers' Views on the General Situation.

THERE is every indication that prices of roofing materials will be advanced shortly. The situation at present centres around quotations on raw materials, and as these have been soaring and show no indications of coming down, manufacturers state that there is little doubt that prices of the finished product are due for a rise.

They state that the business outlook was never better. In addition to the large volume of business that is being handled at home as a result of the building activity all over the country, a very satisfactory export trade is being handled. This is likely to increase as reconstruction in various parts of Europe progress. Reports from England state that enormous quantities of materials will be required there.

Lots of Business

"If present conditions are a barometer of the future, the only trouble the roofing manufacturers will have in Canada is producing enough material to supply the demand," said C. S. Jackson, general manager of the Canadian Roofing Mfg. Co., Limited, of Windsor, Ont., to HARDWARE AND METAL. "Domestic business is exceptionally good, and enormous quantities of roofing are being shipped by the Canadian manufacturers to Europe.

"As to prices, I would have no hesitancy in saying that they will advance in the next few weeks, and unless there is some change in the raw material market, they will continue to advance for the balance of the year. The possibilities of any decline are so remote that they are not worth mentioning.

Americans Cut Prices

"It may be of interest to you to have an outline of what has happened in the roofing business since the first of the year," Mr. Jackson continued. "January and February were exceptionally poor months, not only for Canadian companies, but American companies as well, and the American companies finding themselves facing a very depressing period very foolishly started a price-cutting campaign in order to stimulate trade. This was an absolute failure and resulted in practically the entire industry, including the producers of dry felt, having to shoulder a loss, which only months of prosperity can overcome. During this period the Canadian producers of dry felt refused absolutely to reduce their prices, and I might say they were quite right in doing so. This, you no doubt can appreciate, prevented the roofing companies from reducing their prices, and, therefore, their advances from now on will not be as keenly felt by the trade as they would have been had the Canadian companies cut prices in the same manner as the American companies.

Has a Bad Effect

"During business depressions in the United States," Mr. Jackson said, "the American companies take the opportunity to dump into Canada a great quantity of cheap, low quality roofing, which has a very bad effect on the Canadian trade. Please do not misunderstand me in this statement as I do not wish to leave the impression that American companies do not produce high quality materials, for this is not the case; they do, in addition to their high qualities produce lower grades than are required by the Canadian trade, and as these lines of roofing are very unsatisfactory, and do a great harm to the roofing business, it has been the desire of Canadian companies to prevent Canadian trade from handling such lines. Canada has always consumed a better class of roofing than the United States.

No Second Grades

"To more fully explain the statement made above, I would say that the Canadian companies produce one grade of asphalt shingles and surfaced roofing, and have never gone into second grades of this material as they are practically worthless. It was, therefore, a great disappointment to the Canadian manufacturers to find that Canadian distributors of roofing materials had, during the spring, brought in and sold in Canada second, and even third grades, of these materials, owing to the fact that they were very low priced. This condition also applied to the regular roll roofing business, and several American manufacturers who produce a number of lines of roofing sold and shipped into Canada many cars of material, which will have the effect of discrediting the better grades. I say this because the impression is general that 'roofing is roofing,' and there never was an idea so utterly ridiculous as that one. Anyone familiar with the manufacture of roofing knows that the cheapest and most economical roofing is the best grade.

Conditions Changed

"I am very glad to say that conditions have changed considerably in the United States, and the roofing manufacturers are beginning to get a great volume of domestic business, and therefore, will not be so anxious to dump their overflow into Canada during the balance of the year, and if the Canadian buyers could only be shown what a great mistake they have made during the past few months, I do not believe there will be a recurrence of this thing.

"Dry felt is the one big factor in determining the price of roofing, and in the United States the price of this article has jumped from $70.00 to over $100.00 per ton during the last thirty days.

"The advance in Canada has not been so great, owing to the fact that there were no reductions earlier in the year, but the price of felt has very sharply advanced this month, and felt manufacturers advise that it will continue to advance for some time to come.

"I learn on good authority that even with foreign rags again coming into the country there is a very grave danger of a shortage, and this, of course, will affect the price of felt."

Outlook Promising

"Never in our experience has the outlook for business been any more promising than now," said Mr. M. Canfield, of Bird & Son, Ltd., Hamilton, Ont., to HARDWARE AND METAL. "The reasons for this confidence are many. It seems but a few years ago the general opinion was that prepared roofing was a material quite satisfactory to use for use on temporary buildings. This condition has gradually changed, due perhaps largely to the persistent publicity and sales efforts of the manufacturers, and to-day prepared roofing is considered as being a material quite satisfactory for use on any kind of construction."

Since the material for this article was secured an advance has been named by some manufacturers in ready-roofing prices amounting to 10c per roll. That this will be general is quite likely and even at new prices it seems doubtful if the peak has been reached. The views of these men are right in line with the trend of to-day's market, and much of value to the trade will be gathered in a careful perusal of the accompanying article.
—EDITOR'S NOTE.

Business Has Developed

The prepared roofing business has developed in a great many ways. The most recent development is that of slate surface roll roofing and slate surface shingles. These materials make very handsome roofs and appeal to the owner of the better class of buildings. Not only because a roof of this kind gives the appearance of a genuine slate roof at a very much less cost, but also because it is fire resisting to the highest degree and is composed of materials that give years of roofing surface. Asphalt shingles are developing very rapidly indeed and we do not hesitate to say that in the near future the majority of residences will be roofed with material of this kind.

The Shingle Situation

"This statement is made," Mr. Canfield went on, "fully realizing all the various types of roofing there are on the market. The more prominent of these is wood shingles, the quality of which is very much inferior to what used to be procured. Shingles will each year be more difficult to obtain, especially those of good quality. The revival of all building throughout Ontario, after a very quiet period during the war, has speeded up the roofing business. As an instance of this we cite the several housing commissions that are taking advantage of the Government grant throughout Canada. A great many of them have already started building operations. Combined with this local demand are the possibilities of export trade and there has already been placed in Canada and the United States large orders for prepared roofing.

Prices are Firm

"The prices are very firm and have every appearance of advancing. The present demand in Canada and the United States for prepared roofing is such that raw materials are becoming scarce and high in price. As one instance I would cite that roofing rags, which are the basis of roofing felt, are today costing on an average of $30 per ton more than the price two months ago. This is only one product of the many that go into the manufacture of roofing and the writer is not aware of any one other product that is declining, and the labor conditions are such that I feel warranted in saying that the manufacturing cost, if anything, will be higher rather than lower.

Go After Business

"The roofing manufacturers work closely with the distributor. In any event such is our sales policy, and the present difficulty that we experience is to impress upon the hardware dealer the great possibilities there are for increasing his business and profits by going after this business. It seems hard, in many instances, for the hardware men to talk shingles, and we will be very sorry if, through lack of energy, the hardware dealer will allow this business to drop to the lumber yard because ready roofing is generally thought of as a hardware product, and now that the opportunity presents itself for shingle business, there is no reason why it should not be handled through the hardware trade.

"Regarding the methods of going after and stimulating trade, I have nothing to say other than that we, as manufacturers of ready roofing, have every facility in the way of advertising matter together with samples, etc., that we are pleased to supply the distributor with, and providing we are favored with a prospect, it is followed very closely from our office or directly by a salesman. Our suggestion to the dealer is that he have a man outside the store working up such prospects. This is the only real way of developing roofing business.

Cost of Living Commissioner Alleges That Combine Advances Prices of Plumbing Supplies

DR. McFALL, the Cost of Living Commissioner at Ottawa, has made recommendations that action be taken to investigate an alleged combine which he states is responsible for advancing prices in all kinds of sanitary and plumbing supplies. In an interview at Ottawa he is reported as saying that "by means of this combine practically all plumbing supplies are forced to go through the hands of jobbers who frequently take as much as 25 per cent. or even higher for themselves, in spite of the fact that the plumbing trade, which is now attempting to free itself from this burden, considers the jobbers to be an unnecessary factor in the trade."

Discussing the situation with HARDWARE AND METAL, Frank R. Maxwell, of Toronto, president of the Dominion Association of Domestic Sanitary and Heating Engineers, declared emphatically that he would welcome such an investigation. In his opinion, he said, there was absolutely no justification for the prices that were being asked to those in the trade. He mentioned as an instance range boilers, which before the war were selling at $3.75 and are now quoted at above $11.

"Take another example," he said, "enamelware. Why the manufacturers had any reason to advance prices recently I cannot see. It is the same with other things the men in the trade require. The installers and the men who work for them are not getting the prices. There is profiteering somewhere, and it should be investigated. I hope the manufacturers may be able to clear themselves and the jobbers too, but I do not see how they can."

Mr. Maxwell stated that the men in the trade would be willing to give the authorities at Ottawa every assistance in probing the situation.

Mr. Maxwell stated that in his opinion there is less production to-day, not only in plumbing supplies but in other goods because of manipulation.

"Why," he asked, "should producers try and produce twice as much as they are producing now when they can sell their present output for as much as they would get for twice as much goods?"

"There are too many profits before commodities reach the retailer," he said. "There are too many profits going to commission houses. The jobbers encourage buying piecemeal instead of buying in bulk because they can charge more by selling that way. They deliver the goods to the job and that costs money. My idea is that all goods except such stuff as baths and heavy goods should be delivered to the shop. This would mean a saving for the master plumber as he would assemble all the materials required and send them to the job instead of having goods arrive at different times as it does now, and workmen who are being paid high wages standing waiting. It does not take long for half an hour to roll around, and if a man and a boy are waiting that long for some material, 75 cents is gone."

Mr. Maxwell stated that he and other men in the trade courted the fullest investigation of their own business.

"I shall be glad," he said, "at any time to have anyone who is interested, come in and look over my books and my shop. The man who is a genuine man and not a shark is not getting what he is entitled to. Any reasonable person will admit that the installer is entitled to a fair profit on his work, and that is all our books will show."

Mr. Maxwell is the representative of the Toronto Society of Domestic Sanitary and Heating Engineers on the Joint Industrial Council of the Toronto Building Trades, and stated that two months ago a communication was sent to Ottawa urging that an investigation be made of all prices of building materials as prices were exorbitant.

James Hardy, asked by HARDWARE AND METAL for a statement regarding the allegations of Dr. McFall, stated that there was no jobbers' association. There had been one, but at a meeting held on November 21, 1916, it was dissolved, and it was decided that its interests would be looked after by an association, of which he is secretary.

Asked if it were correct that two weeks ago the association had its agreement considered by a solicitor and changes made, Mr. Hardy stated that what really occurred was that it came to the notice of the association that certain jobbers were allowing an advantage of ten per cent. to certain men in the trade. This matter was taken up with the legal adviser and it was suggested that this was not the proper thing for the jobbers to do. The jobbers had then been advised that all those in the trade must be placed on an equal footing and no ten per cent. advantage or any advantage allowed.

Plan Your Work, Then Work Your Plan

Consistent Policy of Attractive Advertising, Attractive Window Displays and Attractive Store Arrangement is Behind Steady Growth of Cowan's Colossal Hardware at London, Ont.—Manager Tells of Results Obtained.

Based on an Interview by C. E. Parsons With Thomas Jones, Manager of Cowan's Colossal Hardware at London, Ont.

ATTRACTIVE advertising backed by window displays and a store display that is second to none in its territory is the combination which has produced splendid results for the Cowan Hardware Co., of London, Ont. Few firms in Canada perhaps have featured these three plans in connection with merchandizing more consistently. Cowan's store enjoys an advantage that many business places do not, in that it is almost twice as wide as the average store. This gives the firm the opportunity to have an attractive entrance and two unusually wide show windows. Merely stating that the firm makes the best use of its large windows does not begin to give any idea of their real value in keeping stock turning over.

Get Quick Results

"I think I am safe in saying that no firm inour territory pays more attention to its windows," said manager Thos. Jones to HARDWARE AND METAL. "We have always realized their value and because of this never neglect them. No matter how busy we are the windows are always carefully looked after. We have never failed to get results. We have worked on the plan that it is best to concentrate our efforts on a single seasonable line rather than to fill our windows with a dozen or more lines. For instance we will maybe put in one window containing nothing but tools. In the other window will be perhaps nothing but paints and brushes. We have found that we get the best results by following out this plan. No matter what we are showing prices are always given. This is a rule that is never broken and we have proven time and again that giving prices and giving them in good plain figures is good business. People want to know just how much an article is going to cost. That is the very first thing that comes into their minds when they see the thing in the window or read about it in one of our advertisements. We always tell them.

Start to Move

No matter what we show in the windows there is an immediate and appreciable jump in the sales. We find that the goods start to move as soon as shown. If we have arranged a window of tools there is an immediate call for tools. If it is glassware our glassware turnover starts to increase, and so on. I cannot place too much emphasis on the importance of window displays or speak too highly of the results we have obtained. They are one of the very finest helps we have in stimulating sales.

As stated above Cowan's have always been consistent users of newspaper space. Long ago they learned the value of keeping their store and their stock constantly before the public. In this connection they have found that it pays to have their firm name indelibly impressed in the minds of the buying public, so instead of merely being known as "Cowan's Hardware" their slogan is "Cowan's Colossal Hardware." They have made it a point to try to live up to all that the word colossal implies. Manager Jones says that the name was a happy selection, as in the minds of thousands of people, not only in London, but for twenty or thirty miles around, the firm is known, and the "Colossal" gives people an impression of service quality and a big stock from which to make a selection. One of the endeavors of the company has always been to see that people were never disappointed in the impression they got of the store, its goods or its service.

Doubled Their Space

So much for the advertising value of the firm's slogan. Keeping it constantly



Note the prominent place given to auto accessories and the neat but effective display arrangement. Note also the display table and the silent salesman. All these have not only helped make the store attractive but have increased sales in a most satisfactory manner. This is a view of Cowan's Hardware, London, Ont.



Displays of this kind kept right up at the front of the store and backed by timely advertising have resulted in sales of cutlery and glassware passing the $10,000 *mark each season. Everything is kept spotless and in perfect condition in the Cowan Hardware store at London, Ont.*

before the people though has made it even more valuable and effective. Cowan's were never pikers when it came to advertising but in the past year and a half they have doubled their space.

"We are using twice as much space now," said manager Jones, "as we ever did and we are getting splendid results. We try to keep our advertising copy full of 'pep' and to have a real message that carries something of interest to the people."

As may be seen from the illustration of a Cowan advertisement reproduced on another page the firm aims to brighten up its copy by making free use of cuts. People like to see what they are going to buy and the use of cuts is an inexpensive and thoroughly practical and effective method of giving them a mental view of whatever is offered that they will carry with them right into the store. It will be noticed also that prices are given of everything.

Attractive Arrangement

Special care is taken in laying out the advertisements to keep the arrangement attractive. This has a big value. If you study the methods of some of the best merchants you will find that they aim to keep their stores attractive and work on exactly the same plan with their advertising. In order to get this result the ad must not be loaded down with a whole lot of big, high-sounding words. Thet message that gets across and gets across quickly is that which is told in the simplest language and in the fewest possible words. People like to read this sort of stuff and if the price is given and an illustration the copy has a "pull" that makes it worth a dozen ads loaded down with unnecessary verbiage.

Tries Editorial

Recently the firm has introduced a little novelty into its advertisements in the shape of a newsy little editorial. The stunt, according to manager Jones, is decidedly valuable.

"We have found that the little editorial section we have been running with every advertisement is widely read," said manager Jones. "We have people come in and tell us about them and frequently hear people on the streets or on the cars talking about what was said. I am satisfied that many people have come to look for the editorials. They don't know what we are going to hit next, and they are afraid they miss something. This all helps in keeping our advertising message and our store before them and I think it is working out well. It means some work sometimes to keep the editorials snappy and timely but it is worth the trouble."

Store Arrangement

In addition to the wide store, giving the firm the advantage of having two excellent windows, it enables them to make a store display that would not be possible in a narrow store. The large space across the front is used to good purpose and the incoming customer finds himself facing a most attractive showing of merchandise of all kinds. From silent salesmen thousands of dollars worth of cutlery, pocket knives, tools, silverware, cut glass and other lines that attract with all the lure that such articles have when well displayed. All around, but not in disorder, may be seen seasonable lines, kept right up in the front where they cannot help being seen. No matter where the prospective buyer looks he finds himself confronted with stock, stock, stock. Not only stock, but stock that is kept in perfect condition. The cutlery and silverware and cut glass is shining as when it left the factory. If it should happen to be a dull, rainy day the effect is not lost in any way because concealed electric lights in the show cases bring out all the beauty of the goods.

People Like This

It is a well known fact that displaying in bulk has a most distinctive sales value. People like when they go into a store to see lots of goods, and if they are well arranged and kept in good condition the general effect is increased. Such an arrangement puts people in a buying mood. Not only this, it helps them in making a better selection and in doing this helps make them more satisfied. In a great number of cases it also results in their buying things that they never thought of buying when they came into the store.

"Certainly our store display helps us to make any number of sales that we would not make otherwise," said manager Jones. "People get an idea that we have a big stock and that it is a complete stock. Take our pocket cutlery display for instance. I think I can say without any doubt that we sell more pocket knives than any other firm in the district. Our display is a large one

and people talk about it. We know that from the things people tell us when they come in to buy. For instance a man will perhaps come in thirty miles and will tell us that a neighbor told him that he could get some special kind of a knife he wanted at Cowan's if it was to be had anywhere. We can nearly always supply needs of this kind and it gives us a reputation. People talk about us and that is what we want as long as we can keep them talking favorably. That we get results from having a reputation of this kind is shown by the fact that we are now selling more than three thousand knives a year."

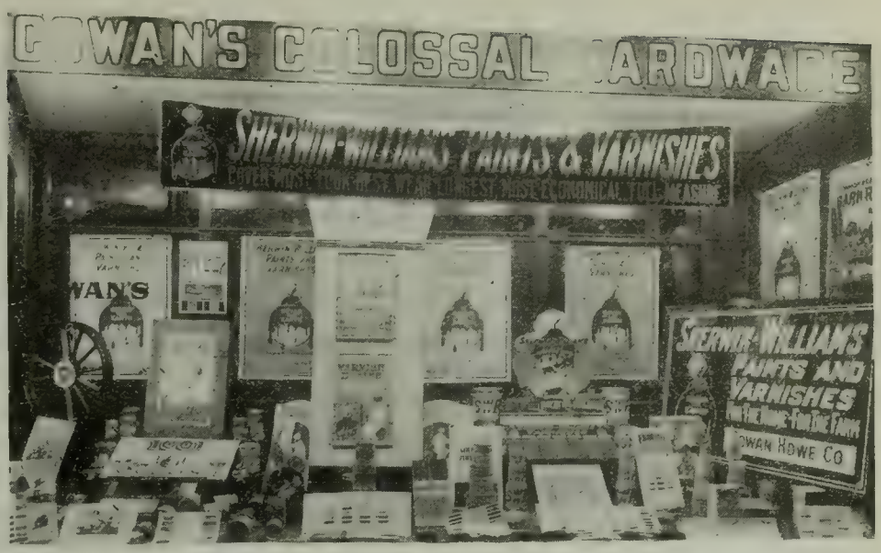
Increasing Turnover

The same principle applies to sales of other lines of cutlery, silverware and glassware. One of the big troubles recently has been to get enough of the kinds of cutlery desired to meet the demands.

"Our sales of cutlery have been running over the $10,000 mark," said manager Jones, "and we have turned over about the same amount of silverware and glassware. One of the big seasons, of course, is at Christmas. During the past six weeks we have had splendid sales owing to the great number of summer weddings. We keep these lines moving, though, more or less all the year round, and it is a very satisfactory trade."

Auto Accessories

Just behind these goods and well up to the front of the store on the left is a display of auto accessories. Manager Jones states that this line has been showing rapid development and that each season sees a splendid increase in the amount of goods handled. In addition to the display downstairs on the main floor there is another section upstairs on the second floor and also a special department in which upholstering and repairs are looked afte. In going after the auto accessory trade the Cowan Co. adopts the same policy as is used in other lines. They are not afraid to let the people for miles around London knew that they can get auto accessories at the Colossal Hardware. Sometimes special auto accessory advertisements are run. At other times a section of the regular advertisement will be given over to this line. The advertisements are always well illustrated and the prices given.



This window display proved a retail business-getter and backed up by special advertising was a factor in making the Cowan Hardware Company's paint sales among the best it has ever had. Note the free use made of manufacturers' helps.

Do a Big Farm Trade

Through their persistent advertising the firm has built up a farm trade that is perhaps one of the largest in Western Ontario. The store is especially well lo-

(Continued on page 62.)

"You can't keep too much stock out where people can see it," says the manager of the Cowan Hardware, London, Ont. The firm has a number of display tables which are constantly changed and a whole battery of silent salesmen which, the manager says, have paid for themselves many times over. Working men's gloves and mitts are a big seller.



EDITORIAL COMMENT

NEW TRADE POLICY

APROPOS of the article which appeared in the last issue of HARDWARE AND METAL giving the views of those in the trade as to the status of Germany in Canada now that the trade door is open to her again it may be of interest to note that from a manufacturing standpoint Germany's wings are clipped, as it were, by the terms of the peace treaty. Germany loses much of her coal and iron territory by the settlement and it was on this to a large extent that she built up the enormous steel trade which she enjoyed before the war. The rich coal and iron districts go back to France from which they were taken. This should eventually give France a big advantage. With all the Allied countries seeking to expand their trade to help pay war debts it will be necessary for Germany to do some very skilful manœuvring to make any headway. Reports indicate that the Germans are preparing to do a great deal of shipbuilding and as Germany has forty-two shipyards it should not be a very long time before her vessels are again on the high seas. In the meantime, however, other nations, even though their tonnage has been tremendously depleted, have a large number of boats actually in the trade and are competing keenly for the new markets. It looks as if there was a very great deal in the prophecy that the trade war which is now on will be even more bitter than the war just ended.

CONCERNING INSURANCE

HAVE you enough insurance on your store? This does not mean that HARDWARE AND METAL is trying to sell insurance, but the question is prompted by what those in close touch with many retail merchants tell us about the small policies held by many firms. Many serious losses are constantly occurring because merchants do not adequately protect themselves. You have a good store and a good stock and a business that has taken time to establish. You probably reckoned the replacement cost when you put on the insurance and acted accordingly. But have you ever stopped to think what your replacement cost would be now? The buying price of many lines of hardware has greatly increased. Has your insurance kept pace? You may say you are willing to take a chance and be covered on your initial investment. Well that is your own affair, but there is a real situation here that cannot be overlooked. A stock that has been in only a short time could not be replaced now for a good deal more than it cost. Many lines are still advancing. You can figure out everything for yourself and it may surprise you to find out how much the difference is. The point is, if a fire should wipe out your store to-night, would your insurance policies protect you? This is a point that should not be overlooked.

HENRY FORD IN COURT

IN a large number of the daily papers there have appeared editorial comments, some at considerable length, concerning what Henry Ford has said and admitted in the witness box in his suit against the Chicago *Tribune*. No doubt Ford has told enough to make it certain that he is not a keen student of political science nor historical matters.

These articles for the most part are concerned in taking a fall out of Henry Ford, largely because he admitted he did not know at times what he was talking about.

Are there never occasions when the same daily papers discuss subjects in a way well calculated to make the informed reader see they do not know what they are talking about?

Many Canadian editors discuss the problems of the British navy, and many of them have never sniffed salt water.

They pile into long-distance discussions at times of semi-technical matters in a way that shows how barren they are of even the fundamentals of their subject.

Why not take Henry Ford in his own back yard, namely, as a manufacturer and an organizing genius?

Why not take him as an employer who long ago put in a $5 per day wage, then a $6 and $7?

It is somewhat of a knot-hole vision to size up a successful man entirely on a matter and in a field where he is admittedly not a specialist.

THE BUYING POLICY

RETAIL merchants generally, throughout the Dominion, are asking themselves should they or should they not resume normal purchasing. A careful survey of the situation based on conditions as they actually exist to-day warrants the belief that stocks should be replenished and kept up with-

out regard to present prices. This does not in any way mean reckless buying. Every good merchant will use a normal amount of caution in making his purchases, but there is no doubt that a great many firms in the past two months have lost a great deal of business because they did not buy sufficient goods to handle the business that offered. The man who is prepared to handle the business usually gets it and there has been a splendid volume of trade to handle. There is every indication that business is going to be good in Canada.

For some months after the armistice was signed, a wave of pessimism swept over the entire commercial world and as a consequence a desire to gradually reduce stocks was introduced as it was felt that war time values would gradually decline. However, a condition arose that had been overlooked, that was "wages." It was generally thought that with the return of the army to civilian life, labor would become plentiful and that men would be looking for work in such numbers, that a reduction from the high wages prevailing would be imperative. This condition has not arisen, nor is it likely to arise for some time. Consequently the cost of living has not come down and for reasons with which everyone is acquainted. Instead, even higher wages are being paid in order that the wage earners may be able to buy the necessities of life, plus some comforts, which it is claimed they are entitled to. Money was never so plentiful. People have it to spend and are spending it. This has resulted in such a rush of business that stocks have become depleted. In a great many lines it is being found difficult to replenish them.

The housing problem is another important factor, not only of special importance to hardware men, but of wide interest generally. The building boom which has started in England and in the United States has reached Canada. Already some manufacturers, who only a short time ago reported that business was quiet, state that they are booked ahead for many months with orders. The building that is under way is apparently only a fraction of what is to come. There is no question about the scarcity of homes and it must be met sooner or later. Merchants should be prepared, as this means a lot of good business for them. Approximately 50,000 Canadian boys are bringing home brides. All this means an increased demand for goods in which hardware men are particularly interested. No merchants carry more lines of goods which home makers must have as the hardware men. While the hot weather has caused some crops to be lighter than usual the farmers of the Dominion as a whole are right now saving harvests which will be worth millions of dollars. Not only this, they have right along been selling at exceedingly high prices every bit of farm produce they had to offer. Will the farmers be bigger buyers than ever? There is little doubt that they will.

With conditions as they are and are likely to remain mechanics' tools, farming tools, household requirements, in fact every line which hardware merchants handle, are likely to be very active. The merchant who wants to make the most of his business must have the stock to meet the requirements and while we say again that a normal amount of caution should be used in buying, stocks should be replenished and kept up to meet requirements of the buying public.

THE OUTGOING ALIENS

FEW people, according to manufacturers, realize the effects that the steady stream of emigration from this country back to Europe is going to have on production. Ever since it became possible for these men to get boats home they have been leaving in hundreds. Because little was known about them or the work they did no attention was paid to them in ordinary times. Now, however, with business resuming normal conditions and factories endeavoring to speed production to supply markets that are bare the alien is getting conspicuous by his absence. A large manufacturer of sanitary appliances stated to HARDWARE AND METAL that he did not know what he was going to do to get unskilled labor. Scores of the men who have gone home to visit relatives from whom they have not heard for five years, did all kinds of hard, heavy jobs that Canadian workmen will not touch no matter what wages they are offered. It is quite true that they were unskilled, but even so, their work was very necessary. Not a few firms requiring manual labor are looking over their thinned ranks and wondering just how they are going to handle the orders that are coming in with every mail. From a hardware dealer's standpoint the situation indicates that production may be greatly delayed and that orders are likely to remain unfulfilled because manufacturers will not have the unskilled help to get the work out as fast as usual. No trades will be hit harder, it is stated, than the metal trades, because of the large amount of heavy work involved. The exodus of aliens from the United States is hitting Canada in another way also. Because among the thousands who have left, there were more than 40,000 coal miners, the output of coal is many millions of tons short. This is a situation also that is causing manufacturers who have not been able to get any large supplies in food for thought. All these things affect all business, and especially the hardware business.

LOTS of hardware dealers declare that business has been coming so fast and so steady that it begins to look as if they will not be able to take any vacation for quite a while yet.

EVENTS IN THE TRADE

Business Changes

Paisley, Ont.—S. M. Davidson has purchased the hardware business of W. H. Davidson.

Southampton, Ont.—J. A. Aitchison, of Elora, Ont., has purchased the hardware business of Robert McVittie.

Trade Notes

According to newspaper reports from Chatham, Ont., the Wolverine Brass Co. may locate its plant in Toronto.

The McClary Manufacturing Co., of London, Ont., is starting work on a four-storey concrete addition to its factory, to cost $50,000.

Peter Sheills, hardware dealer at Kincardine, Ont., is giving up the plumbing and steamfitting end of his business and will devote all his time to hardware.

Robert McVittie, of Southampton, Ont., who has sold his hardware business to J. A. Aitchison, of Elora, Ont., will remain at Southampton and conduct a coal and wood business.

The annual picic of the employees of the McClary Mfg. Co. of London, Ont., held at Port Stanley, was a great success. A splendid programme of sports and games was enjoyed.

Personals

Homer Van Patter has resigned from the staff of E. Miller, hardware, Aylmer, Ont., to accept a position at Windsor, Ont.

J. S. Hawthorne, who has been in charge of the hardware business of Clement & Co., at Milton, Ont., during the absence overseas of R. M. Clements, has returned to his home in Toronto.

C. H. Turnbull, formerly with the Hamilton Whip Co., and the Reliance Harness Co., is now in charge of the Toronto district for the Royal Canadian Specialties, Hamilton.

J. Gus Major, who has been connected with the head office of the Royal Canadian Specialties, Hamilton, is temporarily in charge of their Montreal office at 53 St. Francis Xavier.

C. C. Falconer, hardware merchant, Winnipeg, visited Toronto this week on his way to the Maritime Provinces, where he will spend a short holiday. In conversation with HARDWARE & METAL, Mr. Falconer was optimistic regarding the outlook for fall business, although Western trade was badly disorganized temporarily by the Winnipeg strike.

Elected as Director and Vice-President

At a meeting of the directors of the Imperial Oil, Ltd., Toronto, Victor Ross was elected a director to succeed W. W. Oswald, of Montreal, who resigned. Mr. Ross was, until a year ago, financial editor of the Toronto Globe, and resigned



VICTOR ROSS
Elected Director of the Imperial Oil Ltd., Toronto, and Vice-President of the International Petroleum Company, Limited.

that position to become assistant to the president of the Standard Oil Co., of New Jersey.

At a meeting of the directors of the International Petroleum Co., Ltd., held in Toronto, Mr. Ross was elected a director and vice-president, filling the vacancy created by the death of Hon. W. J. Hanna.

Fire Losses

Fire, which may have had its origin in a greasy pile of sawdust, caused a loss of $2,000 in the basement of the H. W. Marshall hardware store at Kingston, Ont. The fire spread to oil stored in the basement and was a difficult one for the fire department to handle, owing to the dense smoke.

Montreal News

Alphonse B. Blais, hardware merchant, Thetford Mines, Quebec, was in Montreal this week.

W. T. B. MacDonald, of MacDonald Bros., Granby, Quebec, was in Montreal during the week.

L. B. Wasserstrom, New York, was represented in Montreal this week by A. A. Seeley.

M. Dannenberg, with J. Wiss and Sons Co., Newark, N.J., was a Montreal visitor this week.

A. Birmingham was in Montreal this week in the interests of John H. Graham and Co., hardware specialties.

A. D. Westman, Chatham Malleable and Steel Mfg. Co., Chatham, Ontario, was in Montreal this week.

C. C. Falconerm, hardware merchant, of Winnipeg, was in Montreal this week and called on the jobbing trade.

W. S. Sutton, manufacturers' agent, Winnipeg, was in Montreal this week.

Fred R. Velt, of the Justrite Mfg. Co., Chicago, was a Montreal visitor.

The Gillette Safety Razor Company of Canada, Ltd., Montreal, this week entertained the sailors in the port of Montreal at the Catholic Sailors' Club. These entertainments from week to week are meeting with popular approval of the sailors visiting this port.

BICYCLE DEALERS TO MEET IN TORONTO SEPTEMBER 3 & 4

At a meeting of the executive of the Canadian Bicycle Dealers' Association, held in Toronto, it was decided to hold the third annual convention of the association at Toronto on September 3 and 4. A very attractive program was outlined for the convention. Several stunts will be staged, including the sale of a bicycle by two officers of the association, this having been planned as a result of the challenge. Secretary George Wenige, of London, is expected to sell a new wheel to vice-president A. E. Treadgold, of Kingston, each of whom is rated highly as a salesman. Another stunt will be a demonstration of window dressing before the delegates, the work to be done by two expert window trimmers. A mechanical demonstration will also be presented.

There will be practical talks on "Service," "Guarantees," "Bicycle Week" "Bicycle Racing," "Early Closing," "Bicycle Prospects," "Advertising and Publicity," "Time Sales in Small Towns," "Business Systems," "Collections" and other features.

Incorporations

The Battery Engineering and Supply Co., Ltd., plans to manufacture and deal in electrical appliances.

Routley Braund, Ltd., capital $50,000, head office Peterborough, Ont., plans to manufacture footwear and sporting goods.

Chase Tractors Corporation, Ltd., capital $2,000,000, head office Toronto, plans to manufacture and deal in tractors of all kinds.

Automatic Gauge and Supply Co., Ltd., capital $100,000, head office Montreal, plans to manufacture and deal in gasoline indicators.

United Portland Cement Co., Ltd., capital $200,000, head office Brantford, Ont., plans to manufacture and deal in cement.

Continental Storage Battery, Ltd., capital $50,000, head office Ottawa, plans to manufacture and deal in batteries, automobiles, motorcycles and equipment.

SAILS FOR ENGLAND

W. H. Cunningham, manager Kasement Skrene Dore Co., 183 Church St., Toronto, has sailed for England on the Corsican, and will visit England and Scotland for the purpose of conferring with firms who are represented in Canada by W. H. Cunningham & Co. During Mr. Cunningham's absence the business will be in charge of W. S. Hill.

BURNS RESULTED FATALLY

Oscar Bickford, of Wheatley, Ont., who, as stated in the July 12 issue of HARDWARE AND METAL, was badly burned in a fire and explosion in the oil house of L. Charlesworth, hardware dealer, died after suffering intensely for some days. Mr. Bickford and Mr. Charlesworth were emptying roofing paint from a leaky barrel into another in the oil house. A match was lighted to see if the paint was all out and an explosion and fire followed which partially destroyed the oil house and burned both men painfully.

FARMERS' CO-OPERATIVE STORE MAY BE OPENED AT PETERBOROUGH

At a meeting of the Peterborough Farmers' Club the question of starting a co-operative store in Peterborough, Ont., to handle hardware and groceries was discussed, and a number of those present agreed to subscribe for shares. The store, if established, will be controlled from Toronto by the Central Co-operative Co., the executive of which is trying to establish a chain of stores throughout Ontario. T. P. Loblaw, of Toronto, general manager of the United Farmers' Co-operative Co., Ltd., spoke at the Peterborough meeting.

COLLINGWOOD SECURED ROLLING MILLS

Collingwood, Ont., is now assured that the steel plant will commence operation on a "peace" basis. The by-law which was voted on, on Monday, July 14, passed with an overwhelming majority



ARTHUR J. HAYES

Former sales manager of the Ford Motor Co., London, Ontario, who has resigned to go to Windsor where he becomes sales manager of the Champion Spark Plug Co. of Canada, Limited. Notice of Mr. Hayes' change of activities appeared in the June 28 issue of Hardware and Metal.

in favor of continued operation. The steel plant was taken over by the Wm. Kennedy & Sons, Ltd., of Owen Sound, Ont., in 1916, and manufactured munition steel until the time that the armistice was signed. An amalgamation has been made with the Collingwood plant and the Canadian Western Steel Co., Ltd., with rolling mills at two Western points. The new firm have incorporated in the name of the Canadian Western Steel Corporation, Ltd., and it is proposed to start the idle rolling mills at Collingwood and also start up the open hearth furnaces. Construction will begin within a few weeks. This new corporation will have in operation before long three rolling mills, located at Collingwoodwood, Ont., Medicine Hat and Redcliffe, Alberta, also a bolt and nut factory at Medicine Hat, which, it is said, will enable them to supply to the trade, both East and West, bar iron and steel, small angles and channels.

TAKING AUTOMOBILE TRIP THROUGH EAST

W. E. N. King, Neepawa, Man., was a caller at the Toronto office of HARDWARE AND METAL Thursday of this week. Mr. King is on an extended automobile trip through Eastern Canada and plans on visiting the Eastern States prior to his return. Mr. King, who is accompanied by his wife and family, left Neepawa just four weeks ago and touched at Winnipeg and Emerson, Man., St. Paul, Minneapolis, Milwaukee, Chicago, Toledo, and Detroit, on his way through the North-western States. Mr. King reports crop outlook through the States as very promising and comments favorably on the majority of the roads over which he travelled. His Canadian trip so far has embraced Windsor, London, St. Marys, Hamilton, and Toronto, and other centres which will be visited are Montreal and Quebec City. From Quebec, Mr. King plans on visiting many of the large cities in the Eastern States, including New York, and will return home by way of Philadelphia, Pittsburgh and Chicago.



Wood Bungs

R. T. Holman, Ltd., Summerside, P.E.I.—Kindly give us names of manufacturers of wood bungs for casks?

Manufacturers of these are the Freyseng Cork Co., Ltd., Toronto, and the Canadian Cork Cutting Co., Montreal.—Ed.

Flour Milling Machinery

The Plessisville Foundry, Plessisville, Que.—Can you give us names of manufacturers of flour milling machinery in the United States?

United States firms manufacturing flour milling machinery are: Beall Improvement Company, Decatur, Ill.; Barnard & Leas Mfg. Co., Moline, Ill.; Great West Manufacturing Co., Leavenworth, Kan.; W. E. Caldwell Co., Louisville, Ky.; Strong-Scott Mfg. Company, Minneapolis, Minn.; Alsop Process Company, 600 South Picton St., St. Louis, Mo.; Thomson Mfg. Company, Belleville, N.J.; Richmond Mfg. Co., Lockport, N.Y.; Huntley Mfg. Co., Silver Creek, N.Y.; J. H. Day Company, 1144 Harrison Ave., Cincinnati, Ohio; C. O. Bartlett & Snow Company, Cleveland, Ohio; Bauer Brothers Co., Springfield, Ohio; Wolf Co., Chambersburg, Pa.; C. K. Bullock, 1361 Ridge Ave., Philadelphia, Pa.; Southern Engine & Boiler Works, Jackson, Tenn.; Allis-Chalmers Mfg. Co., Milwaukee, Wis.; Filer & Stowell Co., Ltd., Milwaukee, Wis.; Prinze & Row Mfg. Co., Milwaukee, Wis.

McClary Manufacturing Co., St. John, N.B.—Will you tell us where we can procure solder for soldering aluminum ware?

This may be obtained from the British Aluminium Co., Ltd., 265 Adelaide St. W., Toronto.—Editor.

VISITS WESTERN BRANCHES

W. S. Fallis, managing director of the Sherwin-Williams Company of Canada, Limited, is in Western Canada on a tour of the Western branches of his firm. Mr. Fallis will visit the important points there, including Winnipeg, Regina, Calgary, Edmonton, and Vancouver, and will be away for several weeks.

Test Case May be Made Out of Charge Laid at Stratford

Hardware Dealer is Convicted and Fined Nominal Sum for Breach of the Plumbing By-Law—Fine is Paid, But Under Protest

A CASE which has aroused considerable interest in Stratford, Ont., was heard before J. A. Makins, P. M., in conection with an alleged breach of the plumbing by-law.

The Stratford "Beacon" says:

In the police court this morning Mr. B. F. Kastner was convicted and fined $1 and costs for a breach of the Plumbing By-law. Mr. Kastner, who conducts a hardware store on Wellington street, sold a washing machine and coal oil stove to a Mrs. Vipend, Caledonia street. One of his employees who looks after any repairs, delivered the articles, and as the coal oil stove was to replace the coal stove, to which the hot water pipes were attached, Mrs. Vipend asked John Redding, who worked for Mr. Kastner, if he could change the pipes, from the coal stove to the furnace. This, Mr. Redding consented to do, not thinking it was a breach of the plumbing by-law. Building inspector Dixon was advised of this and investigated the matter with the result that Mr. Kastner was prosecuted.

Several witnesses were examined, including Harry Peter, who is a plumber and gave evidence that the work done by Mr. Redding came under the head of plumbing.

Mr. Redding was called and stated that this was the first job of this nature which he had done, but he did not believe it to be a plumbing job.

Mr. Kastner was the only witness for the defence. He stated that he was not a plumber, and he knew nothing about the job in question. "Mr. Redding," he said, "had charge of the repair work, but I gave him instructions not to do any plumbing work."

In summing up the evidence, Magistrate Makins came to the conclusion that the case was a breach of the by-law, but believed that it had been done unintentionally. The Building Department did not wish a heavy penalty imposed, but merely wanted a ruling on the case. The Magistrate therefore imposed the above fine.

Mr. F. H. Thompson, K.C., who appeared for the defendant, asked for a certified copy of the evidence as he intended to test the case further. The fine was paid under protest.

W. G. Owens, city solicitor, represented the city.

Asked, following the case, whether he intended to take out a plumbing license, Mr. Kastner replied, "No, if I am going to be brought to police court for the business I am running, I am going out of business."

When You Sell Bicycles on Time Get a Substantial Cash Payment Down

One Dealer Who Sold 500 Wheels on Very Small Payments Found That Collecting Expenses Ran Away With All His Profits—Buyers Should Pay at Least One-Third or Better Still, One-Half If He Wants Credit

FEW bicycle dealers realize how quickly the cost of collecting payments on time sales runs away with the profit on the transaction.

One dealer who had adopted an easy payment plan of $5 down and $1.10 per week on bicycles, and had sold approximately five hundred bicycles on that basis, recently got out his pencil and did a little figuring. His surprise was very great when he found he had not made a single cent after all his effort and time. In fact he was not sure that he would have quite broken even after paying the collector and finally settling up the season's business. The entire profits had been eaten up and probably a bit more as well.

Get Good Payment Down

That dealer now strongly favors the plan of securing at least one-third, and if possible one half of the selling price of the bicycle as a cash payment. He is also thoroughly convinced that weekly payments should be considerably larger than one-tenth.

The above experience simply bears out what has been emphasized many times, that if time business is done at all, a substantial cash payment and weekly or monthly payments of good size should be insisted upon.

Reduce Collection Charges

The dealer who really knows what it is costing him to do business soon realizes that if he is to make any money he must obtain a fair price for his goods, reduce collecting charges to the minimum and by one means or another increase the volume of his sales and thus reduce the selling and other overhead charges on each bicycle.

The dealers who cuts prices, gives ridiculously easy terms and is content with small sales is usually the one who has very little idea what it costs him to do business. He may imagine he is making money when in reality he is paying himself very low wages.

Bicycle dealers who do considerable business in bicycles on which time payments are allowed may be interested in forms used by Ketchum & Co., Ottawa. These are printed on cards about the size of post cards and blanks are provided for filling in particulars. When payment is not made promptly a past due notice is sent which reads:

Past Due Notice

Your monthly payment on bicycle is now past due. You are requested to provide for same before .....

Ketchum & Co., per

If this does not bring a response of some kind within a reasonable time the debtor is served with a

Confiscation Notice

Having notified you that monthly payment is past due, we will be obliged to confiscate bicycle if payment is not made before.....

SALES STAFF OF T. S. SIMMS & CO., LTD., AT ANNUAL CONVENTION

The annual convention of the sales staff of T. S. Simms & Co., Ltd., St. John, N.B., held at the head office, lasted throughout a week, and splendid reports of the year's business were made at the various sessions. L. W. Simms, president of the company, presided. Co-operation and the splendid results to be obtained by working together was the keynote of the convention. Addresses were given by J. L. Brown, secretary of the firm; H. Champelovier, of Winnipeg; Messrs. Finney, Lewis. L. W. Simms. S. B. Purdy and A. L. Foster. The salesmen who gathered for the annual convention were entertained at a banquet and to a motor trip up the river. Those at the convention were H. B. Agnew, London. Ont.; J. T. Gifford, Hamilton. Ont.; H. Champelovier, Winnipeg; F. M. Baker and K. C. Baker of Toronto; J. R. Meloche, Quebec; W. Turnbull and R. C. Lewis of Montreal, and W. J. McDonald and G. F. A. Anderson of the Maritime Provinces.

KINGSTON RETAIL CLERKS FORM UNION

An association known as the Kingston Retail Clerks' Protective Association has been formed in Kingston, Ont. At present it has a membership of forty and is rapidly growing. The local association has become affiliated with the Retail Clerks' International Protective Association.

The following officers have been appointed: President. W. H. Hall: 1st vice-pres., I. Wiley; 2nd vice, Fred. Somerville; corres. financial secretary, J. M. Anderson; corresponding secretary. Miss Jennie Baxter; treasurer, Miss M. Mitchell.

THE CLERKS DEPARTMENT

The Man Who Gets Out the Goods

Stories of C. K. Lassiter—Who Has One of the Biggest and Hardest Jobs in the Whole Range of Business.

By MARY B. MULLETT, in the American Magazine.

NOT long ago, I was one of a group of persons to whom the chief salesman of a big concern was relating some of his selling experiences. They were good stories, too; some of them actually held a thrill. But finally one of the men said:

"Yes, salesmanship is a great game. But there are two ends to business; and in the case of a manufacturing plant, you salesmen have the smaller end. The man who does the big stunt is the one who produces the goods you sell. Where would you be if it were not for him?"

"I can answer that," said another man, himself the head of a manufacturing firm. "If the production man didn't keep up his end, all of us, from the presidents and managers down to the office boys and apprentices, would have to hunt another job. He is the keystone of the arch. If he fails, the whole thing falls down."

"That's so," admitted the salesman. "He has ten problems to our one."

"Then a great production man ought to have a good story to tell," I said. "Where can I find one?"

The second speaker looked up quickly.

"Ever hear of Lassiter?" he asked. "There is a man with one of the hardest jobs in the whole range of business. He turns out one of the most difficult things there is to manufacture. He has to keep six plants, with thousands of employees, running smoothly. He knows every detail of the machinery in these plants. He handles the labor. He has to see that one of the vital products in industry is turned out on schedule time, and he must follow its shipment literally to the ends of the earth, and make sure that it reaches the buyer, and that it works all right when he does get it. That's Lassiter's job."

"What does he make?" I demanded.

"Iron horses," was the laughing reply. "He is the vice-president in charge of manufacturing with the American Locomotive Company."

That was how I came to be sitting, a week later, in an office high up in the Hudson Terminal Building in New York, talking with the man whose job is "one of the hardest in the whole range of business." Forty years ago, when that man was a thirteen-year-old boy in Virginia, his father died, and the youngster quit school and went to work as an apprentice in a blacksmith shop.

From the beginning, he loved tools and machinery, studied them and mastered them—although he lost the ends of some of his fingers in the process. He had the creative instinct which is at the foundation of manufacturing. He liked to make things; and to make them better and more economically. In other words, he was a born "production man."

Boy that he was, however, he did not realize this at the time, and after a while he turned his back on the shop and went into office work with a flour concern. In a few years he was head buyer; and when he was only nineteen he became manager of the business.

Having to leave school at thirteen, he had only the beginnings of the education he wanted, so he put in his evenings at night school.

"And when you have to work for an education that way," he said to me, "you are pretty sure to value what you get. My memory is to-day my greatest asset in business. And I can trace it straight back to my night-school experience. I wanted to know things. I was bound I would know them. And I learned to work for knowledge, and to hold on to what I gained."

Before he was twenty he married. Just as he knew what he wanted in education, so he knew the girl he wanted for his wife. And, as is so often the case with successful men, he says with pride that she is "the one wife in the world for him." He put her confidence in him to the test before they had been married a year.

He had not been satisfied with the flour business. He wanted to be creating something. So when he saw, one day, a baking and confectionery plant advertised for sale he promptly bought it, and before long was making two hundred and fifty dollars a month out of his venture.

But he was twenty years old by this time. At that age most young men are only big boys. But with seven years of work and business experience behind him, Lassiter was a man; and he looked into the future with all a man's keenness of vision. What he saw, so far as the business he was in was concerned, did not measure up to his ambition. Again he knew what he wanted. And again, with the same decision and courage he had shown before, he went after it.

Giving up his two hundred and fifty dollars a month, he went to the Richmond Locomotive Works and took a job as timekeeper at sixty dollars a month! His wife's father was a man of wealth and could have come to his assistance; but neither he nor "the one wife in the world" wanted this. They wanted to go ahead "on their own"; and with the money Lassiter had saved, sixty dollars looked all right to them for a starter.

Of course, with a man like that, the sixty dollars grew pretty rapidly. He was moved from one position to another and, in the course of these changes, was set to checking up the cost estimates on a hundred locomotives for Egypt. He discovered that if the bid had gone in and been accepted as figured, it would have bankrupted the concern. No less important an item than driving wheels had been omitted from the estimates. So had various other things. Incidents like this made the head of the plant regard young Lassiter with interest.

"How do you, working here in the office, happen to know so much about machinery?" he demanded.

"Because I'm a mechanic."

"Why didn't you say so?"

And with that, they put him where he wanted to be—in the manufacturing end of the business. From that time his progress was one of steady growth up to the present holding down of "one of the hardest jobs in the whole range of business."

What is involved in such a job? What are the problems of a production man? What qualities must you have if you want to play a part in this end of the business game?

Putting it briefly, here is the answer: The production man must know where he can buy the materials and parts he needs, and what they will cost. He must oversee the designing of new buildings. He must plan them so that he can expand his production as the business grows. He must design them so that, from the time the raw materials are unloaded at the doors, the whole process of making them up will go along from one step to the next with as little loss of time and power as possible. He must understand every machine in his plant, know just where to place it, and be able to adapt it to making different kinds of product. He must keep the work of his plant properly balanced, or it will turn out too much of one thing and too little of another. He must know where to get his workers, and must keep them contented, healthy, and enthusiastic after he gets them. He must be everlastingly on the lookout for new ideas and improved methods. He must understand costs and see that he operates at a profit. He must expect to be caught in a pinch at any moment, and he must be so resourceful that he will always find a way out. He must have vision, courage, initiative, and be a confirmed optimist.

I could make that list a longer one, but those are the main points. It sounds like a pretty large order—and it is. The big manufacturer plays a hard game and an exciting one. Take the question of buildings, for example.

A few years ago Lassiter was sent to Schenectady to rebuild the American Locomotive Company's plant there. It was then able to turn out forty locomotives a month. But they were one hundred-ton locomotives, and the tendency has been constantly toward larger engines. So he had to design a plant that would build bigger engines, and also that could take care of a greater volume of orders when they came. He made a plant which was intended to turn out, if necessary, eighty-five 100-ton locomotives a month, or their

equivalent in larger engines. But the designing was done with such foresight that it has actually produced a tonnage equal to one hundred and forty-seven 100-ton locomotives a month.

That is where genius in planning comes in. There would be no use in having salesmen get a mass of orders if a plant couldn't handle them when they came in. If a plant has to be rearranged, or rebuilt, every year or two to take care of the increase in business, it eats up all the profits. Lassiter rebuilt five of the company's works. That was part of his job as production man. It involved spending millions of dollars. And it also required foresight and courage, and thorough knowledge of all the technical problems.

Lassiter not only knows every machine in the works, but he himself has designed many of them. He has invented dozens of improvements. On his desk, when I talked with him, lay a pile of Patent Office papers. When I asked him how many patents he had taken out altogether, he shook his head hopelessly. They are too many to count. In some of the buildings at their plants every single machine has been designed by him.

"There are sixty-eight acres of buildings at the Schenectady plant," he said; "and if you should blindfold me and take me through those buildings, I could lay my hand on any machine there, and tell you just what it is, just where it is placed, and just the amount of output it is capable of. Not only that, but I could do the same thing at all of our works. Taking them all together, we have about three hundred acres of buildings; and I know every machine in them.

"That is why a production man should know his machinery. If he doesn't, he will get into all sorts of trouble. I can look over the specifications for a locomotive and tell immediately whether our machines can meet the requirements of those specifications.

"You know, building locomotives is very different from making almost anything else. Making automobiles, for instance, is child's play in comparison. An automobile plant builds only a few designs of cars. They adapt their machinery to making those designs, and then go ahead, repeating one operation over and over. But every railroad sends in its own specifications for the kind of engines it wants. There is, for instance, what is called the Mikado type. But there are a hundred variations of that type.

"The New York Central, with low grades and easy curves, wants one kind of design. The B. & O., with the grades and curves peculiar to a road through the mountains, wants another. The designers for the different roads have their own ideas about every detail of construction: wheels, pistons, cylinders, valves, rods. They work out their own plans about everything, and we have to follow them.

"Any man in charge of manufacturing has his work cut out for him. But if he is making a standardized article he can keep a stock of made-up parts on hand. Then, when a rush order comes in, all he has to do is to assemble these parts. If the thing he manufactures is not too bulky, he can have a reserve of the finished product in storage all ready for shipment. It is then up to the salesmen to get enough orders to take care of the output. But we don't make locomotives first, and sell them afterward. We can't make a single one until we get the order for it; because each order comes in with its own specifications. The only things we can keep on hand are certain raw materials, like pig iron and steel billets.

"But every production man has his problems. Back of almost every act of your life is a story of wakeful nights and anxious days through which some such man has gone in order to produce the articles, big and little, which you take as a matter of course.

"Last year, when coal was scarce, weather bad, and railroads almost hopelessly congested, I put in many of these anxious days and nights. We buy from other manufacturers a good many of the parts we use in a locomotive. All the time, shipments of these parts were on their way to us, sometimes a whole carload, sometimes a small quantity of some special thing. Every one of them is vitally important. A great engine costing seventy-five thousand dollars might be held up for lack of a few valves, or a piston rod, or a cylinder.

"To guard against this, we had men at every junction point on the lines. We had men riding the cars. That is, one man would stay with a car from one end of a division to the next, where another man would take his place. It was up to these men to keep the car moving, to see that it was cut out where it should be, and promptly started on the next leg of its journey. Of course they had no authority with the train crew. They had to use persuasion; had to make friends of the men they dealt with, so that these men would help them and not work against them. They were liberally supplied with cigars to distribute. But they had no definite orders to follow—except to get those shipments through.

"If in spite of their efforts, a shipment was sidetracked, or started astray, they called us on long distance and we went after the officials of the road concerned. In cases where Government orders were involved, we even took the thing up with the powers in Washington if necessary. For a production man must stop at nothing! He must move heaven and earth and the powers of the earth to get his goods out on time.

"When I saw that a locomotive was going to be held up for the want of some small parts, I would send a man after them, two or three hundred miles, sometimes more. He would personally see the box put into the express car and go with it himself. Or he would put the things in a suit case, take it in a taxi to the train, shove it under his berth in the Pullman, and bring it that way. I didn't care how I got it. The only thing necessary was that I should get it.

"I know of a man who needed certain small parts for the completion of some big machines he had to get out. These parts were made in a city about sixty miles from his plant. But if they came by express they would have to travel by two roads and, as conditions were then, they were likely to be at least two days in reaching him. There was an airplane factory near him, with machines making test flights every day. He got one of these machines to take him to the town where he wanted to get the missing parts. They made the flight in less than an hour, he got what he wanted, and, inside of another hour, had handed them to the superintendent of his own plant.

"I know of a case where, in an emergency, the rear frame cradle of a locomotive was shipped from St. Louis to Philadelphia in a 'palace car,' the kind used for thoroughbred horses. Not because the huge castings needed such luxurious quarters, but because that car was the only one available in the St. Louis yards at the hour when the cradle was ready.

"To a man without will and resourcefulness, that car would not have seemed available. There were horses in it, for one thing. And, for another, special permits had to be obtained for its use, as it was classed as a fast express carrier. But the permits were obtained. The horses were dispossessed. And the big iron casting made the trip in state.

"Motor trucks have been resorted to dozens of times in the past year or two by worried production men when the railroad congestion threatened to hold up their supplies. As I said before, the production man must be able to think quickly, to decide instantly, and to stop at nothing to get what he needs.

"Someone told me the other day of a curious example of this resourcefulness. You would not class an editor as a production man, I suppose, but that is really what he is. He has got to get his paper out, and do it on time. One night the foreman of the press-room rushed into this editor's office and announced that the water main had broken and that there was no water for the boilers. That looked as if the paper would not be got out on time. But the editor was either a man of inspiration, or, what is more likely, he had figured that this very emergency would come some time, and he was ready for it. Without a moment's hesitation, he took up his telephone and called:

"'Give me the fire department.'

"He asked to have an engine sent around, had it hooked up to another water main two blocks away, had the boilers filled—and the paper came out on time.

"That reminded me of one of my own experiences. The fire pan in the heating pan at one of our works had to be replaced, a thing which meant that there would be no heat at all while that work was being done. But it was winter, and

If You Aren't a Salesman, Maybe You Are a "Production Man"

FOR the last two years, states the Editor of the *American Magazine,* a certain man has been telling me his troubles. He represents the "selling end" of a business. His partner is supposed to stay at the factory and produce the goods. But he doesn't produce them! He is way behind. Consequently, the concern is not making the money it should.

Lots of emphasis has been placed on the salesman—his forcefulness, imagination, his knowledge of human nature. But somewhere in the background there is a man who also has energy and imagination and everlasting problems, the production man. He must not drop far behind the salesman. And many of them are so able that the selling force has all it can do to keep ahead of him. The great "production men" in business are just as wonderful as the great salesmen. Their stories are just as fascinating. Yet almost nothing has been written about them.

Get this point, too. Many a young man knows in his heart that he isn't cut out to be a salesman. He lacks the knack—and also lacks interest in trying to become a salesman. Yet he might work up to be a great "production man." Who knows but the story of Lassiter may stir a lot of rather discouraged men to look at a side of business which they have overlooked, and to which they may be better suited?

we simply had to have heat. So I told the men to run a locomotive up to the building. We hooked it up with the heating system, and that took care of us while the repairs were being made.

"Meeting an emergency calls for quick thinking and energetic action, and you never know when the test is coming. But, after all, these emergencies are only the high lights in the picture of production. The big things are there day in and day out. Your whole plant must be right to start with. So many plants have 'just growed,' as Topsy did. An addition has been put on here, a wing there, a new building stuck in where there was a vacant space. The result is that material is being dragged back and forth, and up and down, jamming the place and causing serious loss in power and time and labor.

"I have heard of a plant where big steel plates were taken 1,900 feet, from the point where they were unloaded, to the furnaces; and then carried back 1,700 feet over the same route in order to reach the next step in manufacture. As these plates were twenty or thirty feet long, you can understand the waste of labor and of power involved in these unnecessary trips of over a quarter of a mile each.

"You must arrange your plant so that there is a perfect system of routing the work. The process of manufacture must flow evenly through it. But the man who thinks that this is all there is to the job is going to miss a lot of tricks. You never can sit back and say:

"'There! That's perfect!'

"Things change too fast. There are always new methods coming up, new ideas to be introduced. And you will always find among the men around you a certain proportion of pessimists, men who can give a dozen reasons why a new thing is inadvisable, or impracticable, or something. To that type of man the new thing is always the impossible.

"Never let anyone tell you, 'It can't be done.' Maybe it can't—but you don't know until you have tried it. When we introduced motor trucks at the plants there were pessimists who said that wouldn't work. It was quite true that they were not practicable on the roads as they were at the works. But when we built concrete roads, the motor trucks were so much better than the old, slow, horse-drawn ones that even the pessimists had to admit it.

"Last autumn we received an order for one hundred and fifty locomotives for Italy. Fifteen were to be delivered in November, twenty-five in December, and so on. It was a rush order, and time was at a premium. They were to be made at our Montreal plant and the steel was to be shipped there from Pennsylvania. Mr. Fletcher, the president of the company, asked our traffic department if these steel shipments could not go by a shorter route than the one specified. They explained that the steel men owned some of the roads over which the shipments were going, and that naturally these steel men wanted to send them that way. There was a more direct route, but not over roads owned by the mill interests.

"Well, Mr. Fletcher said that he did not think the steel people would be so narrow as to insist on routing the material by their roads, and to take it up with them. This was done; and the result was that we saved from four days to a week on each of those shipments. That is an example of what can be gained by being willing to try a thing.

"I believe the getting out of those first fifteen locomotives for Italy was about the hardest thing I ever did. The order came through from Washington, and we had to work hard to get it, because the Government said we wouldn't be able to do the job. All our plants in this country were rushed with work for the Railroad Administration and naturally they didn't intend to have interfered with. But I wanted that order. So I told our foreign salesman to get it.

"'You get the order,' I said, 'and I'll make those engines.'

"Our own men told me I couldn't do it. I was going to make them at our Montreal plant, and they said I couldn't get an export license to ship the materials to Canada; that I couldn't get the necessary priorities papers from the War Industries Board; that, even if I could get this red tape adjusted, I couldn't get the boiler plates rolled by the mills in time, and so on. I said:

"'Never mind. Get the order! I'll build those engines.'

"Well, the order came to my desk October 10. We had to make all the drawings for the foreign type called for. Then we had to order the special parts made. And there was the question of the boiler plates. I knew I couldn't get them made in time; but I also knew what I was going to do. At our Schenectady plant were some boiler plates for another order. We were ahead on that, so I simply took those plates. They were too large, but I cut them down. They were a little too heavy, but I got the Italian agent to accept them for the first fifteen locomotives. I had them shipped to Rouse's Point. When the priorities papers arrived I telegraphed the numbers to Rouse's Point, had them accepted by the railroad agent there, and the plates went to Canada. The papers were sent to the railroad agent by mail, but I saved a day by not waiting for that.

"Some of the brass bolts were to be made in this country; but I saw that there would not be enough turned out in time. So I had part of them made in Canada. I sent men to 'ride the cars' with all shipments, and got them through promptly. I sent other men to carry special parts in handbags or suit cases. I shipped tires—engine wheel tires—by express. I did the same with the big steel springs. But we got those locomotives out on time! Twenty-nine working days after the order was laid on my desk the first one was completed, a record of which any company has a right to be proud.

"If the war has not developed good production men, then nothing else could. For the great purpose of the country was to get out the goods! The building of so many new plants gave designers an opportunity they would not have had in ten years of normal business. The spirit of patriotism spurred the workers to show what they were really capable of doing. They surprised themselves by the records they made. And to men on a piece-work basis, as thousands are, this was a lesson which is going to be of permanent advantage to them.

"The drafting of several million men into the army forced employers to find labor in unexpected quarters. And they did it. They took women, country boys, thousands of people who never had been in a machine shop in their lives. Incidentally, it was a revelation to these new recruits. They found that they liked the job, and that they could make good money at it. It was a surprise to some of the older men, too; skilled workers who had prided themselves on their ability to tend a complicated machine. Having these new but enthusiastic workers come in and show up so well put the older hands on their mettle. When they found that women could learn in a few weeks to run a machine which it had been supposed only a skilled mechanic could handle, it created a healthy spirit of rivalry which was good for production. It was good for the workers, too, for the more they turned out the more they earned.

"The problem of labor is one of the most serious the production man has to meet. He knows where he can get raw materials and machines. He can make his plant as perfect as possible. But it is a dead and useless thing without a force of live and enthusiastic workers in it. If he is the right kind of a boss, he wants his men to be well in body and happy in mind. So one of the most important traits he must have is the ability to handle men. When Charles M. Schwab took hold of the Government's shipbuilding work his greatest asset was not his technical experience, nor his business ability. It was his power to stimulate men to whole-hearted endeavor. The production man should never forget that in the last analysis every worker in his plant is also a 'production man.' The real production man, the one who has the title, may be the wheel; but the others are the cogs, without which the wheel could not turn.

"Last, but not least, there is the question of costs. You may run your plant and get out your orders; but if they cost more than you sell them for, you might better close down. The production man must know in detail every expense of manufacture, and must watch it like a hawk to see that every item in the estimate is kept at the proper level. Everything must be figured exactly in advance. Allowances must be made for depreciation, overhead, repairs, labor, materials, tools. Every contingency must be thought out beforehand, and reckoned with.

"Not only that, but the production man must be constantly trying to devise ways of doing the work more economically. He knows that his competitors are on the alert to find better and cheaper ways of making his product, and that they will cut the ground out from under him if he doesn't match his wits and skill with theirs. To do this, he ought to know his work from the bottom up. That is why most successful production men are those who have begun as workmen. If I did not know my machinery to its last bolt, I couldn't meet the problems that come. It is the same with other men.

"Most of the managers and other men holding big positions in our plants have come up through the ranks. It is the best way. Years ago, when I was a beginner in the office of the Richmond works, some of these men were boys there. I kept their papers. To-day they hold big positions with the company. Why? Because they had energy and ambition. You take a boy who really works, who turns out half again as much as the boys around him do, who is always trying to learn things, who is always, figuratively speaking, on the heels of the man above him, and you can put him down as a winner. Especially if, in addition, he has good habits. I don't smoke and I never touch liquor. I don't say that this is necessary for all men, but I am sure it is best for me, and I believe it is the safest course for most young men. And you know the saying, 'It's better to be safe than sorry.'

"The two essential things, if you want to have a hand in this great game of production, are force and knowing your business. I have seen a good many men who had the knowledge. They could tell you just how the thing is done. But they will never make good production men, because they haven't the force and initiative and resourcefulness to get it done.

"You can cultivate that. You can begin on your own job, I don't care what it is. Learn to put things through. And in doing that you will learn to make the men or boys under you put their own work through. Never let anything stop you. Set your teeth, and go after the result you want. Study human nature and try to win the confidence and enthusiastic help of others.

"Know everything you can possibly find out about how your product is made. And don't be content with that. Try to figure a better and cheaper way of doing some one part of the process. When I was a young chap at Richmond, working in the office on costs, I told them that the bolts were costing them too much—fifteen cents apiece for a 15-inch bolt. They said it couldn't be done any cheaper. I knew it could. So I studied the machine, and designed one with which four men did the work which had required one hundred and twenty men. That was my first patent. It reduced the cost of bolts from $15 a hundred to 55 cents a hundred.

"When you know your job thoroughly, it gives you a sense of mastery which makes you able to say, 'I can do that thing.' When

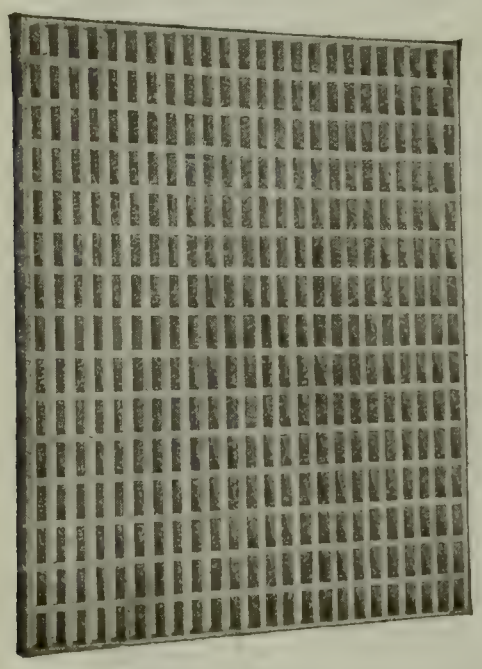
Continued on page 60

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

FACE PLATES

Wood cold air faces are a special feature of the face plates manufactured by the A. H. Power Furnace Co., 1 Hayden Street, Toronto. Sizes are carried in stock ranging from 12x16 to 30x30. The oblong mesh, it is claimed, makes a



Wood Face Plates

perfect face plate, and the legs of chairs or small articles, it is stated, will not pass through. Customers, it is stated, may be supplied with the best oak faces suitably finished to style of floors. These, it is stated, are the strongest and most perfect faces made and are, it is claimed, clean and sanitary.

HOT WATER FURNACE

The "Victory" hot water furnace, manufactured by the Murphy Victory Furnace Co., Limited, 390 Somerset St. W., Ottawa, will, it is stated, save money in cost of installation, operation and repairs. It is claimed that it will deliver more heat quickly with less fuel than any other furnace. It is made in many sizes. One model is a hard coal type, and, it is stated, has a solid iron magazine, water-jacket and combustion chamber between the outer and inner jackets. The combustion chamber may be used for coal, it is stated, by simply removing the flange on top of the magazine, thus causing burning coal to be both inside and outside the magazine and in direct contact with the water-jacket of the furnace. This arrangement, besides giving, it is claimed, maximum heating efficiency, minimizes difficulty of cleaning. Another model intended for burning low grade coal, garbage, etc., has the magazine formed, it is stated, with pipes, in spaced relation to each other, forming a basket magazine in the centre and combustion chamber between the tubes and the outer water-jacket. These tubes, it is claimed, contain no dead end, each pipe having a baffle wall. The water, it is claimed, makes a complete circuit down one side of each pipe and up the other.

MOTO VIM

The Powerlight Co., Ltd., 52 Gertie Street, Winnipeg, are putting on the market a new product called the Moto Vim. This, it is indicated, is a highly concentrated composition of volatile and essential oils of well-known solvent qualities, compressed into tablet form, which readily dissolves into gasoline or kerosene with immediate action, making either more volatile, which admits of more air and less gasoline, and is particularly good in an old or carbonized motor, quickly removing every particle of carbon. In new or any kind of motor, it is said, it prevents the formation of carbon.

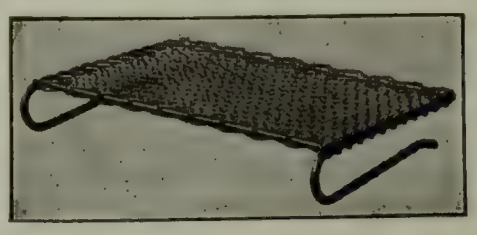
The manufacturers state that Moto Vim improves the fuel and carburetion to the motor, improves lubrication, lessens odor and smoke, gives uniform combustion, perfect ignition, easier starting, quicker "pick-up" and a quicker acting motor under the most unfavorable conditions of cold weather.

Uniform combustion reduces noise and vibration—the freedom from carbon eliminates valve grinding and similar troubles, diminishes wear and tear and gives your motor longer life.

Moto Vim, it is said, gives an increase of 25 per cent. in power and speed on hills or on the level by giving at all times a perfect mixture that flows freely and constantly. It increases the speed, the flexibility, the mileage, and the all round efficiency of any automobile or gas engine.

AUTOMOBILE MATS

"Ideal" automobile mats, manufactured by the Port Hope Mat Manufacturing Company of Port Hope, Ont., are made, it is stated, of galvanized steel wire and are strong, sanitary and efficient. They are easily attached, it is stated, without screws or bolts, and will not rattle or become detached. It is claimed that by their use all mud and snow is kept out of the car. The mat shown in the illustration is for the running board.



Automobile Mat

VICTOR GIANT TRAP

Oneida Community, Ltd., Niagara Falls, Ont., has developed a new game trap, which it is stated is a culmination of years of effort towards making a trap that will combine a high grip with lightning action and strong holding power. The new trap is known as the No. 1 Victor Giant. This is not, it is stated, an ordinary trap, with larger jaws, but is built proportionately stronger. Among its best features are claimed: High catching qualities which will prevent the animal from gnawing or twisting out; large pan which insures catch as the animal cannot step between jaws of the trap and pan; light weight yet strongly made; spring highest on side of flying jaw which insures springing of trap when latch is released and enables placing spring cross-wise with jaws when setting small coop-trail or den without interfering with front jaw; one of the best features, it is claimed, is space between jaws where they fit into bed piece. This, it is stated, allows the jaws to come together when dirt, gravel or twigs get across the trap.



Victor Giant Trap

While the spring of the Victor Giant No. 1 trap is said to be strong enough to easily hold fox, coon or fisher, it is designed more especially for smaller animals like skunk, mink, marten or muskrat.

CORRECTION

In the advertisement of the American Pad and Textile Company, Chatham, Ont., on page 12 of last week's issue, the cut of a horse collar showing a pad, appeared upside down. It would be quite obvious to most of our readers that the cut did not show up properly. This was due to misplacement of the cut.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

COPPER is one of the most active lines in the market these days and the metal this week shows still further advances with best-informed authorities predicting even higher levels. The result of the strength in the metal is being reflected in many manufactured lines, copper rivets and burrs showing a substantial advance along with copper rods, sheets and tubing. Copper wire, electrical basis, is also up another 2c per pound over quotations named one week ago.

The ingot metal market all the way through is showing greater activity and consequently a stiffening of the prices is noted. Lead and spelter move up ½c per pound with a splendid volume of business reported in the former. Spelter is in fair demand and undertone to trading is one of strength.

Linseed oil has moved up from 7c to 15c per gallon in different quarters this week, establishing new high levels for this commodity. When the peak will be reached is hard to determine, though the flaxseed market seems loath to get very much above the $6.00 mark. Conditions tend to firmness at the present level, however. Business in linseed oil, though generally restricted to needs of the trade, is considered very good.

Turpentine continues to soar and new high record prices are being established in the markets to the south almost daily. Locally, prices show a sharp advance of 17c per gallon and even higher quotations are looked upon as probable. Conditions contributing to the present advances are the shortage of the crop with the heavy overseas demand.

Ready roofing shows an advance this week, prices going up 10c per square in some quarters. Decided strength is apparent in the market and export business, which has been placed with the manufacturers, is keeping the factories humming.

Padlocks, cotton gloves, sausage stuffers, lard presses and food choppers are among the lines to register a higher level of prices. Hay wire has eased away in some quarters, competition being a factor in this situation. Scrap prices have undergone a general revision upward this week, coppers leading the way. Much improved business has developed and outlook is considered the best since the signing of the armistice.

MONTREAL MARKETS

MONTREAL, July 24—Hardware in manufactured form is quite active and the tendencies of price are rather upward than lowering. Some lines of builders' hardware, however, have been reduced and this applies to transom goods, ceiling hooks, knobs, pulleys and other lines manufactured by Sargent & Co., and on which the reductions average from 5% to 10%. Ingot metals show much strength and there is likely to be higher prices still for copper and probably for lead and spelter as well as antimony. The demand from Europe is large and price does not seem to debar actual selling. Copper rivets are again advanced through a change of discount. Soft fibres are firming still and other advances in twines may be made. Old material is active and the buying prices better.

Hay wire is lower, in coils, and this is done to meet competition, it is stated. Window shades are down 75c per dozen.

Window Shades Down 75 Cents a Dozen

Montreal.

WINDOW SHADES.—Prices are reduced on window shades 75c per dozen. Some of the new prices are as follows: Plain 3 ft. by 6ft., Dominion, $8.60; Regal, $10.95; dado 3 ft. by 6 ft., $9.75; Dominion, $12.10; Regal No. 55, fringed, $9.75; Dominion. The following relative prices are quoted for 3 ft. by 6 ft. Dominion and Regal respectively: No. 856 fringed, $11.20 to $13.50; No. 17 fringed and insertion, $14.05 to $16.40; lace, $11.20 to $13.50; insertion, $11.45 to $13.80; lace and insertion, $14.05 to $16.40; No. 550, scalloped lace, $14.35 to $16.70.

Various Hardware Less; Hay Wire; Rivets Up

Montreal.

VARIOUS LINES.—Various kinds of builders' hardware of Sargent make are reduced in price from 5 per cent. to 10 per cent. The lines include ceiling hooks, knobs, transom lifts, pulleys, etc. Hay wire is also down and the price of coils is as follows: No. 13, $4.60; No. 14, $4.70, and No. 15, $4.80. Copper rivets are advanced in price through a change in the discount to list plus 5 per cent.

No Weakness Shows In Iron and Steel

Montreal.

IRON AND STEEL.—A seasonable movement of iron and steel bars is being reported and there has been considerable strength of undertone. The basis is still unchanged and better business is confidently looked for. The general trend of prices is upward in some United States centres.

Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	6 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65

Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 22
Black Diamond too steel, per lb.	0 22
Black Diamond cast steel, lb.	0 22
Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75

Coal Oil is Held; No Gasoline Change

Montreal.

COAL OIL, GASOLINE.—The movement is very satisfactory on coal oil and gasoline, and lubricating oils are coming in for repeats to some extent. The basis is held without change and the tendency is a steadied one. Coal oil prices hold at the advance made last week, the prices being 21 to 24 cents per gallon. Gasoline is 33 cents.

Rope Slow Seller; Twines to Advance

Montreal.

ROPE AND CORDAGE.—A fair sale has been secured for various sizes of rope but this is a rather quiet time and the movement is therefore only seasonable. The basis is unchanged with pure manila still selling at 34c and British manila 30c. Sisal is 27½c per pound. There is still a strong tendency to higher levels on soft fibres and twines and soft manufactured products will probably be higher within a few days.

Stoves Are Booked And Wares Selling

Montreal.

WARES AND STOVES.—Excellent business has been coming forward for various wares and the manufacturers are well pleased. From a seasonable standpoint there has been no complaint. Prices are decidedly firm and likely to hold, if not to advance, though there is no suggestion of advances now. The stove situation is held and the undertone quite firm, but the market is unchanged. Orders are still coming to hand for fall shipment.

Good Round Orders But Sheets Held

Montreal.

SHEETS AND PLATES.—While there has been no great change in the situation, the basis for sheets and plates is quite firmly held and sales of considerable quantities have been made. The undertone is likely to be more steadied now with outside enquiry likely to improve.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$5 25	$6 25
12 gauge	5 30	6 30
14 gauge	5 35	6 35
16 gauge	5 45	6 50
18-20 gauge	6 00	6 35
22-24 gauge	6 05	6 40
26 gauge	6 10	6 50
28 gauge	6 4	7 00
GALVANIZED SHEETS—		
10¾ gauge	$8 35	$9 25
28 gauge	8 30	8 85
26 gauge	....	8 50
22 and 24 gauge	7 70	8 35
20 gauge	7 50	8 35
18 gauge	7 50	8 35
16 gauge	7 30	8 00

NOTE—These prices are for full bundles; an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Trade Demand Good For Lead Products

Montreal.

LEAD PRODUCTS.—Changes have not been made in the price basis for lead pipe, sheet lead, lead wool, etc., but the basis is firm. If lead should advance much further there is likely to be a revision of the basis upward. A good demand has been reported from the trade.

Lead pipe	....	0 12½
Lead waste	....	0 13½
Lead traps and bends	....	15%
Lead wool, lb.	....	0 13
Lead sheets, 3 to 3½ lbs., sq., ft., lb.	....	0 12½
Lead sheets, 4 to 8 lbs., sq. ft.	....	0 09½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	....	0 35½
Solder, strictly, lb.	....	0 31
Solder, commercial, lb.	....	0 29
Solder, wiping, lb.	....	0 27
Solder wire (8 gauge)—		
40-60	....	0 35
45-55	....	0 37½
50-50	....	0 40¼
Zinc sheets, casks	....	0 17
Do., broken lots	....	0 18

Higher Buying Price For Old Materials

Montreal.

OLD MATERIAL.—Scrap copper and particularly heavy is the centre of interest, and upon it most of the other metals now hinge. The demand is exceedingly good for the heavy product and there has been an advance of price to 20½c to 22c per pound. Red and light brass and scrap zinc are also marked up. Wrought iron is up to $15 per ton.

Dealers' Buying Prices—		
Pipe scrap, ton	....	12 00
Stove plate, ton	....	15 00
No. 2 busheling	7 00	8 00
Old rubbers, boots and shoes	0 07	0 08
Overshoes, lumbermen's rubber boots	....	0 05
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	....	0 03½
Automobile tires	....	0 04
Yellow brass	0 09	0 10
Red brass	0 17	0 18½
Light brass	0 07½	0 08½
Scrap zinc	0 07	0 08
Heavy copper	0 20½	0 22
Wrought iron, No. 1, per gr. ton	....	15 00

Big Copper Demand; Most Ingots Firming

Montreal.

INGOT METALS.—Of all the metals, copper is that upon which interest centres, and the tendency continues to be upward. Not only is the price advanced repeatedly in the States but also in London. It would seem that the old war-day levels may be reached. There is a fair business passing in the various lines.

COPPER.—Despite the unfavorable trading situation brought about through the exchange difficulties, there is much movement of copper. The price here is up and quotations are made at around 27 to 28 cents per pound.

TIN.—A higher price basis obtains in London but the quotation made here last week still holds, 56c per pound.

LEAD.—Higher prices are being asked in outside points. There is some movement here and the quoted price is higher at 8c per pound.

ANTIMONY.—Some further strength is noted and the trade here is quoting prices at 10½ to 11 cents per pound.

ALUMINUM.—Without change in this market and quiet at 35c per pound.

SPELTER.—Outside markets are continuing to buy and this has greatly stimulated the outgo from shipping points. The local basis is also higher at 10 to 11 cents per pound.

PIG IRON.—With the exception of a rather firm tone and better enquiry there is no change and the price remains at $48 per ton.

TORONTO MARKETS

TORONTO, July 24.—Firmness is generally apparent in the market this week, with copper perhaps standing out in the advances recorded. Copper rivets and burrs have been revised upwards again. Sisal hemp is weaker, and a revision in the manufactured products seems to be imminent. Roofing prices have come in for an advance this week of 10c per roll and market is very firm at new levels. A change has been recorded in padlocks, all lines moving up 10 per cent. Cotton gloves, sausage stuffers, lard presses, valves and copper wire have all followed the upward trend. Business is very good, and outlook considered very satisfactory.

Sausage Stuffers; Other Lines Up

Toronto.

SAUSAGE STUFFERS.—There has been a revision made in many of the lines manufactured by the Enterprise Manufacturing Co., and new prices which are now available provide for an advance. The lines which are affected, it is understood, include sausage stuffers, bung borers, food choppers, lard presses and kindred lines. The new prices will average about 10 per cent. higher than those formerly in effect.

Copper Rivets and Burrs Go Higher

Toronto.

COPPER RIVETS AND BURRS.—The continued strength which has marked the position of the primary markets on copper is being reflected in various manufactured lines. This is shown again this week in an advance which has been made in copper rivets and burrs. The discounts which are now prevailing, or rather the advance on list which now prevails, is shown below along with the previous price which was in effect. It

will be noted that the change is a substantial one.

Copper rivets with usual proportion of copper burrs, that is to say, weight of copper burrs not exceeding 1-3 of combined weight of copper rivets and copper burrs, new list plus 5 per cent., before, discount 10 per cent.

Copper rivets with copper burrs where the burrs are more than 1-3 of the combined weight of the copper rivets and copper burrs; copper rivets, now list plus 5 per cent., before discount 10 per cent. Copper burrs up to 1-3 of combined weight of copper rivets and copper burrs, list plus 5 per cent., discount 10 per cent. Copper burrs in excess of 1-3 of combined weight of copper rivets and copper burrs, list plus 40 per cent., list plus 25 per cent.

Copper burrs only, list plus 40 per cent., list plus 25 per cent.

Ten Per Cent. Advance in Padlocks

Toronto.

PADLOCKS.—There has been an advance made during the week on all makes of padlocks. This includes the Eagle, Yale, Miller, etc., the advance amounting to 10 per cent. It is understood also that door checks have been advanced a similar amount.

Cotton Gloves Reach Higher Figure

Toronto

GLOVES.—Following the continued strength of the cotton market there has been a change made in the price of cotton gloves, which register an advance approximating 10 per cent. Prices are firm at the new level and there is no immediate indication that any change in the level just established will be made.

Change Recorded in Shovel Handles

Toronto.

HANDLES.—There has been a revised price issued in spade, scoop and shovel handles. these now being quoted to the trade at $6.25 per doz.

Sisal Hemp Goes Still Lower

Toronto

CORDAGE, TWINE. — The primary market on sisal hemp has shown a further decline during the week, and indications are that it won't be long before a revision downward is effective in the manufactured products. This may also affect the low grade manilas, for whereas the outlook for manila hemp in the Philippines is none too good, still the percentage of low grade stock will very likely be equal to requirements. The drought which is being experienced in that territory and which may be expected to curtail the output of quality hemp, is not likely to interfere to such an extent with the low grade. There has been no change reported locally in the situation on rope, although the demand has fallen off slightly. Pure manila is still being quoted at a base of 34c per lb.; British manila at a base of 30c per lb.; New Zealand hemp at a base of 30c per lb.; and sisal at 27½c per lb. Sisal lath yarn is quoted at a base of 27½c per lb. also.

BRIEFS FROM THE WEEK'S MARKETS

Copper rivets and burrs show a sharp advance in new quotations issued this week.

* * *

Competition has been a factor to reduce prices on hay wire in Montreal.

* * *

Scrap prices have been revised upward with copper leading the way.

* * *

Padlocks have undergone a revision upward, new prices showing an advance of 10 per cent.

* * *

Sausage stuffers, lard pressers, food choppers and many kindred lines are on the upward trend.

* * *

Brass and copper sheets, rods and tubing show further advances this week.

* * *

Linseed oil advanced from 7c to 15c per gallon in different quarters this week. Supplies are none too heavy.

* * *

Turpentine jumped 17c to $1.82 per gallon this week in Toronto. Other markets are higher too.

* * *

Door checks have advanced 10 per cent. this week, it is understood.

* * *

Cotton gloves have moved upward in price again.

Valves Move Up; Copper Wire Too

Toronto.

VALVES, COPPER WIRE.—There has been a revision made in some quarters on globe and check valves which undergo an advance amounting to 10 per cent.

New prices issued this week on copper wire, electrical basis, also show a further advance over those of last week of over 2c per lb. Reports from primary points indicate that brass manufacturers and a number of smaller consumers of copper, as well as the large smelters, including wire drawers and electrical machinery makers are prominent purchasers.

Oils and Gasoline Maintain Position

Toronto.

OILS, GASOLINE.—New developments are lacking in regard to market changes on coal oil, lubricating oil, gasoline or kindred lines. There is a splendid volume of business coming to hand, however, and refiners are experiencing one of the best seasons in their history. Prices have shown no change whatever during the week, coal oil being quoted at from 20½c to 23½c per gallon, according to grade and gasoline remaining at the unchanged figure of 32c per gallon.

Stove Business Better; Wares Active

Toronto.

STOVES, WARES. — Business has proved remarkably good for all lines of summer stoves, and, whereas there is a slight easing away of the demand, the orders continue to come in fairly good volumes. Manufacturers are watching the business on stoves and ranges quite carefully for fall, and indications are that there will be all the business which it is possible to handle. The outlook for material and capacity production is not considered any too encouraging.

There is a very fair volume of business being handled on the various lines of wares, and manufacturers indicate that they have no reason to complain along this line. Markets are holding very firm with copper goods showing a particularly strong undertone. Prices during the week have been maintained at levels shown in current market quotations.

Indications are that retailers are not buying ahead for fall any too freely and there is a feeling amongst the manufacturers that this may result in considerable delay in getting orders away promptly when they all pile in later. However, stocks are being accumulated in an effort to minimize any shortage later, and everything points to a splendid fall trade.

Nails and Wire Holding Firmly

Toronto.

NAILS, WIRE.—There is no disposition on the part of the manufacturers to make any special statement in regard to wire nails. The market is unquestionably ruling with a firm undertone, but whether business has been developed to a point where an increase would be considered justified is the question. Quotations are maintained for wire nails at $4.70 for 100 lbs. base, and cut nails are quoted at $4.75.

Business which is being done in the various wire products is steady with the undertone to the market firm. The base locally on smooth steel wire remains at $5 per 100 lbs., which is an unchanged figure.

Iron and Steel Bars Moving

Toronto.

IRON AND STEEL.—Jobbers seem to be satisfied that the business which is being done to-day on iron and steel bars represents a pretty satisfactory volume. There is no difficulty being experienced in getting a sufficient volume of stock to take care of the business offering, and in this respect they are quite happy. There has been no change in the base quotations, which are shown herewith:

Common bar steel	$4 00	$4 25
Common bar iron	4 00	4 25
Angle base	4 25	4 50
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk steel	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel	4 00	4 25
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45

Wrought Pipe Holds; Boiler Tubes Steady

Toronto.

WROUGHT PIPE, BOILER TUBES.—There have been no startling developments in the markets this week on wrought pipe. Business appears to be satisfactory and outlook generally shows improvement. Prices shown in current market quotations are without change.

Boiler tubes maintain a steady position and rule at the following unchanged figures:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1¼ inch	27 00	.....
1½ inch	28 00	.....
1¾ inch	30 00	26 00
2 inch	30 00	26 00
2¼ inch	33 00	28 00
2½ inch	40 00	32 00
3 inch	46 00	38 00
3¼ inch	.....	45 00
3½ inch	56 00	42 00
4 inch	70 00	54 00

Lead and Zinc Products Steady

Toronto

LEAD AND ZINC PRODUCTS.—The market remains without change. The lead outlook seems to be gaining strength but this has not affected manufactured products as yet. Solder shows no change from levels which have been prevailing for sometime past. Quotations follow:

Lead pipe, list, per lb.		$0 12½
Lead waste pipe, list, per lb.		0 13½
Do., over 8 inches, list, per lb.		0 14½
Above subject to discount of 10%.		
Lead traps and bends		15%
Lead wool, lb.	0 11	0 12½
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 11	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	$0 33	$0 37
Solder, strictly, lb.	0 31	0 35
Solder, commercial, lb.	0 28	0 31
Solder, wiping, lb.	0 27½	0 30
Solder, wire, lb.	0 34	0 40
Zinc sheets, per lb.		0 17

Sheets Very Firm; Business Brisk

Toronto.

SHEETS, PLATES.—There is a much firmer tone to the market on sheets and the possibility of either a strike or a scale of increased wages in the mills the first of the month provides an element of uncertainty hard to gauge. In the first case it will mean deliveries will be slowed up, and in the second probably higher prices. Business has been showing decided improvement and the possibility of being tied up for material by a strike is not a pleasant outlook. In the meantime prices are well maintained with a move upward a possibility.

10 gauge	$4 75	$5 45
12 gauge	4 80	5 50
14 gauge	4 85	5 10
16 gauge	4 95	5 20
18-20 gauge	5 80	....
22-24 gauge	5 85	....
26 gauge	5 90	....
28 gauge	6 00	....
3-16 inch plate	4 90	6 25
¼-inch boiler plate	4 50	5 80

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS.

10¾ oz.	$7 80	$8 10
U.S. 28	7 40	7 70
U.S. 26	7 10	7 40
22 and 24	6 95	7 25
18 and 20	6 80	7 10
16	6 65	6 95
12 and 14	6 50	6 80

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Market Holds on Corrugated Sheets

Toronto.

CORRUGATED SHEETS.—The market holds firm and without change. The volume of business gives no reason for complaint according to the manufacturers. The possibility of a carpenters' strike may mean a tie-up on the first of the month, but hopes are entertained that the troubles will be settled before then.

Corrugated Sheets—	Per 100 sq. ft. Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Old Material Prices Up; Active

Toronto

OLD MATERIALS.—A general revision in prices is again in evidence this week with the tendency upward. It has been months since there has been such a forward movement in the prices of what dealers will pay for material as is announced this week. Some of the more noticeable increases are, of course, taking place in the coppers, which are very strong for the moment. In fact it is not possible just now to contract for fourth quarter under 26. Light copper is marked up from 12 to 13¾, crucible from 15 to 18. Similar increases are noticed in heavy copper and copper wire. According to one dealer there is a much better feeling in the market, no matter how you look at it. There seems to be a conviction that things have definitely turned for the better. Business is good, and when we say that we mean just exactly what we say. We are both buying and selling in good volume. Foundries and mills in this country are taking on material more than for some time past. As far as the increases in copper are concerned there is a feeling that Germany will be in the market for a lot of this material and there is no danger of her dominating the situation. "The scrap metal market is better right now than it has been for a long time past," he concluded.

Dealers' Buying Prices—		
Tea lead		0 03½
Heavy lead pipe		0 05¼
Pipe scrap		6 00
Stove plate, per ton		13 00
No. 2 busheling		11 00
Yellow brass		0 09
Red brass		0 16¾
Light brass		0 07
Scrap zinc		0 06
Heavy copper		0 18
Wrought iron, No. 1, per gr. ton		14 00
No. 1 machinery cast, per net ton		18 00
Heavy melting steel		13 50
Old rubbers, boots and shoes		0 07
Overseas, lumbermen's rubber boots		0 04½
Bicycle tires		0 02½
Automobile tires		0 03¾

Copper and Brass Sheets, Rods Up

Toronto.

COPPER, BRASS RODS, SHEETS.—Strength is apparent in the market on copper and brass sheets, rods and tubing as evidenced in new prices established this week. Brass sheets are being quoted at a base of 41c per lb.; brass rods at a base of 39c per lb., and brass tubing at a base of 46c per lb.

Copper sheets, 16 oz., soft, are quoted at 43c per lb.; 14 oz., 44c.; 12 oz., 46c; 10 oz., 48c, with hard 1c per lb. extra on each gauge. Copper rods are quoted at a base of 42c per lb., and copper tubing at a base of 47c per lb.

Most Waste Prices Show Revision

Toronto.

COTTON WASTE.—A decline has been recorded in cotton waste prices in some quarters this week, the new prices effective being named as follows: White, XXX Extra, 19c lb.; XX Grand, 17¾c; XLCR, 16½c; X Empire, 15½c; X Press, 14c; Colored: Fancy, 15c; Lion, 13½c; Standard, 12c; Poular, 10½c; Keen, 9c; Cream polishing, 21c per lb.

Roofing Prices Show Move Upward

Toronto.

READY ROOFING.—Prices on some lines of ready roofing show an advance this week amounting to 10c per roll. Lines affected are Panamoid and Everlastic. The market is strong even at to-day's advances and outlook is for continued firmness.

Copper, Lead, Spelter All Move Higher

Toronto.

INGOT METALS. — Practically all along the line one can see how the increased demand which has become apparent during the last month is tending to strengthen the markets. Copper has responded very decidedly to the increased demand, and during the last week or ten days lead smelter and antimony have been ruling with a very firm undertone.

COPPER—The market has moved still higher and quotations here range from

25½ to 26c per pound. Buying has much improved, and it looks as though the accumulation of supplies, which it was feared would prove a drug on the market, will be rapidly absorbed.

TIN.—No new feature marks the position of tin this week with quotations ranging from 55c to 56c per pound, unchanged figures.

SPELTER.—The demand is not exceedingly large, but market maintains a firm position and an advance of ½c per pound is shown in this week's quotations of 10c to 10½c per pound over those prevailing seven days ago.

LEAD.—The buying movement is very pronounced and the market rules with decided strength. An advance is shown in quotations this week, which now range from 7c to 7½c per pound.

ANTIMONY—There has been no actual price change recorded in the quotation of 10c per pound. The market, however, is firm, and a very good volume of business is being done.

ALUMINUM.—Market changes are absent, with the price of 35c per pound still considered good. A little better movement is constantly apparent.

LONDON MARKETS

LONDON, Ont., July 24.—Summer lines are continuing to move nicely, and merchants are beginning to take in fall goods as many lines are scarce, and present indications are that they will remain so. Business in general has been good. Prices remain firm, and in most cases when changes are made they are to higher levels. The farmers are very busy, and many of them are nearly finished saving a splendid harvest. There is every indication that they will be large buyers, and that business from all parts of the country will be steady.

Prices of Nails Are Holding Firmly

London, Ont.

NAILS.—There has been a good demand for nails, and prospects are that it will be even heavier as there is a splendid lot of building under way. Prices show no change, quotations being as follows: Wire, $4.70 base, per 100 lbs.; cut, $4.75 base.

Higher Prices For Blue Ribbon Fencing

London, Ont.

BLUE RIBBON POULTRY FENCE.—Higher prices are in effect now for Blue Ribbon poultry fence for present and spring booking. The quotations are per roll of ten rods: 24 in., $4.86; 36 in., $6.25; 48 in., $7.25; 60 in., $8.60; 72 in., $9.85.

Sisal Hemp Weak Will Mean Decline

London, Ont.

ROPE.—While there is a good demand for rope and prices show no change sisal hemp is very weak and this will mean a decline. This will affect sisal rope and perhaps low grades of manila very shortly, it is expected. Quotations on rope are as follows: Pure manila, 34c per lb., base; British manila, 30c.; New Zealand hemp, 30c; sisal, 27½c.

Copper Bull Rings Have Been Advanced

London, Ont.

COPPER BULL RINGS.—New and higher prices on copper bull rings have been named as follows: No. 22½x2½ in., plain, $3.45 doz.; No. 72½x2½, light, self pierce, $3.85; No. 52½x2½, heavy, $5.50 doz.

Prices of Lanterns Show No Changes

London, Ont.

LANTERNS.—Prices of lanterns for present and fall bookings show no change, the quotations being: Tin, $12.50 doz.; copper wall, $17.75 doz.; search dash, $15.25 doz.

Price of Shells and Cartridges Firm

London, Ont.

SHELLS, CARTRIDGES.—Fall orders for shells and cartridges are now being shipped by jobbers. Prices show no change and are as follows: Shells, black powder, add 10 per cent. to list, smokeless, net list.

Higher Quotations on Wire Root Baskets

London, Ont.

WIRE ROOT BASKETS.—New quotations, which are higher, are in effect on this line as follows: ½ bus., $10 doz.; bus., $17 doz.; 1½ bus., $22.50 doz.

Hand Sleighs Go to Higher Levels

London, Ont.

HAND SLEIGHS.—New and higher prices for fall booking have been named on hand sleighs, Canadian Buffalo Sled make. The new list of prices is less 35 per cent.

No Changes Made in Price of Cow Chains

London, Ont.

COW CHAINS.—Prices of cow chains for present and fall bookings show no change from 20 per cent. off list.

Window Glass is in Brisk Demand

London, Ont.

WINDOW GLASS.—There has been a steadily increasing demand for window glass as many houses and other buildings now under construction are reaching the stage where the glass is needed. Prices are holding firm as follows: single diamond, 25 per cent. off list; double, 25 per cent. off list; cut lights, 10 per cent.

Linseed Oil Sales Are Unusually Good

London, Ont.

LINSEED OIL.—In spite of record prices there is an unusually good demand for linseed oil. Quotations are as follows:

	Raw.	Boiled.
1 to 2 bbls., gal.	$3 27	$3 30
3 to 5 bbls., gal.	3 26	3 29
6 to 9 bbls., gal.	3 24	3 27

Less barrels, add 10 cents gallon.



—"The Bulletin" (Sydney).

The Crown Rabbit—"What did you do in the Great War, papa?"

Mortar Color is Again on the Market

London, Ont.

MORTAR COLOR.—Mortar color or stain is again on the market and is offered at the following prices: Red, $1.55 per 100 lbs.; black, $2.50 per 100 lbs.

Putty Prices Firm But Show No Change

London, Ont.

PUTTY.—Putty is in fair demand and at unchanged prices, the quotations being on the following basis:

Standard, 100 lb. drums, $6.80 per 100 lbs.; standard, 25-lb. drums, $7.05 per 100 lbs.; pure, 100-lb. drums, $9.30 per 100 lbs.; pure, 25-lb. drums, $9.55 per 100 lbs.

Turpentine Market Continues Very Firm

London, Ont.

TURPENTINE. — Turpentine prices are holding very firmly, and there is a good demand. Quotations are as follows: Single barrel lots, $1.82 Imp. gal.; 2 to 4 barrel lots, $1.81; 5 gal. lots, $1.92.

White Lead in Oil is Showing Strength

London, Ont.

WHITE LEAD IN OIL. — Prices are very firm for white lead in oil and the demand brisk. Quotations are as follows: Pure, in ton lots, $16.35 per 100 lbs.; smaller quantities, $16.70.

WINNIPEG MARKETS

WINNIPEG, July 24—Price changes during the past week show revisions in quite a number of the staple lines, such as wrought washers, wrapping twine, soldering coppers, sash cord, awning cord and Stewart horse clippers, turpentine and linseed oil, practically all other lines holding unchanged.

Business is reported very brisk in all lines of trade, and with the recent rains throughout the Western provinces great improvement is reported in the crops.

Power Clippers Move Upward

Winnipeg.

POWER CLIPPERS.—New prices have just been issued by the Chicago Flexible Shaft Co. on their products for the season of 1920, and booking orders are now being accepted by the Winnipeg jobbers for spring shipments. Prices on a number of the lines have been advanced in some 20 to 25 per cent., which is very moderate considering the fact that prices on this line have only averaged about 10 per cent. over pre-war prices up to the present time. New prices do not affect the part. The only lines to be revised are as follows: Stewart horse clippers No. 1, $12 each; sheep shearing machines No. 9, $18; sheep shearing attachment for horse clipping machines $11.05 each; horse clipping attachment for sheep shearing machines, $7.50; automatic knife grinder, No. 3, $10.10; clipper grinder attachment, No. 11, $4.15.

Soldering Coppers Advance 1c *Pound*

Winnipeg.

SOLDERING COPPERS.—Soldering coppers also show an upward trend during the week, based on latest factory quotations, the advance being 1c per pound, which makes to-day's selling prices on the various sizes as follows: ¾ lb., 48c; 1 lb., 47c; 1½ lb., 44c; 2 lb., 43c; 2½ lb., 42c; 3 lb., 41c per lb.

Sash Cord, Awning Cord Up

Winnipeg.

SASH CORD, AWNING CORD.—Following the recent advances in all lines of cotton goods, new prices have been named on sash cord, which advances 4c per pound over former quotations, making to-day's selling prices as follows: Hercules sash cord in hanks or coils, No. 6, 76c; No. 7, 75c; No. 8, 74c; No. 9, 74c; No. 10, 74c. Awning cord, all sizes, net list.

Advance Recorded in Wrapping Twine

Winnipeg.

WRAP TWINE.—Further advances have taken place during the week in the price of wrapping twine, which moves up from 2 to 3 cents per pound following advances in the cotton market. To-day's ruling prices are as follows: Cotton wrapping twine, 3-ply in cones, 68c per lb.; 3-ply in balls, 72c; 4-ply in cones, 72c; 4-ply in balls, 76c.

Wrought Washers Decline Substantially

Winnipeg.

WROUGHT IRON WASHERS. — Wrought iron washers have shown a substantial reduction in price during the past week ranging from $1.40 100 lbs. on the smaller sizes down to 95c 100 lbs. on the larger sizes. Prices on the various sizes are given below.

Wrought Iron Washers—		Full Cases Per 100	Less Than Cases Pounds
Size of Bolt	3-16 inch	$15.00	$15.50
	¼ inch	13.20	13.70
	5-16 inch	12.40	12.90
	⅜ inch	11.50	12.00
	7-16 inch	10.80	11.30
	½ inch	10.40	10.90
	9-16 inch	10.30	10.80
	⅝ inch	10.20	10.70
	¾ inch	10.10	10.60
	⅞ inch	10.00	10.50
	1 inch	10.00	10.50
	1⅛ inch	10.00	10.50
	1¼ inch	10.20	10.70
	1½ inch	10.20	10.70
	2 inch	10.50	11.00

Turpentine Shows 35c *Advance*

Winnipeg.

TURPENTINE. — Turpentine prices have advanced 35c per gallon during the week, making to-day's prices the highest on record for years, and reports from the Southern States would indicate firm prices in this commodity for some time to come. To-day's ruling prices are as follows: Barrel lots, $2 per gal.; ½ bbl. lots $2.03; 5-gal. lots $2.05; 1 gal. lots $2.05, plus the usual extras for containers.

Linseed Oil Moves Upward

Winnipeg.

LINSEED OIL.—Linseed oil prices still continue upward with the price of flaxseed, a further jump of 10c being recorded during the week, which makes to-day's market prices as follows: Raw linseed oil, $3.05 per gal.; boiled linseed oil, $3.08 per gallon.

PITTSBURGH MARKETS

PITTSBURGH, Pa., July 24.—There has been a slight increase in steel mill operations, taking the country as a whole, since the first of the month, when the rate was about 70 per cent. of capacity. That rate had represented a sharp increase, as the low point of the year in operation, about the middle of May, represented barely more than 50 per cent. of capacity.

There have been further gains this month in the volume of orders placed, but these gains are chiefly finished steel lines, upon which mills are already well sold up, and thus the increased buying results more in the piling up of tonnage on books for forward delivery than in an increase in the rate of production. This condition is particularly the case in lap weld pipe and in sheets, though it obtains to a limited extent also in merchant bars.

Unfinished and Finished Steel Capacity

As is fairly well understood in the trade an abnormal alignment exists as to capacity available for the production of steel and capacity for the refinishing of steel, from the ingot or bloom through to the merchantable products, bars, shapes, sheets, pipes, wire, etc. This arises from the steel making capacity having increased 40 per cent. since 1914, largely due to the demand for shell steel, while there was not corresponding expansion in finishing capacity, except in plates. Accordingly it would be difficult for the steel industry to work up to operating at capacity, on the basis of ingot capacity, which is used in figuring the percentages mentioned above, unless the orders for finished steel products were distributed to fit exactly the

capacities in the different finishing departments. Some estimates are that with further expansion in demand between 85 and 90 per cent. of the steel making capacity can be utilized.

Mills that have an excess of steel producing capacity are, of course, considering the matter of adding finishing capacity to take care of the additional steel making capacity. The alternative to abandon some of the steel making capacity is altogether unthinkable. A case of this sort is that of the American Rolling Mill Co., Middletown, Ohio, which increased its steel making capacity very considerably during the war, and furnished large quantities of shell steel. This company has adopted plans for extensive additions to finishing capacity, and is now in the market for the requisite buildings, involving 3,200 tons of fabricated steel.

Heavy Bookings in Some Lines

For the last week for which the compilation is available, the American Sheet and Tin Plate Co. reports the largest bookings it has had for any week in its history, barring only one week in the fore part of last year. The compilation refers not to contracts entered but to actual shipping orders entered, including specifications against contracts. The bookings were heavy in both sheets and tin plates. The National Tube Company booked in the first half of July a tonnage somewhat in excess of its entire capacity for a month. In both instances deliveries on most of the tonnage booked will be deferred weeks or months. In some sizes of lap weld pipe orders now entered cannot be shipped before November or December. Butt weld orders, on the other hand, can be filled promptly, and indeed are being filled to an extent from stocks accumulated earlier in the year.

The extremely heavy demand that has existed for months for line piping and other oil country goods is looked askance by some pipe mills as being due to an oil boom that cannot possibly continue indefinitely. It certainly seems strange that there should be so heavy a demand as to fill the lap weld departments of the pipe mills, when other users of lap weld pipe have been buying very sparingly indeed. The attitude is reflected in the failure of other pipe mills to follow the price advance announced early in the month by the Wheeling Steel & Iron Co., 2½ points on butt weld and 5 points on lap weld, about $5 and $10 per net ton respectively.

Demand Spreading

For several months past the condition as to steel demand has been that of certain lines of consumption being very active and others being very quiet, a natural enough situation when the country is recovering from war time conditions, as some lines of activity can return to normal sooner than others. For several months the leading lines in the matter of buying steel were the petroleum industry and the automobile trade. The sheet mills found a few months ago that they were receiving a moderate volume of business in the aggregate, equal, to what the tonnage was from the automobile trade. If their other customers had bought with corresponding freedom the mills would have been oversold. Now the sheet mills find their orders very much better distributed, as all their customers are buying with more or less freedom. In particular there is now a good demand for sheets involved in the building trades, as for instance for sheets for making metal lath.

A similar spread in demand is observed by the merchant bar mills. For a time the only branch of their business really active was represented by their cold drawn steel customers, who were fairly busy making material for the automobile and associated trades. Now, however, other customers of the bar mills have been coming into the market more freely, including the agricultural implement makers and machinery builders generally, while there is a better demand for concrete reinforcing bars.

Demand for structural steel, however, still lags, although it is improving, and demand for plates is wretchedly small in proportion to capacity. Plate mills attached to pipe works have a fair volume of work in making plates for large pipe, and there has been an active demand from the oil trade, involved in tanks for oil storage and in small boilers for field work, the kind that can be rolled over the ground by a team to a point otherwise inaccessible. Most lines of plate consumption show decided inactivity, and even demand for shipbuilding is unsatisfactory as the shipyards are still drawing from accumulations. As a result of these conditions the regular or official price of plates, 2.65c, continues to be shaded very frequently, generally by $3 a ton or to 2.50c, while other finished steel products show scarcely any deviations from the regular prices, those that became effective March 21.

Decline in Chain

While the producers of finished steel and the producers of most manufactured steel products, such as rivets, bolts and nuts, cold rolled steel, etc., have been doing team work and holding prices quite well, a disturbance has occurred in the chain trade. The American Chain Co., the largest producer, feeling that it was not getting the share of the total business to which it was entitled, recently made sweeping reductions in prices of ordinary or black chain, much to the surprise of other producers. They accepted the reductions, of course, but for a time considered the advisability of rejoining by making other reductions, as in bright chain, for instance, but this idea was abandoned. The reductions on black chain included a reduction in the base price, on one inch proof coil chain, from 6.50c to 6.75c, reductions also in most of the extras for size, and reductions in the extra for BB and BBB quality, whereby the average reduction on an assortment probably runs from $25 to $30 per net ton.

BIG FIELD FOR SPORTING GOODS

As a market for baseball goods, and in fact for all sporting goods, notably tennis, there surely can be no better field than Western Canada. The West this year, more than ever before, is ball crazy. So great is the interest that the Western Canada professional baseball league is in a flourishing condition with big attendances at every game in Regina, Moose Jaw; Saskatoon and Winnipeg. But it is in the amateur field that the greatest interest lies. There is scarcely a town or village in the West that has not got its ball team, and in many cases its junior and senior teams. The big event at all picnics and sport days is the baseball tournament for which prizes of from $100 to $300 are hung up. The keenest rivalry has been developed between towns with the result that there is a constant interchange of matches.

In keeping with the general spirit of the West nothing is too good for the average ball player. He wants the most expensive bats, balls and gloves, and if he cannot purchase them in the home town he sends away for them. The advent of so many United States citizens into the West has given an added zest to the game. On July 4 this year there were baseball tournaments at many points in the West.

In conversation with a representative of the Dominion Cartridge Company, who has been travelling extensively over the West, he stated that the market this year for shells was not so good as in former years, due, he says, to the exceptionally dry weather. With the water in the sloughs completely evaporated the ducks have had to seek the larger bodies of water, and the sportsman sees a poor season ahead, at least this appears to be the opinion of merchants for they are not buying in the same quantities as formerly.



Paint Selling and Boosting

It Always Pays to be a Booster—The Hardware Man Has a Big Opportunity to Increase His Business and Sell More Paint by Co-operating Closely With the Public—Paints and Varnishes Essential to Progress.

SELLING paints and varnishes is a booster's game! The wide-visioned, public-spirited paint dealer, in sympathetic touch with every forward movement in his community, is an asset to himself and the public at large.

When possessed with "get-there" energy, and "come-along boys" enthusiasm, he can be a decided factor in any "step-along" effort that may be put forward in his town.

"Co-operation" is second nature to such men. They don't have to be dragged into the good things of life. They drag others in. They help, they cheer, they whistle, they put a shoulder to the wheel when things get mired.

No communal effort seeking to improve the material appearance of property overlooks the necessity and good offices of paints and varnishes. Here is where the paint dealer has a ready means of putting himself in right.

But it is no job for a grouch.

A Wide Field

There is a wide field for operations that will benefit his community and incidentally his own private paint and varnish business.

Man's social instinct and desire for human intercourse has laid a broad basis for co-operation and has characterized every step in civilized progress.

The more complex human affairs become, man becomes more and more dependent on his fellows, and human events become more and more contingent one upon another.

Merchandising in its present highly developed state can attribute its growth largely to the recognition of this relation and to the contingency of events.

The ability to fully comprehend this inter-relationship of events and conditions, and the inter-dependence of human beings has been one of the main reasons why many of our large merchants have won the success they have.

One Price Idea

The one price idea in selling goods has not only promoted confidence in the retailer who conducts business in this manner, but it has taught his trade to depend upon him for asking what is a fair price, no matter who comes into his store. People learn to rely upon such a merchant's judgment as a standard upon which they can base values.

Foreseeing what will happen as the result of certain trade conditions and linking these with human tendencies has enabled many merchants to plan their successful selling and advertising efforts.

It was mainly because John D. Rockefeller was peculiarly gifted in this respect that he was able to build his immense manufacturing, selling and distributing organization. It is said of Rockefeller that he could see, that by bringing one set of circumstances in one locality in contact with a condition of affairs in another locality that he was able to build up business opportunities that few other men could foresee.

Rockefeller was a strong advocate of good roads.

"What have good roads to do with paints and varnishes?" someone asks.

Are the Bed Rock

Frank C. Sumner, treasurer of the Hartford Trust Company, says: "I believe good roads and paint are the bed rock of perfect civilization. Surely paint suggests the lawnmower, the lawnmower suggests neat yards and good walks, attractive flowers, together with clean buildings."

There is a wealth of suggested sales possibilities for the live paint and hardware dealer in the short sentence of that banker. Sales of paint, lawnmowers, cement, cement tools, seeds, garden tools, hose, window screens and a host of other articles required for the upkeep of a garden and a neat house.

If every householder in the community strove to bring his property up to the ideal of this banker there would be an immense boom in the sales of every hardware store.

If any community started a "buck-up" movement of this nature would it pay the local hardware man to drag behind and grouch about it? Not much, his place would be right up in the front rank helping things along.

Co-operation Essential

To do this requires broad-minded recognition of the inter-relationship of men and events. It requires recognition of co-operation in its broadest sense. A merchant must place himself in contact and sympathy with all the activities and forward movements that take place in his community.

Rockefeller recognized what it meant for the oil business to have good roads, as well as the benefit they would confer on humanity at large. Good roads are merely taken as an example of what may be done to boost things along. There are many other movements of a beneficial

Continued on page 60

"Save the surface and you save all" *Paint & Varnish*



A SANITARY
SANI-FLAT
FLAT OIL PAINT



FOR ALL INTERIOR PAINTING

Produces the Ideal Soft Velvet Finish

For Walls, Ceilings, Woodwork and other INTERIOR Decorations where a durable, non-fading flat paint is needed, there is none "just as good" as SANI-FLAT.

It is easy to apply, has remarkable covering and hiding qualities, and does not show lap or brush marks. It can be cleaned with soap and water without injury.

White Sani-Flat makes a perfect Undercoating for Enamel.

Made in White and Twenty Beautiful Shades.

Put up in Large and Small Size Packages.

SELLS AT A REASONABLE PRICE

We would be glad to have the opportunity of quoting you prices and to acquaint you with the selling possibilities of this line.

Investigate or ask for further details of Our Agency Proposition. The force of our "Common Sense" arguments is bound to appeal to you.

"For Real Service and Satisfaction"

Benjamin Moore & Co., Limited

One of the Largest Paint and Varnish Industries on the American Continent

Toronto - Halifax - Winnipeg

PAINT SELLING AND BOOSTING

(Continued from page 58)

nature which are taking place in our agricultural communities and which the paint dealer should be in sympathy with and active in promoting.

Farmers are no longer contented with a "hay-seed" standard of living. They are surrounding themselves with creature comfort fully up to the standard of their city cousins. Appearances count with them as strongly as with the city dweller and paints and varnishes contribute no small amount to their efforts.

Hardwood floors requiring the best grades of varnishes and waxes are replacing the pine floor and the rag carpet. Color schemes for the suitable decoration of the up-to-date home are concerning the farmer as much as the urban dweller. The up-keep of his automobile requires paint and varnish. Agricultural colleges and courses in improved farming are placing stress on improved farm equipment and barns.

Sooner or later all these movements lead to paint for protection and decoration, and the farmer is learning co-operation in the exchange of these ideas with his neighbors. He is rapidly moving forward and he has the money with which to move forward.

The fact that he is not doing these things single handed, but collectively gives the local paint dealer an opportunity to get in touch and sympathy with much good business.

Boosting good roads is good paint and varnish business. They mean better and easier marketing facilities. They mean that farmer Jones and his family get to town easier and oftener. He doesn't have to want until the roads dry up so that he can sell his produce and spend his money. He can crank up the flivver or six cylinder when he pleases and hop along, rainy weather or dry.

Given good roads and an automobile, John Rogers of one township is quite likely to run over and see Joe Simmonds in the next township more frequently. More frequent hospitality on the part of Joe makes him want to spruce up his property, and Joe's sprucing up means paint sales.

It may not always be apparent at the outset, but any go-ahead idea, whether in city or country, sooner or later involves the use of paint and varnish. Paint dealers cannot afford to overlook them. They cannot be out of touch with them and hope to advance the interests of their paint departments.

Anyway it pays to be a booster—even if it's only for the fun of being in the swim—or for the service that you can render your fellow-man in making the world a better place to live in.

THE MAN WHO GETS OUT THE GOODS

(Continued from page 49)

men come into my office I can not only tell them to do something, but if necessary I can tell them how to do it. And yet all the technical education I ever had I got at night school and through a correspondence course. Any young man has the same opportunities. All he needs is the will to use them. That and the alertness which will make him look around for chances to show his usefulness.

"When we have made our locomotives, got them finished and accepted by the customer's inspector at our plant, you might think that we were through with that job. But we we haven't yet delivered the goods. We still have to see that those locomotives reach the purchaser, and that they run all right after he gets them. We send men out all over the world with these shipments: to Vladivostok, to Tien-tsin, to Rhodesia, to Cape Town, to Chili and Brazil, and the four corners of the earth.

"In this country we used to ship the engines 'dead'; that is, have them hauled by other locomotives. But the present Railroad Administration requires us to send them out under their own steam, hauling tonnage. A locomotive, however, is like the new ship of which Kipling wrote: it has to 'find itself.' All the hundreds of newly-made parts have to get used to working together.

"Even when a new engine is merely hauled as dead freight, it is liable to develop trouble. We always send them out with a 'messenger' who rides on the new engine and watches it. If it is a part of a fast freight train, some of the bearings may get too hot. When that happens, the messenger has the locomotive cut out of the train and sidetracked. And he goes to work on it then and there.

"After the messenger has taken it to its destination, he turns it over to another of our expert men, who then breaks it in to regular service. He goes with the crews who are to run it, and he does not leave until everything is satisfactory. Even after that, if it develops trouble, I send a man to replace parts or make any necessary changes.

"You see, engines have grown to enormous proportions. We recently made some of the Mallet type that weighed six hundred tons. We lined up, alongside one of these monsters, a hundred foremen from the different departments engaged in making it. And that line of one hundred men was shorter than the machine itself. It is a wonderful experience to build things like that. The next time you see a locomotive, just think of all the man-power that is behind it. Hundreds of human beings have put their time and thought and labor into that mass of iron and steel and brass.

"I believe that one result of the war is that people in general are taking a more intelligent interest in business than they ever did before, especially the business of manufacture. The explanation is simple: they have gone into that business themselves! Through the Government, they embarked in the greatest production of goods that the world has ever seen. They put up billions of dollars to finance Uncle Sam—to help him get out the goods. They have learned something of the gigantic problems involved in production on a large scale. And I am glad that this is so. For the more we know about business, and the more we understand that it is the very lifeblood of national health and prosperity, the more we will want to know about it. And that will be a good thing for us, and for business itself."

Lumber Prices May Be Probed Shortly By the Government

Calgary Contractors' Association Charge Profiteering and Discrimination Against Canadian Consumers— Investigation Will Be Welcomed, Says Lumberman.

FROM the very close connection which it has with the building situation hardware men all over the Dominion are interested in an enquiry which may be made by the Government shortly into prices of lumber. The demand for a probe was made by the Calgary Contractors' Association, which at its annual meeting sent a wire to Sir Robert Borden, uging that a prompt and thorough investigation be held into the prices of lumber charged by the British Columbia Lumber Manufacturers' Association. The Calgary contractors charge that there is profiteering, and that Canadian consumers are discriminated against, while American buyers are favored. As a result, they claim, industrial discontent is being increased, work in Western Canada is being held up and business is badly handicapped.

Welcome Probe

"We shall welcome the fullest and most searching investigation into the affairs of the mills comprised in the Mountain Lumber Manufacturers' Association," said H. H. Ross, president of the association, while in Calgary on his way to Waldo,B.C.,where the mills of the Ross-Saskatoon Lumber Co., of which he is the head, are situated.

"The Mountain Lumber Manufacturers' Association want the whole truth known," said Mr. Ross, "and with the facts before the public and before the Government we shall have no apprehension as to the verdict respecting our profits."

Mr. Ross stated that the British Columbia mills had lost money for the last 10 years, and some had gone into liquidation, for example, the Fernie Lumber Co., with liabilities of $200,000. Respecting the charge that the British Columbia lumber manufacturers are discriminating against the prairie consumers, Mr. Ross declared it was untrue.

SIXTH ANNUAL CONVENTION

The Stanley Works, New Britain, Conn., held their sixth annual salesmen's convention during the week of July 14, with addresses by the different officers of the company.

A programme was laid out for each day with sessions from 8.30 until 1 o'clock. During the afternoon of each day the salesmen were escorted through the factory or entertained in other ways.

To conclude this salesmen's convention the entire office force, numbering about three hundred, with the salesmen, journeyed to Lake Compounce by trolley, where they had a dinner and a very enjoyable afternoon.



"Save the surface and you save all" *Paint & Varnish*

"The Right Paint To Paint Right"

"Save the surface and you save all" *Paint & Varnish*

Quality products that "SAVE THE SURFACE."

Every SURFACE THAT YOU HELP SAVE by selling RAMSAY'S SURFACE-SAVING PRODUCTS means profit to you and your customer. Boost the "SAVE THE SURFACE" campaign by selling RAMSAY'S property preserving paints and varnishes.

A. Ramsay & Son Company

Makers of Property Preserving Paint and Varnishes for 77 years

Toronto **MONTREAL** **Vancouver**

DISTRIBUTORS:

Edmonton District:
Revillon Wholesale Limited, Edmonton

Calgary District:
The McDonald-Baker Co., 818, 8th Ave., Calgary

Western Merchant Will Be Prosperous

No Need For Widespread Alarm Over Crop Situation—Serious Enough in Spots—Much Business Will Be Done—Wide-Awake Merchant Can Beat Order House to It—Travellers Use Cars

AFTER spending between two and three months in the Western provinces, J. E. Penfound, of McArthur, Irwin, Limited, has returned to Montreal. In an interview with HARDWARE AND METAL Mr. Penfound made some interesting references to the Western crop situation and also referred to some matters of importance regarding the retail trade there.

That parts of Saskatchewan and Alberta have been very hard hit is a fact which there can be no disputing. This is particularly disturbing when it comes to sections where there have been several complete or partial failures in successive seasons. Some districts, and especially in the country south of Calgary, have been needing a crop for the past three years and in some instances this is the fourth failure. It makes the situation a hard and difficult one to face.

"It has been estimated that Saskatchewan will have a one-fifth crop failure," said Mr. Penfound. "Even taking these figures, that does not mean that all the farmers in the area affected will be in a bad way. Some of these will not be badly off, for they perhaps have had a crop or several good crops in succession."

This is a very important consideration, and one which is doubtless overlooked to a great extent. Insofar as the hardware merchant is concerned it must mean that he is not to be confronted with so serious a problem as press reports would indicate.

Credits Are Fewer

Asked as to the average condition among retailers, Mr. Penfound believed that the storekeeper has been getting his business gradually upon a better financial basis. The old-time long credits are being curtailed and many are now aiming at a 30-day basis of credit extension. This has been better for all concerned and a great many of the merchants have been working from under their load to the jobbers and are now in the possession of their own goods.

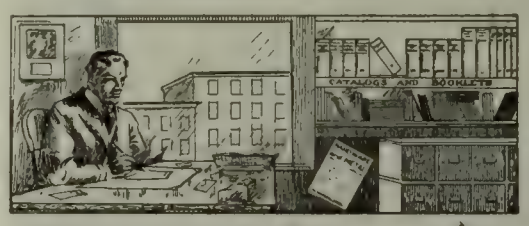
The Western merchant has been in a good position to secure payment for his goods and has done so in many cases. This has worked out to his own advantage and also to that of his customer. With good crop returns at high prices there has been no excuse for long credits being given. Mr. Penfound believes that there will continue to be improvement in this respect.

Mail Orders—Auto Travel

An important observation made was that regarding the wide use of automobiles. Mr. Penfound stated that the average traveler was using a car over his territory, and perhaps a majority of the wholesale houses favor this means of travel for the men. They can make many towns and are in a position to select the town or city in which to stop over night. This has given rise to the necessity of providing good accommodation and suggests the need of the merchant interesting himself in the accommodation to be had in his own town.

Another point which might have the attention of the merchants in a given town is that of providing something of interest for the farmers themselves. True it is that many stay at home and use the mail-order catalogue in making up their wants. But the merchant can afford a better service, and Mr. Penfound believes that he can get the business that goes away if he is aggressive enough. He can very frequently give better service and better goods and should not fear the competition thus presented. It is largely up to the merchant just what the results will be.

Speaking of conditions throughout the West generally, Mr. Penfound believes that there will be little cancellation of placed business and that the Western merchant, already a more careful buyer than he was some years ago, will continue to buy freely of a big variety of merchandise.



Black & Decker Mfg. Co.

The Black & Decker Mfg. Co., 105 S. Calvert St., Baltimore, has just issued a catalogue in which are described in detail the lines of electric air compressors, portable electric drills and electric valve grinders manufactured by the firm. The catalogue is profusely and most attractively illustrated, the pages measuring eight and a half by eleven and a half inches. Complete data regarding capacity, motor, housing, cylinder, valves, piston, piston rings, gearing, cooling, lubrication and finish of each piece of equipment listed, is given. Readers of HARDWARE AND METAL may obtain a copy of the catalogue upon request.

Merrick Anderson Co., Ltd.

A series of bulletins containing general news items as well as items of trade interest are being sent out by the Merrick Anderson Co., Ltd., Winnipeg, to their customers and to their travellers. The bulletins vary in size, ranging from six to ten pages, and are attractively printed and frequently carry illustrations. As might be expected they deal with a wide variety of topics, covering happenings throughout the world. The items are written in a brief, breezy style and carry a simple, direct message regarding whatever is being discussed.

PLAN YOUR WORK

(Continued from page 41.)

cated for handling this business as it has a double entrance. Fronting on the main street it runs right through the length of a block and has a rear entrance that opens out onto one of the busiest sections of the market. London market is one of the most important in the province. There are three market days each week, Tuesdays, Thursdays and Saturdays. While Saturday is the big day, there are many thousands of farmers and citizens at the market on Tuesdays and Thursdays, and the firm aims to reach as many of these people as possible. On Saturdays the market is frequently so crowded that its capacity is tested, and naturally there are large numbers of people in the crowd who are out to shop and with lots of ready money in their pockets to pay cash.

Are Good Buyers

"There are no better buyers than the farmers of this district," said Manager Jones. "They are well to do and their trade is well worth going after. They know what they want and they are willing to pay for it. Some of the farm homes in this district are among the best residences to be found in any country district in Canada. They are well built and comfortablet and well equipped. The farms are well kept and the buildings are kept up. We sell thousands of dollars worth of paints to these people in addition to large quantities of other goods. They thoroughly appreciate the value of painting in protecting their buildings and their machinery as well as in beautifying their homes. We find that the farmers are big buyers of auto accessories also. Every year sees more cars purchased and good cars too. In some sections the farmer who has not an auto is the exception. There is a lot of good business to be had among prosperous people of this kind and they are all ready and willing to pay cash for what they buy. Our sales of harvest tools this season have been splendid and during the spring we turned over a lot of roofing both for new buildings and for repairs.

In Close Touch

Although a very busy man Manager Jones is never so busy that he cannot keep in close touch with his customers. He has a wide acquaintance not only in the city, but among the farmers, their wives and families. He is in very close touch with the builders of the city and lines up a lot of good business through these sources. Also he is the energetic president and one of the most active workers in the London Retail Hardware Dealers' Association. This organization has extended its work out into the district around London, and has been able, through its efforts, to straighten out many of those problems which are constantly occurring and which can only be solved by co-operation.



The Salesman's Good Word

The salesman's finger is always on the pulse of the buyer, and he is, therefore, a good judge of the merit of the goods he sells over the counter. It's pleasant business for a salesman to recommend and sell things that always please, and bring customers back for more of the same.

This is why Berry Brothers Varnishes, Enamels and Stains have won the salesman's good word. There are never any complaints of "Berry" brands, they always satisfy because they are uniformly good and reliable.

PARTIAL LIST OF DISTRIBUTORS OF BERRY BROTHERS' PRODUCTS

Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co. - - Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd. - - Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. - Toronto
A. M. Bell & Co., Ltd. - - Halifax. N.S.
Lariviere, Inc. - - - Montreal, Que.
L. H. Gaudry & Co. - - Quebec, P.Q.
Wood, Vallance, Ltd. - - Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.
Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

WALKERVILLE, ONT.

(10)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, July 24.—The linseed oil situation is harder than ever to define and supplies become increasingly less. Practically all quotations are withdrawn and the basis is decidedly a nominal one, with prices subject to withdrawal when made. The latest flax prices for July option are above $6 and few are buying much seed, except for immediate crushing. The turpentine situation is still a firm one and advanced prices are in effect this week. It is expected that higher prices still will prevail. The rosin basis is also higher this week. Lead in oil and putty are without change. There is an excellent volume of business, especially for prepared paints and varnishes.

Linseed Oil Over $3; May Be Much More

Montreal.

LINSEED OIL.—It is very hard to forecast the probable price trend of oil. Flax markets on July options were well over the $6 mark on Wednesday, with the likelihood of further advances being made. Weather reports have been an influence in firming the undertone and the situation may develop any extreme as far as high prices go. In the nature of things prices are not named in many quarters, and purchasers cannot hope for any but a nominal basis at present. Orders are being filled with difficulty, in some cases. Some further quotations exceed $3 per gallon.

Raw—	Imp. Gal.
1 to 4 barrels	$2 95
5 to 9 barrels	....
10 to 25 barrels	....
Boiled—	**Imp. Gal.**
1 to 4 barrels	$2 97½
5 to 9 barrels	....
10 to 25 barrels	....

NOTE.—Owing to fluctuating seed markets jobbers, generally, are not quoting. The basis is decidedly nominal.

Turpentine Again Up; Rosins, Too

Montreal.

TURPENTINE, ROSINS—A stronger market in the South is assigned the reason for advances in this market and the lowest quotation this week is that of $1.70. It is probable that buyers will have to pay more for the product, for the producers are demanding high prices. Both Savannah and New York markets are higher this week. Small lots are quoted at close to $2 per gallon.

Rosins are very firm at higher prices, $21 per barrel being the ruling price here for "F" and "G."

Turpentine—	Imp. Gal.	
1 to 4 barrels	$1 70	$1 75
Small lots	....	....

(Packages extra.)

White Lead in Oil Strong; Unchanged

Montreal.

WHITE LEAD IN OIL.—A stronger pig lead situation has developed in the United States and this will have the effect of strengthening white lead in oil. There have been no changes and the basis is steadily and firmly held. Business transacted here for standard grade is conducted on the base price of $15.50 per cwt. for five ton lots, $16 for ton lots, and $16.35 in smaller quantities.

ROSINS WILL GO HIGHER

"The prices of rosin are always lowest in the months of April, May and June," said a Montreal importer to HARDWARE AND METAL this week. "From now on they will advance and there will be higher prices right along."

This expression indicates the trend of the market. Prices have been advancing regularly until the quotation now on 280 lb. barrels of "F" and "G" is $21, probably higher than it has ever been and still the end is not yet. Prices seem bound to advance.

One of the most immediate contributing reasons for higher prices comes from the excessive wet weather conditions in the Southern States. This has interferred with production and there will be less rosin to go around. The tendencies are distinctly upward.

No Changes Made But Putty Firm

Montreal.

PUTTY.—There has been a steadily maintained basis for putty, but no changes are made. This is a somewhat quiet selling season and the tonnage sold from week to week is of reduced compass. The basis here remains as follows:

	5 ton	1 ton	Less Quanty.
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases	7 15	7 40	7 75

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Orders Still Many For Mixed Paints

Montreal.

MIXED PAINTS.—An excellent business is being transacted for mixed paints and specialties and there is a good feeling manifest. "This business is regular and for the various lines and is therefore sound," was the way one large manufacturer put it in speaking this week with HARDWARE AND METAL. It does seem that there has been no interference with trade because of the higher basis reached ten days ago. The paint is being used for regular needs and there is a splendid outlook.

TORONTO

TORONTO, July 24.—Both turpentine and linseed oil have made substantial advances and with the markets very strong and firm still higher quotations are expected. All records for turpentine have been shattered in the Southern markets, and prices to-day are 12 cents higher than a week ago. Local quotations are higher as well. Rosins of all kinds show extensive advances and during the week lower grades have advanced as much as $1.10. Linseed oil quotations range from $3.20 to $3.27. Turpentine is being sold at from $1.80 to $1.82 per Imperial gallon.

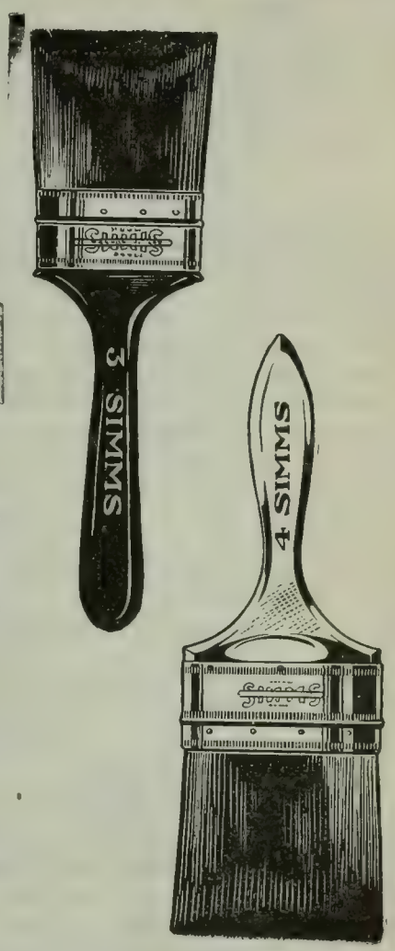
Turpentine Soars To New High Records

Toronto.

TURPENTINE.—Latest advices from the Southern markets are to the effect that there is no telling where turpentine is going to stop in its advance skyward. To-day's quotations are just 12 cents higher than those of a week ago, and turpentine is still climbing. Heavy buying for overseas business combined with the fact that this year's crop will not be a large one and that buyers are bidding keenly for it, is responsible for the big jump. Some of those in the trade are looking for $2 turpentine here before long. Rosins are showing great strength. The low grades have advanced as much as $1.10 during the week. While the high grades have also increased in price the advance is not proportionate, indicating that buyers are making the cheaper grades answer their purpose.

TRADE SIMMS MARK
SET IN RUBBER

Simms' Paint Brushes



Sold All Over The World

The demand for Simms' Set-in-Rubber Paint and Varnish Brushes extends all over the world. There are none like them anywhere.

Your customers know this. See to it that you have a full stock on hand.

The worst treatment cannot hurt Simms' Set-in-Rubber Brushes. The bristles are set in vulcanized rubber, and are guaranteed to hold firmly **forever.**

People don't cover their houses with loose bristles when they use Simms' Brushes. Push the sale of this line and your reputation won't suffer.

Send for price list. Look over your stocks without delay. Insure big profits and satisfied customers by having all Simms' Better Brushes on your shelves. Order to-day.

T. S. SIMMS & CO., LIMITED

ST. JOHN, N.B.

Branches: Montreal, Toronto, London

THE varnish that gives floors a hardwood finish—brings out the natural grain perfectly.

Specially made for the hard usage to which floors are subjected.

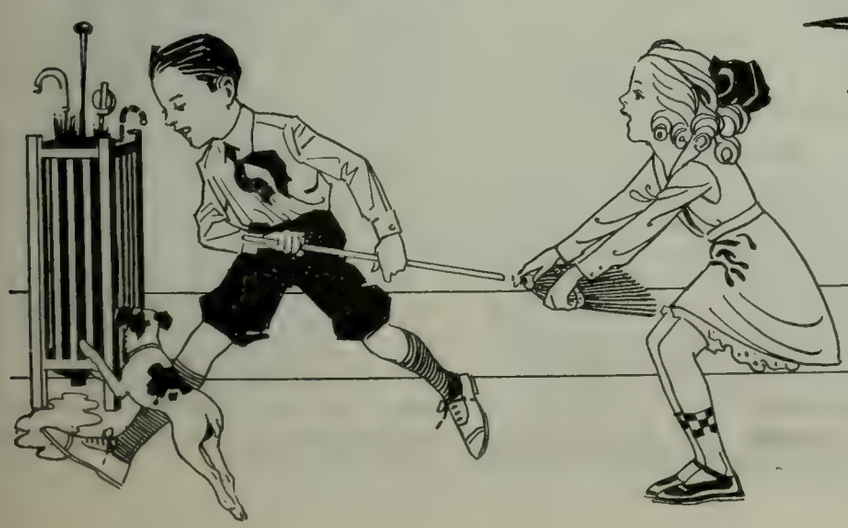
—impervious to water—even boiling water won't hurt it;
—elastic—don't show tell tale heel marks;
—durable—don't show white marks when scratched.

The Floor Varnish that Satisfies the Customer.

BRITISH AMERICA PAINT CO., LTD.

VICTORIA VANCOUVER CALGARY EDMONTON REGINA





The range of quotations for turpentine is as follows:

Turpentine—	Imp. gal.	
1 barrel (barrel included) ...	$1 80	$1 82
2 to 5 barrels (barrel included)	1 79	1 81
5 gallon lots	1 90	1 92

Linseed Oil Is Steadily Advancing

Toronto.

LINSEED OIL—Further advances are registered in linseed oil and with a strong and very firm market there seems little prospect of any decline. Overseas buyers are still a big factor in the market and large quantities of Argentine seed continue to go to them. Little relief is expected in the situation on this side of the water until the new crop comes in. Quotations this week range from $3.20 to $3.27.

Linseed Oil—	Raw	
1 to 2 barrels, gal.	$3 20	$3 27
3 to 5 barrels, gal.	3 19	3 26
10 barrels and over	3 17	3 24
	Boiled	
1 to 2 barrels, gal.	$3 23	$3 30
3 to 5 barrels, gal.	3 22	3 29
10 barrels and over	3 20	3 26

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

Prepared Paints In Brisk Demand

Toronto.

PREPARED PAINTS. — While the record business, which has been keeping many firms working overtime for some weeks, is easing off a little, orders are still coming in in large numbers and manufacturers state that the demand is brisk. The new and higher prices, which are now in effect, are likely to hold for some time, it is stated, although linseed oil and turpentine are constantly making new records.

Paint Brushes Will Not Change At Present

Toronto.

PAINT BRUSHES.—Prices of paint brushes, it is stated, are not likely to change now until January. Manufacturers have enough bristles on hand to meet all ordinary demands until that time. Business, it is stated, is very satisfactory, and there is every indication that it will continue so.

Advance is Expected In White Lead in Oil

Toronto.

WHITE LEAD IN OIL—With pig lead prices now advancing and linseed oil at high levels, an increase in the quotations on white lead in oil would cause no surprise. A very satisfactory volume of business has been coming in. Prices show no change and are as follows: Five ton lots, $15.85 per 100 pounds; one ton lots, $16.35, and in smaller quantities, $16.70.

Window Glass, Putty Remain Unchanged

Toronto.

GLASS, PUTTY.—Business in window glass is developing slowly as the building season reaches the stage where glass is required. Prices show no change. Putty prices remain firm.

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 35	$5 60	$5 95
Do., 100 lb. iron ...	6 20	6 45	6 60
Do., 25 lb. iron	6 45	6 70	6 85
Do., 12½ lb. irons..	6 70	6 95	7 30
Bladder, in barrels...	7 10	7 35	7 50

Court Preserves Right Of Freedom to Trade

The long recognized right of a trader who is engaged in private business to deal with whomsoever he pleases and to refuse to deal with others is reiterated in the United States Supreme Court's recent decision affirming the view taken by the U. S. District Court for the Eastern District of Virginia, in the case of the United States vs. Colgate & Co.

This case has attracted nation-wide attention since its beginning on account of its bearing on the subject of price maintenance.

Colgate & Co. refused to sell their goods to certain price cutters, persisting in its policy in the face of a warning from the U. S. Attorney General that indictment would result.

An indictment was filed, alleging violation of the Sherman Law.

The issue was made up and presented to the trial court on the defendant's demurrer to the Government's indictment.

The Supreme Court, in review of the case, found that the district court ruled correctly in quashing the indictment.

In the absence of any purpose to create or maintain a monopoly, the Sherman Act does not restrict the long recognized right of trader or manufacturer engaged in an entirely private business, freely to exercise his own independent discretion as to parties with whom he will deal. And, of course, he may announce in advance the circumstances under which he will refuse to sell."

This decision gives a renewed and unmistakably clear definition of the purpose of the Sherman Act to "prohibit monoplies, contracts and combinations which probably would unduly interfere with the free exercise of their rights by those engaged or who wish to engage in trade and commerce—in a word to preserve the right of freedom to trade."

Goods and Good Will Defined by Courts

The New Jersey Court of Chancery giving its decision recently in the suit of Ingersoll & Brother vs. Hahne & Co., of Newark, granted an injunction against the defendant to prevent the retailing of the Ingersoll $1.35 watch at a price less than that without first removing the manufacturer's name and guarantee.

The significance of this ruling is its distinction between goods and good will.

The United States Supreme Court has decided that one who has sold any article outright to another for reselling cannot legally dictate the resale price, regardless of the character of the article.

The Federal Trade Commission has ordered that the manufacturer must not endeavor even to influence the dealer regarding the resale price and must not refuse goods to a price cutter because he is such.

The New Jersey Court's distinction recognizes the interest which a manufacturer retains in his product that bears his signature.

This decision in part is made under a New Jersey statute which other states do not have, but its applicability in any state is suggested by the court's assertion that the complainant was entitled to an injunction under the common law. So a ruling of this sort would be possible anywhere in the absence of a statute.

SELLING A STICKER

A hardware merchant had a number of tree protectors which he could not move. No matter how eloquently he "talked" them to the trade he was unable to make a sale.

"Why don't you make a window display of them?" asked a department store decorator to whom he was telling his troubles.

"Oh, I have put them in the windows, but it doesn't do any good. People don't look at them!"

"Well, that's just the trouble," commented the decorator, "you don't make them look into your windows!"

So that evening they fixed up a window display adopting the department store style. The next morning, when the shade was drawn, a crowd promptly collected. There was a crowd there all that day and that night less than a dozen tree protectors were left in stock. It worked so well that the hardware man wired for another shipment to be delivered immediately.

And this was what passersby saw:

In the window were about a dozen small fruit trees, such as nurserymen sell. Half of them were protected by the tree protectors which the hardware merchant had for sale, while the balance were unprotected. Half a dozen rabbits were making themselves at home in the window. By nine o'clock they had gnawed the bark off the young trees as high as they could reach; the protected trees were unharmed.

The display spoke louder than a dozen direct sales talks. People saw the four-legged vandals at work before their eyes and they hastened into the store, having their own trees in mind.

But that was not all. Over in a corner of the window there was a small tree and a model of a boy pushing a lawn mower. He had bumped into the tree and skinned off the bark in one place with the mower. A protected tree on the other side of the mower was unharmed.—System.

PEACE—and the "NEW ERA"

At last—the Peace Treaty is signed. Men will now be able to give attention to matters which have for nearly five years been put aside as of small importance.

Buildings have for several years been left without repainting because such expenditure was regarded by many as an undue extravagance in war time. **That is changed now. This is the paint dealer's opportunity! Grasp it!**

"NEW ERA" Paints are made from the best materials which money can buy. THERE ARE NO BETTER PAINTS ON THE MARKET!

Our agencies, established for years, throughout Canada, continue to supply thousands of customers who would have no other brand.

Are YOU in line? Write now for our proposition.

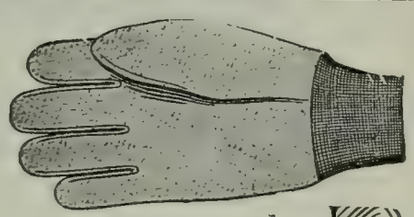
We Make the Wonderful "Windsor Solvent Stain" The Paint Trade Sensation

The Standard Paint & Varnish Co., Limited

WINDSOR, ONTARIO

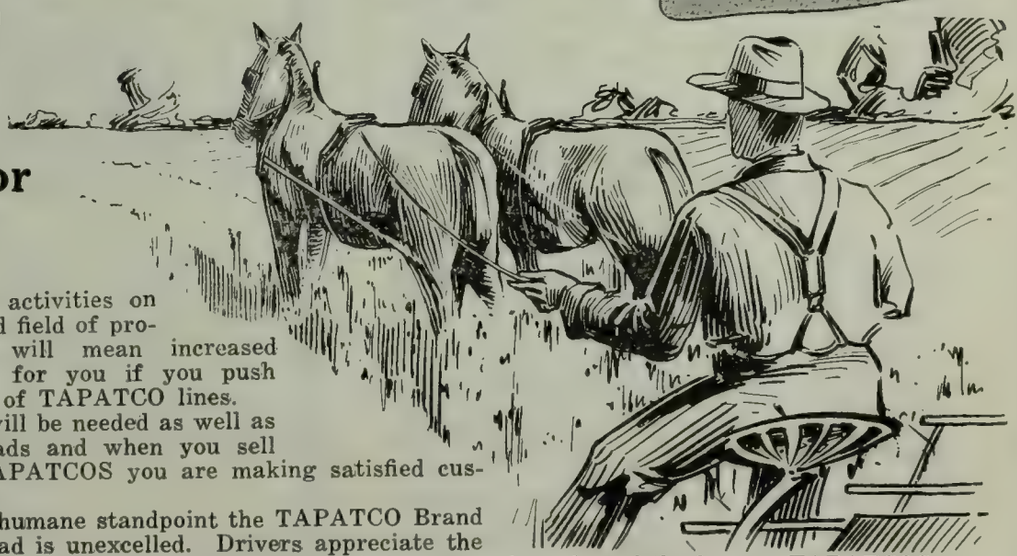
TAPATCO Products

REGISTERED BRAND TRADE MARK



HARVEST

Always Creates a steady demand for TAPATCOS





Harvest activities on farm and field of production will mean increased business for you if you push the sale of TAPATCO lines. Gloves will be needed as well as collar pads and when you sell them TAPATCOS you are making satisfied customers.

From a humane standpoint the TAPATCO Brand Collar Pad is unexcelled. Drivers appreciate the fact that a sore shoulder is a serious hindrance to the value of the horse. TAPATCOS will keep the horse's shoulders in perfect working condition at all times and you have our guarantee that they wear long under the most trying tests.

Order from your jobber.

The American Pad & Textile Company

CHATHAM, ONTARIO

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — —B.B. Caps 25%, B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; centre fire pistol, add 35% list; centre fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M. net; empty shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers——Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, add 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No. 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 9 60
No. 2, dozen	12 00
No. 3, dozen	9 60
No. 4, dozen	1 00
No. 5, dozen	13 00
No. 6, dozen	15 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 23%.
Standard Quality, 23 and 10%.
Side Lace Leather, lb., $1.75-$1.95.
Cut Lace Leather, lb., $1.90-$2.20.
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100, lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

BOARDS, IRONING— —

No. 1, dozen	$21 00
No. 31, dozen	$11 00
No. 32, dozen	12 00
No. 35, dozen	26 00
No. 36, dozen	30 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and larger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends, 25%.
Plow Bolts, 30%.
Elevator Bolts, 25%.
Fancy Head Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list), 25%.
Whiffletree Bolts, 25%.
Nuts, square, blank, add to list, 75c.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list $1.25.
Stove Bolts, 65%. Tire Bolts, 50%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb...11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 41
Rods, base ½ to 1 in., round	0 39
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$12 50
30-gal., Standard	11 00

BOARDS (Wash) Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond Ring (glass)	6 30

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4,000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2,000), 40-2½%.
Chicago Screen Door (3,000), 16 2-3 per cent.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

CHAIN

	Proof Coil		Welded	
	Mont'l	Tor'to	Mont'l	Tor'to
3-6 in.	$22.75	$21.40	$.....	$27.40
¼ in.	16.75	17.75	20.60	23.60
5-16 in.	14.75	14.60	16.40	18.40
⅜ in.	13.00	13.40	15.00	17.25
7-16 in.	12.75	13.15	14.40	16.65
½ in.	12.50	12.80	14.15	16.50
⅝ in.	12.35	12.75	13.85	16.15
¾ in.	12.25	12.70	13.50	16.00
⅞ in.	12.05	12.40	13.40	15.80
1 in.	11.90	12.30	13.30	15.65

Electric Welded

	B.B.		B.B.B.	
⅛ in.	19.00	.....	22.00	.....
3-16 in.	18.00	.....	20.00	.....
¼ in.	15.00	16.00	18.00	.....
5-16 in.	13.50	13.50	16.50	.....
⅜ in.	11.60	12.25	14.60	.....
7-16 in.	11.50	12.00	14.50	.....
½ in.	11.25	11.80	14.25	.....
⅝ in.	11.00	11.55	14.00	.....
¾ in.	9.75	11.25	12.25	.....

F.O.B. Toronto, Montreal

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17 25	$.....
5-16 in.	14 25	17 25
⅜ in.	13 00	16 00
7-16 in.	12 75	15 45
½ in.	12 55	15 25
⅝ in.	12 25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; f.o.b. Toronto.

Cow ties, 20%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen $33 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $19.25; No. 1, $23.30; No. 2, $28.35; No. 3, $36.45.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F.o.b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths	$6 85
17—7strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London

COPPER

	Montreal,	Toronto
Casting ingot, see weekly report		
Rods, ½ to 2 in.	0 41	0 42
Soft sheets, base, 16 oz. and heavier	0 42	0 43
Tubing, lb.	0 46	0 47

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	75
No. 7, lb.	74
Nos. 8, 9, 10, 12	73

F.O.B. Montreal, Toronto, Hamilton, London.

CANADA PLATES

	Montreal,	Toronto
Prices nominal,		
Ordinary, 52 sheets	$7 75	$7 35
Do., 60 sheets	7 85	7 45

COKE, TIN PLATES

	Per box
IC, 20x28 base	$18 00
IX, 20x28 base	21 00
IXX, 20x28 base	23 00
IXXX, 20x28 base	25 00

F.O.B. Toronto.

TERNE PLATES

IC, 20x28, 112 sheets $19 00
F.O.B. Toronto

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

Bush 15 50
F.O.B. Toronto, London.

HARDWARE MEN OF CANADA

GIVE SATISFACTION BY SELLING



W. G. HARRIS, President

HARRIS HEAVY PRESSURE
BEARING METAL
Best all round Babbitt Metal.

ALUMINOID BABBITT METAL
For light work.

IMPERIAL GENUINE
For High Speed Engine work.

SOLDER in WIRE, BAR or BLOCK

We Make LEAD PIPE
We Make SHEET LEAD

We can serve you anywhere in Canada.

THE CANADA METAL CO.,
LIMITED

TORONTO MONTREAL WINNIPEG VANCOUVER

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

Your Real Profit

is greatest when selling a high grade line, such as

C·C·M·
BICYCLES

Even if the percentage of profit were higher on a cheaper line, it would soon be offset if the rider had to be constantly demanding adjustments and free repairs on account of faulty construction.

Many a dealer has ceased pushing "bargain" bicycles for just this reason.

Canada Cycle & Motor Co.
LIMITED

Montreal Toronto WESTON Winnipeg Vancouver

CLOCKS

Big Ben $3 00
F.O.B. Montreal, Toronto, London
Good Morning, each 1 30
Lookout 1 70
Hamilton

CROWBARS, $9.50 per 100 lbs.

DRILLS—

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

	List each.		
⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	40%
Straight Shank	40%
Straight Shank, wire	40%
Taper Shank	40%

DOORS

See Screen Doors.
F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 30%-35%; cast bushings, 30-35%; unions, 40-45%; plugs, 35% off list. Net prices Class B, black, 21c lb.; Class C, 14c lb.; galvanized, Class B, 30c lb.; Class C, 21c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round $7 50
Three heat, round 8 25
F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..$3 00
Under 40 lbs. 3 25
Bi-Treadle, each 7 00
F.o.b. Toronto.

HALTERS (SNAP AND RING)

Doz.
Russet rope shank, 1".$11.25-$12.75
Perfect, No. 1½ 13 20-13 80
Russet rope shank, 1¼ in.. 13 85
Black rope shank, 1 in.... 13 75
Black rope shank, 1¼".12.50-13 85
Hand sewn, no shank, 1 in. 17 40
Hand sewn, no shank, 1¼". 18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36
F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt..$17 50
Masons, 5 lbs. and over, per cwt. 20 00
Masons, 5 lbs and under... 22 50
Sleepmeter 1 80
Napping, up to 2 lbs..... 25 00
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and double-trees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.
F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner 7 50
Majestic, 2 Burner 11 25
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz.	Tee pairs.
4-inch	$ 2 63	$ 2 23
5-inch	3 24	2 80
6-inch	3 50	3 15
8-inch	4 73	3 59
10-inch	8 40	6 39
12-inch	10 41	10 15
14-inch	11 90	10 32

Light, Net Prices, figured at discount 12½%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 35%.
F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point $14 00
Lighting 12 50
Heath's 12 50
HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.
72x30 up to 24 gauge, case lots ....
72x30, 26 gauge, case lots. ....
Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 85
Mrs. Potts, No. 50, nickel-plated, set	1 90- 1 95
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 34
Hercules, 4 to 10 ft.	0 36
Hercules, 12 to 14 ft.	0 41
Faultless, 4 to 10 ft. only	0 32
Ontario, 4 to 10 ft. only	0 29
Shelf Lock, 4 to 8 ft. only	0 24
Gardner, No. 1	0 21
Do., No. 2, bolted	0 21
Dominion, No. 3	0 25
Do., No. 4, bolted	0 28

Single and Fruit Picking

10 ft. to 16 ft. ..... 22c ft.
18 ft. to 20 ft. ..... 25c ft.
F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 26
36 to 40 ft.	0 29
44 ft.	0 32
Over 44 ft.	0 42

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short.....$0 95-$1 10
Cold blast 1 00- 1 10
3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.
Cold blast, genuine ruby....$4 75
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$11 00
Dowswell	11 25
Noiseless	15 50
Hamilton	12 50
Ottawa	11 50
Peerless	11 50
Snowball	17 00
Momentum	18 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	110 00
Seafoam, engine drive	50 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	11 50
Popular, No. 2	11 00
Economic	13 50
Champion	18 50
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	51 50
Do., do., electric	111 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	59 50
Perfection, electric	119 50
Gem	18 50
Winner	17 00
Connor Improved	10 75
Jubilee	10 25
Canada First	21 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.$1.00-$1.75
Carpenters', No. 3 ..... 5.80
F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz. $13 00
Pick, doz. 13 00
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$38 10 39 60
No. 8, dozen	46 40 48 60

MOPS

O-Cedar, doz. net.....$12 00
Sprustex, No. 2, doz..$8 00 8 40
S.W. Mops, complete, doz.5 25 5 40
Mop Sticks, doz., No. 8.... 2 00
Cast Head Mop, doz..... 2 00
Crescent, doz., No. 10..2 50 3 35
Crank wringing, doz..... 8 25
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac 40-10%
Woodyatt 35%
Empress 35%
Mayflower 35%
Star, Ontario, Daisy 35%
F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

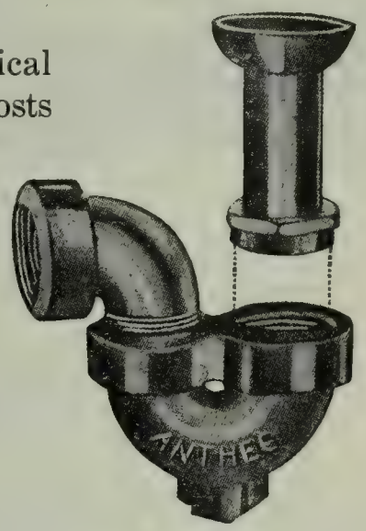
		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	
6½ to 12-inch	2 Ga. and heavier, 25c over base.		

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.
Freight equalized on above points.
F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.
Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance

"ANTHES" ADJUSTABLE SINK TRAP

Increase your sales and profits with this profitable line.

The "Anthes" Adjustable Sink Trap is the most economical and convenient trap on the market. Cheaper than lead, costs less to instal, and is more durable. This Trap is very neat in appearance, and can be used for either basin or sink. When required for basin connection, we supply a 1½" x 1¼" slip-joint nut.



We also manufacture a line of plain S and P Traps, Bottle Traps, Adjustable Bath Taps, Sink Collars, Sink Brackets, Boiler Stands, etc.

Descriptive Circular sent on application. For sale by all leading jobbers—specify "Anthes" when ordering.

ANTHES FOUNDRY LIMITED

TORONTO *MANUFACTURERS OF SOIL PIPE AND FITTINGS* WINNIPEG

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar MONTREAL

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.



For months we have looked for the day **The Peace Treaty** would be signed and the event will be marked by thanksgiving and celebrations of various kinds. No celebration will be complete without the **glorious old Union Jack** floating everywhere. Flags are continually wearing out. Stock up for immediate sales and delivery. We have a large stock and our prices are right.

J. J. TURNER & SONS, LIMITED, PETERBOROUGH, ONT.



THE PROGRESSIVE MANUFACTURING CO.
Terrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Moulding, Flooring, Slating, Box. Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list. American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 95
36-inch, per roll	6 50
48-inch, per roll	7 60
60-inch, per roll	9 00
72-inch, per roll	10 85

Put up in 10 rod rolls.

OAKUM

Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
Best (American)	$21 00-$22 00
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	9 00

F.o.b. Montreal, Toronto.

OILS	Montreal	Toronto
Royalite, gal.	0 20½	0 20½
Palacine, gal.	0 23½	0 23½
Gasoline, net, gal.	0 33	0 32
	List	Gallon
Black oil (Summer)	0 14½	0 13½
Black oil (Winter)	0 16	0 15
Imperial Kerosene Tractor	0 59	
Capital cylinder	0 62	0 58
Machine oil, regular grades	0 36	0 36
Standard gas engine oil	0 40½	0 37
Parafine	0 25	0 21

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list.	0 90
Polarine A, list	1 00
Gargoyle Mobiloil, list	1 30

List, less 25% on above.

Fuel oil, bbls. net	0 08
Fuel oil, tank cars, net	0 07

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	0 70
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 78
Surprise Fibre	0 66
Tarred felt, per cwt.	3 90
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliet (dry fibre)	0 60
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 100 lbs.)	4 75
Straw, sheathing, dry, per cwt.	3 05
Do., Do., tarred, per cwt.	3 20

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—	
5 to 6 lbs., doz.	$11 00 $11 25
6 to 7 lbs., doz.	12 00 12 25
Rock—	
7 to 8 lbs., doz.	13 00

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	$....
¼ in.	4 53	6 66	5 13	7 26
⅜ in.	4 53	6 66	5 13	7 26
½ in.	5 99	7 57	6 84	8 42
¾ in.	7 53	9 66	8 68	10 81
1 in.	11 14	14 28	12 84	15 98
1¼ in.	15 07	19 32	17 37	21 62
1½ in.	18 01	23 10	20 76	25 85
2 in.	24 24	31 08	27 94	34 78
2½ in.	38 90	49 73	....	....
3 in.	50 87	65 03	....	....
3½ in.	64 86	81 88	....	....
4 in.	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$27 94	$34 78	$31 64	$38 11
2½ in.	40 66	51 48	46 51	57 35
3 in.	53 17	67 32	60 82	74 97
3½ in.	66 70	83 72	75 90	92 92
4 in.	79 03	99 19	89 93	110 09
4½ in.	88 00	113 00	107 00	132 00
5 in.	103 00	132 00	125 00	154 00
6 in.	133 00	171 00	162 00	200 00
7 in.	175 00	224 00	211 00	259 00
8 L in.	184 00	235 00	221 00	273 00
8 in.	212 00	271 00	255 00	314 00
9 in.	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in.	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham. Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 80%.

4½" and larfer, 70%.

4" and under, running thread, 50%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list.	3 00
12-oz. bottles, doz., list.	6 00
1-qt. can, doz., list.	15 00
½-gal. cans, doz., list.	24 00
1-gal. cans, doz., list.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton

Size	Case	Doz.	Case
¼ pts., 3 doz.		$1 15	$3 40
½ pts., 3 doz.		2 10	6 00
Pints, 2 doz.		3 15	6 00
Quarts, 2 doz.		4 65	9 00
½ gal., 1 doz.		8 40	8 40
Gal., ½ doz.		....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, discount 10%; burrs, add 25%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Amazon, 1 ply	$2 05
Amazon, 2 ply	2 35
Amazon, 3 ply	2 70
Samson, 1-ply, roll	2 30
Samson, 2-ply, roll	2 75
Samson, 3-ply, roll	3 30
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Everlastic, 1-ply	1 90
Everlastic, 2-ply	2 20
Everlastic, 3-ply	2 55
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 45
McCombe, Sp., 1-ply	1 70
McCombe Sp., 2-ply	1 95
McCombe Sp., 3-ply	2 30
Panamoid, 1 ply	1 80
Panamoid, 2 ply	2 05
Panamoid, 3 ply	2 40
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 70
Black Diamond Ready Roofing, 2-ply	1 35
Black Diamond Ready Roofing, 3-ply	1 65
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 [illegible]
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto and Montreal.

ROPE

	Lb.
Pure Manila basis	34
British Manila basis	30
New Zealand hemp basis	30
Sisal basis	27½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis.	On application
Cotton, ⅛ in.	0 79
5-32 in.	0 78
3-16 in.	0 70-73¾
¼-in. and up	0 69-73½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 761 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (66½), $5.85; 465 (69), $1.80; 171 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel.	$3 95
103, 50 ft. Reliable Jr. Steel	4 05
243, 50 ft. Rival Steel.	3 50
1243, 50 ft. Rival Jr. Steel.	3 50
603, 50 ft. Metallic	3 00
604, 66 ft.	3 30
403, 50 ft. Linen	2 15
	Dozen
713, 50 ft. Ass Skin.	5 40
714, 66 ft. Ass Skin.	6 50
143, 3 ft. Steel Pocket.	7 10
145, 5 ft. Steel Pocket.	9 65
175, 5 ft. Linnine Pocket.	5 55
165, 5 ft. Cotton Pocket.	1 60

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household.	5 60	0 10
25-lb. Household.	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00

TRADE PENBERTHY MARK

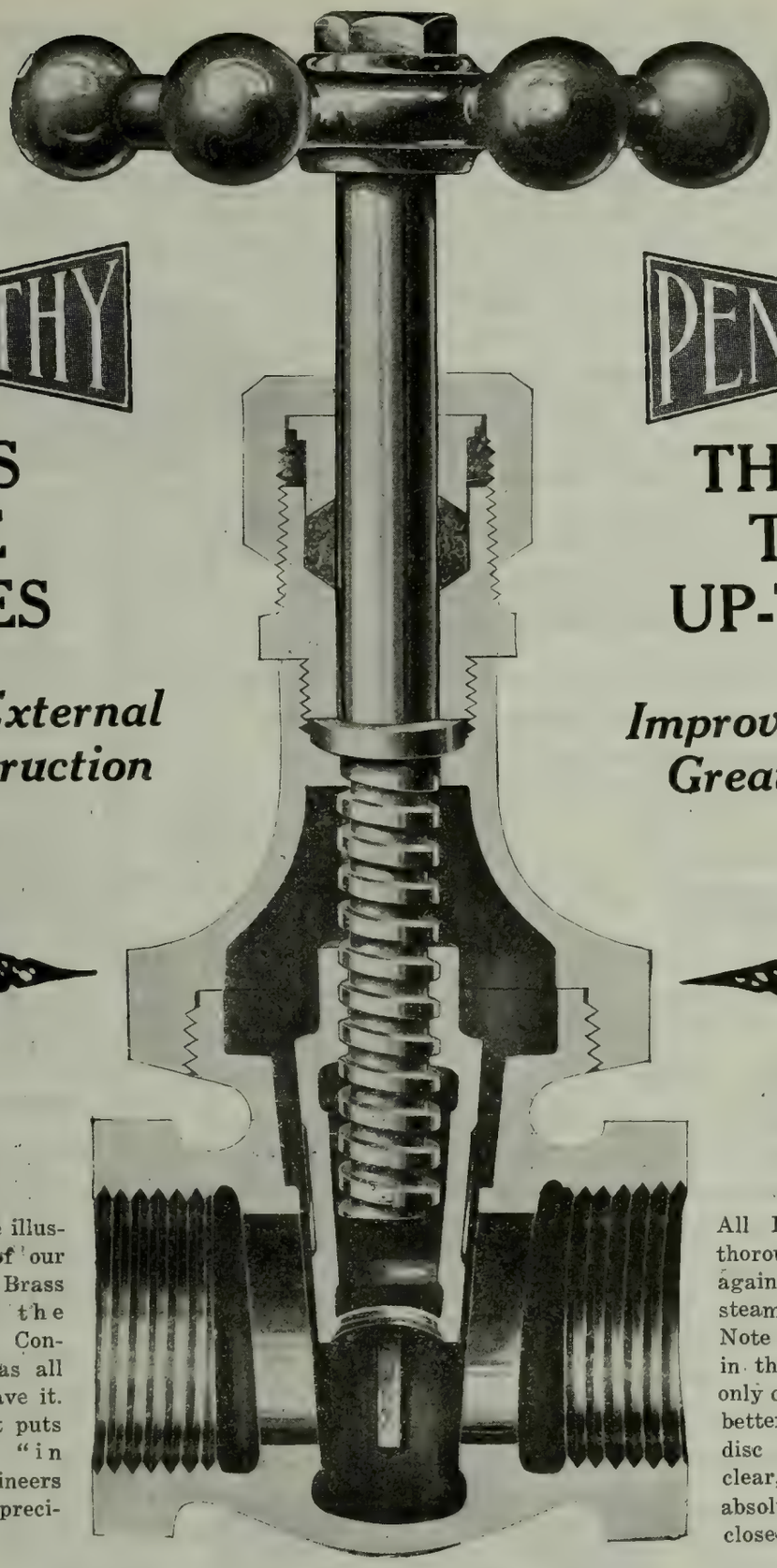
BRASS GATE VALVES

Up-to-Date External Thread Construction

TRADE PENBERTHY MARK

THE GATE THAT'S UP-TO-DATE

Improved Design with Greater Efficiency



The Gate Valve here illustrated is but one of our many types of Brass Valves possessing the "External Thread Construction" feature, as all Penberthy Valves have it. It's the feature that puts Penberthy Valves "in strong" with engineers everywhere who appreciate a good valve.

All Bonnet threads are thoroughly protected against corrosion from steam and water.

Note the solid-wedge Gate in this valve. It's the only correct method. Much better than the Double-disc typs. Allows for a clear, quick opening and is absolutely leak-proof when closed.

Cut No. 567 Sectional Gate Valve

We are pioneers in the manufacture of Brass Goods in Canada. Leading jobbers from coast to coast sell Penberthy Valves. Every valve has the Penberthy Guarantee back of it, and bears the Penberthy Trademark, your proof against substitutes. Our prices are reasonable. If your jobber cannot supply you, write us for information.

PENBERTHY INJECTOR CO., LIMITED

Windsor, Ontario

SCREEN DOORS
Kasement No. 1—2 ft. 8 in., $28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	77½%
Wood, R.H., bright	75 %
Wood, O.H., bright	75 %
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	20

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 10
18 and 20	7 10
16	6 95
14	6 80

F.O.B. Hamilton and Toronto.

SHINGLES, METAL

Standard, galvanized	$10 00
Standard, painted	8 00

Discount 7½%.

SIDING, METAL

Standard, galvanzed	$8 50
Standard, painted	6 50

Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
Base, 3 to 8 lbs., 42c, f.o.b. Toronto and Hamilton.

SOLDER, BAR
See weekly report

SPOUTS, SAP

Eureka, per M	$13 50	$16 50

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	$ 7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz.	$2 60
Sampson, doz.	7 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	45 and 5	45 and 5	45 and 5
Draining Tools	45 and 5	45 and 5	.....
Hollow Back Scoops	45 and 5	.....	45 and 5
Sand Shovels	45 and 5	.....	45 and 5
Hollow Back Shovels	45 and 5	.....	45 and 5
Hollow Back Coal Shovels	45 and 5	.....	45 and 5
Riveted Back Scoops	45 and 5	45 and 5	45 and 5
Miners' Spring Point Shovels	45 and 5	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, nickeled fittings, Cyco ball bearing	$48 00
Club, Jap. Cyco bearing	102 00
Champion, nickeled fittings	40 00
Champion, japanned fittings	34 00
Grand, nick., Cyco B.B.	61 00
Grand, jap., Cyco B.B.	55 00
Grand Rapids, nick., Cyco B.B.	45 00
Grand Rapids, jap., Cyco B.B.	39 00
Parlor Queen, nick., Cyco, B.B.	51 00
Princess, nick., Cyco B.B.	46 00
Standard, nickeled fittings	42 00
Standard, jap. fittings	36 00
Universal, nick., Cyco bearing	43 00
Universal, jap., Cyco bearing	37 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, nickeled	$98 00
Household, japanned	88 00
Superba, nickeled	114 00

F.O.B. factory, Niagara Falls, Ont.
Prices guaranteed by manufacturers against their own decline to Dec. 31, 1919. Also stock by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 90
Attachments, set	8 25

F.O.B. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 and 10%
Shoe findings list adopted July 5, 1917	Net List
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$ 2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.O.B. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	0 71
4-ply wrapping, lb.	0 73½

F.O.B. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.O.B. Newmarket.

VALVES %

Compression work, standard	50
High grade	49
Fuller work, standard	45
High grade	38
Basin cocks, No. 0, Standard	40
High grade	40
Bath cocks, compression	50
Flatway stop and waste cocks, standard	50
High grade	47
Roundway stop and waste cocks, standard	50
High grade	47
Brass steam cocks, standard	10% advance on list
Radiator valves, standard	31
Do., removable seat	Net list
Patent quick opening valves	30
Globe, angle and check valves, standard	23
Do., Jenkins Disc	22
Jenkins Valves	10
Standard Gate	35

F.O.B. Toronto.

Penberthy Brass Valves

Compodisk Valves	15-5%
Gate Valves	25%
Regrindinf Valves	15-2½%
Swing Check Valves	10-2½%

WARES. ETC.
Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%; White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30% and 5%-33 1-3%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10% less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots in 3 doz. lots, list, plus 10%, less 10%.
Nickel-plated Ware, 50%.
F.O.B. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS
Rain plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¾ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$4.75	$4.00	$4.75
Section, ½lb., per 100 lbs.	4.75	4.50	4.50
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

WHEELBARROWS

Navvy, steel wheel, doz.	$60 00
Garden, steel, doz.	64 25
Light garden, doz.	46 80

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

Cut Hay Wire.	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	5 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.

Smooth Steel Wire.

Nos. 0-9 gauge, base	5 60

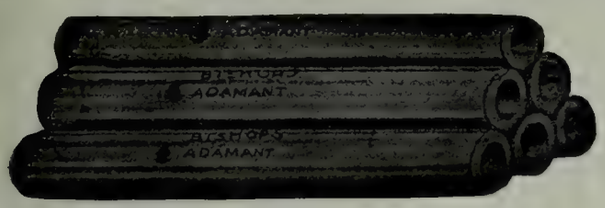
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

TURPENTINE

in steel drums containing 46 gallons, NO LEAKAGE.

ORDER THROUGH YOUR WHOLESALER, OR WRITE US DIRECT

E. FIELDING & SON 9 Front Street E. **TORONTO**



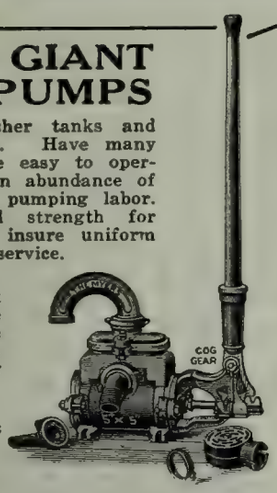
How About Gauge Glasses?

You get safety for your boilers and your employees when you install **STRONG'S IRONCLAD HIGH PRESSURE GAUGE GLASSES.** The toughest and most durable glass made to-day for high pressure steam. The U.S. Steel Corporation has used **Strong's Ironclad Glasses** for ten years and the greatest industries in the country rely upon them with absolute confidence. **Made with fused ends.** Length 1 to 72 inches.

The Strong Machinery and Supply Co.
21 Walker Street, Department B, New York

MYERS GIANT TANK PUMPS

For filling thresher tanks and many other uses. Have many late features, are easy to operate and throw an abundance of water with least pumping labor. Compactness and strength for size and weight insure uniform and dependable service.



This is Tank Pump Time — Be sure and sell the MYERS this year. Ask your jobber or write us.

F. E. MYERS & BRO.
Ashland, Ohio.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

A SUCCESSFUL SEASON

awaits the merchant who handles goods that are

EASY TO SELL
WILL SATISFY YOUR CUSTOMERS
AND GIVE YOU A GOOD PROFIT

London Bar Iron

FILLS THE BILL

It stands up always in Durability and Strength, and makes good for the user.

Just keep in mind the unsettled state of the Iron market owing to war requirements, embargoes, etc.

Fill up the stock for your customers and thereby save them and yourself disappointment.

Sales representatives: Manitoba, Bissett & Webb, Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

London Rolling Mill Co.

LIMITED

LONDON, CANADA



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

"WELLINGTON"

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc,

Wellington Mills, London, S.E.1., Eng.

AGENT:
Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ont.



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Buy for business as well as for private consumption. That is why one inquiry frequently pays for an entire year's advertising. Advertisers in HARDWARE AND METAL reach only the cream of the trade—the best and biggest buyers in Canada.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	11-12c	12

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 09½
Do., pure, 100 lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs	0 15
Imp. green, 100-lb. kegs	17-19
Chrome green, pure	0 35
Chrome yellow	25-41
Brunswick green, 100-lb. kg.	12-14½
Indian red, 100-lb. kegs	15-20
Indian red, No. 1, 100-lb. k.	06-10
Lamp black	0 23-0 25
Venetian red, best bright	07-09
Venetian red, No. 1	0 05½
Drop black, pure dry	0 09½
Golden ochre, 100-lb. kegs	0 12
White ochre, 100-lb. kegs.	05½-06
White ochre, barrels	0 04½
Yellow ochre, barrels	0 03½
French ochre, barrels	06-10½
Spruce ochre, 100-lb. kegs	0 07-8
Canadian red oxide, bbls.	0 03½
Super magnetic red	0 05
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1 lb. tins—

Venetian red	23-30
Indian red	0 30
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure.	25-28
Greens, pure	28-38
Siennas	0 34
Umbers	0 34
Ultramarine blue	45-48
Prussian blue	1 00
Chinese blue	1 00
Drop black	0 35
Ivory black	0 36
Signwriters' black, pure	38-40
Lampblack	38-40
Marine black, 5-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$7 47½
C.P.C. Albagloss	4 02½
B-H "White" Enamel	7 47½

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50 1-lb. pkgs	$25 00
Case No. 8—100 ½-lb. pkgs.	28 00
Case No. 9—200 ¼-lb. pkgs.	35 00
Discount—	
French medal (prices withdrawn).	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	0 24

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 35
Crown Diamond	16 00	16 35
Crown, Pure	16 00	16 35
Green Seal	16 00	16 35
Ramsay's Pure	16 00	16 35
Moore's Pure	16 00	16 35
Tiger, Pure	16 00	16 35
O.P.W. Dec. Pure	16 00	16 35
Red Seal	16 00	16 35
O.P.W. English	16 20	16 55
Elephant Genuine	16 50	16 85

B.B. Genuine Lead, less than tons, $18.50, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)	Montreal	Toronto
Genuine, 560-pound casks, per cwt.	$10 50	14 50
Genuine, 100-pound kegs, per cwt.	11 50	15 50
Less quantity	13 25	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

LITHARGE
Tons or over (cwt.) $10 75
Smaller lots (cwt.) 11 75

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 95
Elephant, colors	4 55
B.-H. English, white	5 05
B.-H. English, colors	4 85
B.-H. Floor	4 00
B.-H. Porch Floor	4 55
Minerva, white	4 90
Minerva, colors	4 65
Crown Diamond, white	4 80
Crown Diamond, colors	4 55
Crown Diamond, floor	4 00
B.-H. Fresconette, white	3 60
B.-H. Fresconette, colors	3 50
Moore's House Colors, white	5 00
Moore's House Colors, colors	4 80
Moore's Egyptian Paint, white	4 00
Do., colors	3 85
Moore's Floor Paint	3 75
Moore's Sani-Flat	3 75
Moore's Porch and Deck Paint	4 90
Moore's Mooramel	....
Jamieson's Crown Anchor	4 30
C.P.C. Pure, white	5 05
C.P.C. Pure, colors	5 55
O.P.W. Canada Brand, white	4 80
O.P.W. Canada Brand, colors	4 50
O.P.W. Canada Brand, floor	3 75
O.P.W. Flat Wall, white	3 60
O.P.W. Flat Wall, colors	3 50
Ramsay's Pure, white	4 90
Ramsay's Pure, colors	4 60
Martin-Senour, 100%, white	5 05
Martin-Senour, 100%, colors	4 80
Martin-Senour, Porch Paint	4 55
Martin-Senour, Neutone, white	3 60
Martin-Senour, Neutone, colors	3 50
Senour's Floor Paint	4 00
Sherwin-Williams, white	5 05
Sherwin-Williams, colors	4 80
Sherwin-Williams, floor	4 00
Sherwin-Williams, porch floor	4 55
Flat Tone, white	3 60
Flat Tone, colors	3 50
Lowe Bros., H.S., white	5 05
Lowe Bros., H.S., colors	4 80
Lowe Bros., hard drying floor	4 00
Mellotone, white	3 75
Mellotone, colors	3 60
Sanitone, white	3 60
Maple Leaf, white	5 05
Maple Leaf, colors	4 80
Maple Leaf, floor	4 00
Pearcy's Prepared, colors	4 25
Pearcy's Prepared, white	4 50

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs.	$0 48
In kegs, about 250 lbs.	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY Standard	Montreal Less than tons	Toronto tons
Bulk, in casks	$5 65	$5 95
Bulk, 100-lb. drums	6 50	6 80
Bulk, 25-lb. drums	6 75	7 05
Bulk, 12½-lb. irons	7 00	7 30
Bladder, in bbls.	7 00	7 70

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

ROSIN
Barrels, 100 lbs. $9 50
Less, per lb. 0 12

SHELLAC
Pure White, gal (1 gal. tins), $5.45 to $6.15; pure Orange, gal (1 gal. tins), $5.25 to $5.65; Gum Shellac, TN, $1 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	2 75
O.P.W. Presto	2 75
Lingerwett	2 55-3 00
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.35-$1.46 gal.; gal tins	$1.57-$1.68
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of	40%.
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
C.P.C. Sun Varnish	3 33
C.P.C. Sun Spar	4 63
C.P.C. Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 06
Jamieson's Copaline	3 52
M-S Marble-Ite Floor	3 91
M-S Wood-Var	3 91
M-S Durable Spar	5 11
M-S Finest Interior	3 34
Elastic Interior	3 14
Mar-not	3 90
Quick Action House	2 65
Rexspar	5 12
Smear-Not	3 34
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 50
Luxeberry granite	4 50
Luxeberry spar	5 62
Ramsay's Universal	3 68
Crown Diamond Floor	3 65

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white.	0 07
Coralite, 5-lb. pkgs., colors.	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21

WHITE	
XXX	0 18
XX	0 16¾
X	0 15¾
XC	0 13½
Japanese	0 13
XXX Extra	0 19
XX, grand	0 17¾
XLCR	0 16½
X Empire	0 15¼
X Press	0 14

COLORED	
No. 5	0 13¾
No. 1	0 12¾
No. 7	0 11¾
No. 1A	0 10¾
No. 1B	0 09¾
Fancy	0 15
Lion	0 13½
Standard	0 12
Popular	0 10½
Keen	0 09

Above lines subject to trade discount for quantity.

WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 45
Ronuk Floor Wax, lb.	0 3
Berry Bros.	0 35
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 58 0 62
Johnson's	0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls.	$2 50

F.o.b. Montreal, Toronto, London

Gilders, bolted, in bbls.	$3 00

WOOD ALCOHOL	Per gal.
In five gallons	2 20
In barrels	2 15

$4 extra for barrels.
F.o.b. Montreal, Toronto, London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

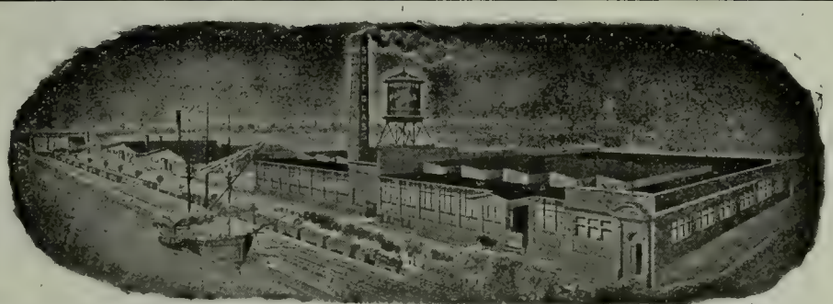
10-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS-
WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WIN DOW GLASS.
CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

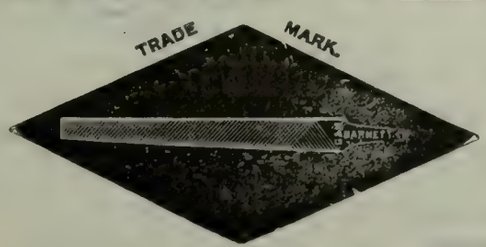
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $3.25; C.B. Caps, $4.10; 2 2Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Double Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel. $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut. $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch. 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 20%; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $19.20; ¼, $16.25; 5-16 in., $13.75; ⅜, $12.75; 7-16, $12.35; ½, $12.25; 9-16, $12.25; ⅝, $12.00; ¾, $11.65; 1 in., $11.40; Logging, 5-16 in., $15.55; ⅜, $14.55; ½, $14.05; tie-out, 47½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 35

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 74c lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60-10%
Class B and C, off new list	20%
Bushings	20%
Unions	40%
Nipples 4" and under	55%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GPASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 15
Cold Blast, regular	1 15

GRINDSTONES

Per 100 lbs., $3.30.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4 $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$9 40
28 Am. or 26 Eng.	9 00
26 Am. or 26 Eng	8 70
24	8 55
22	8 55
18 and 20	8 40
16	8 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50 set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

20% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 95
3	2 50
4	4 50
Barn Door	
5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O-Cedar Polish, No. 1	$12 00
O-Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.		6 30
	30 in.	7 65
	36 in.	9 00
2 in. mesh x 24 in.		3 05
	30 in.	3 60
	36 in.	4 20
	48 in.	5 60
	60 in.	6 95
	72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in. $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.64; Silkstone colors, $3.40; Silkstone white, $3.50; Stephens' Barn Paint, $1.45.

POLISH

	Doz.
O-Cedar—	
4 oz.	$ 2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$ 2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40
Bon Ton—	
¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
Gal.	15 00
½ gal.	9 90



Stephen House Paint Especially Adapted for Service in Canada's Extreme Climate

How much do jobs, on which poor paint is used, really cost? How many customers do you lose through selling certain brands of paints and varnishes on which profits are greater, but on which you have your doubts as to quality wear, etc.?

Think it over.

If you are not satisfied with your paint for this season, if you feel that your increase will not be as great as you deserve, get in touch with us at once.

We have a special proposition to make you.

THE G. F. STEPHENS CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG AND CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 833	1071
inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 70
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER, Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ...; 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 45c lb.; No. 8, 46c; No. 10, 50c; No. 12, 54c.

Five-lb. assorted boxes, No. 8, 52c; No. 10, 55c lb.

Copper Burrs, No. 7, 45c; No. 8, 46c; No. 10, 50c; No. 12, 54c.

ROPE

Sisal, 28¼c base; pure Manila, 35¼c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 66c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER

Star—	Quire.	Ream.
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—

00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%, flat head, brass, 35%; coach, 45%. Set Screws, 40%.

SCYTHES—

	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, nickeled	$101 00
Household, japanned	91 00
Superba, nickeled	117 00

F.O.B. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to Decenmeber 31, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Shovels—Fox and Olds, D.H., Sqr. Pt., $15.05 per doz.; D.H. Rd. Pt., $15.05 per doz.; L.H. Sqr. Pt., $15.05; L.H. Rd. Pt., $15.05; Bulldog & Jones, D.H., Rd. Pt., $16.30; D.H. Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; L.H., Sqr. Pt., $16.30; L.H. Rd. Pt., $16.30; Black Cat and Crescent Scoops—No. 4, $19.00 doz.; No. 6, $19.50; No. 8, $20.00; No. 10, $20.50; Moose & Jones Ccoops, No. 4, $19.90; No. 6, $20.90; No. 8, $21.40.

SOLDER. Per pound, 35 to 36c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 28 I.X. box	27 00
20 x 33 I.C. box	28 50
20 x 33 I.X. box	32 50
Terne plates	24 00

TRAPS, GAME—

	Victor	H.& N.	Jump
		Doz.	
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—

	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 66
Cotton, 3-ply, balls	0 69
Cotton, 4-ply, cones	0 70
Cotton, 4-ply, balls	0 73

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, retinned, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Ligh Galvanized Pails and Tubs, list, plus 20%.

Heavy Galvanized Pails and Tubs, plus 80%.

Jap. Coal Hods, list, plus 35%.

Galvanized Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 45% off list plus $1.50; full boxes, iron, 33 1-3% off list, plus $1.00.

WHITE EEAD

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB

Lyman, 4-point, $4.85 Winnipeg; Glidden Cattle, 2-pt., $4.65 Winnipeg; Baker, 2-pt., $4.55 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized, Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.25 Winnipeg; $6.75 Fort William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED

No. 9, $6.00; 10, $6.06; 12, $6.20; 14, $6.40; 15, $6.55; 16, $6.70 per 100 lbs.

WRENCHES (NUT)

Agricultural—	Doz.
6 inch.	$6 70
8 inch.	8 00
10 inch.	9 40
12 inch.	12 00
15 inch.	16 80
Perfect Handle—	
6 inch.	12 00
8 inch.	14 40
10 inch.	16 30
12 inch.	21 60
15 inch.	28 80
18 inch.	38 40

WRENCHES (PIPE)

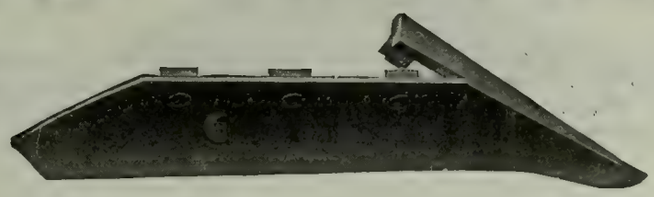
Stillson—	Each
6 inch.	$1 00
8 inch.	1 15
10 inch.	1 25
14 inch.	1 75
18 inch.	2 50
24 inch.	3 65
36 inch.	6 75
Trimo—	
10 inch.	$1 60
14 in.	2 10
18 inch.	3 00
24 inch.	4 35

Always Ready—	Dozen. Black.	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Eze, $62.55 per dozen, Reliance.

CRESCENT SHARES



OVER 1,000 PATTERNS. PERFECT IN FIT AND FINISH

Sandoval Rolling Coulters
Harrow Teeth

Every Hardware Merchant in Western Canada should have these in stock.

The demand is assured. How is your supply? Better send us your order to-day.

D. ACKLAND & SON, Limited

WINNIPEG ∴ CALGARY



The Eden

Electric Washing and Wringing Machine

THE WASHER THAT SELLS ITSELF

In 1916 the Eden Washing Machine was practically unknown in Western Canada. Today there are thousands of homes that counnt the Eden as one of their most valued possessions.

WHY?

Because it is the one machine that washes well; so as to satisfy the most exacting housewife. Using the proper principle, the revolving cylinder, it is impossible for it to do otherwise, and because

An Eden User is an Eden Booster

GREAT WEST ELECTRIC COMPANY, LTD.

CANADIAN DISTRIBUTORS

Distributors of LACO TUNGSTEN and NITRO LAMPS

WINNIPEG MANITOBA

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Implements
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammonia
The Engineers' Supply Co., Winnipeg, Man.
Stuart & Foster, Toronto.

Ammunition
Thos. Birkett & Son, Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Art Glass
Leeks and Potts, Limited, Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Crown Cycle & Motor Co., Montreal.
E. G. Gooderham, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
The Bunyan Mfg. Co., Cleveland, Ohio.
The Burrowes Mfg. Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durkee-Atwood Co., Toronto, Ont.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. K. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
The Prismolite Sales Co., Westfield, N.Y.
Will. B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
H. A. Shaler Co., Waupun, Wis.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal.

Automobile Hoods (Ford)
The Burrowes Mfg. Co., Toronto.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Automobile Signals
The Bunyan Mfg. Co., Cleveland, Ohio.

Awnings
Finnie & Murray, Ltd., Winnipeg.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Windsor, Ont.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Usona Mfg. Co., Windsor, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Pigott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Ont.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Boats
Canadian Canoe Co., Ltd., Peterboro, Ont.
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg.
The Steel Co. of Canada, Ltd., Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.

The Trade Mark behind the "Hardware House of Quality"

The Largest Wholesale Hardware Dealers in Canada

Diamond "A" Harvest Tools

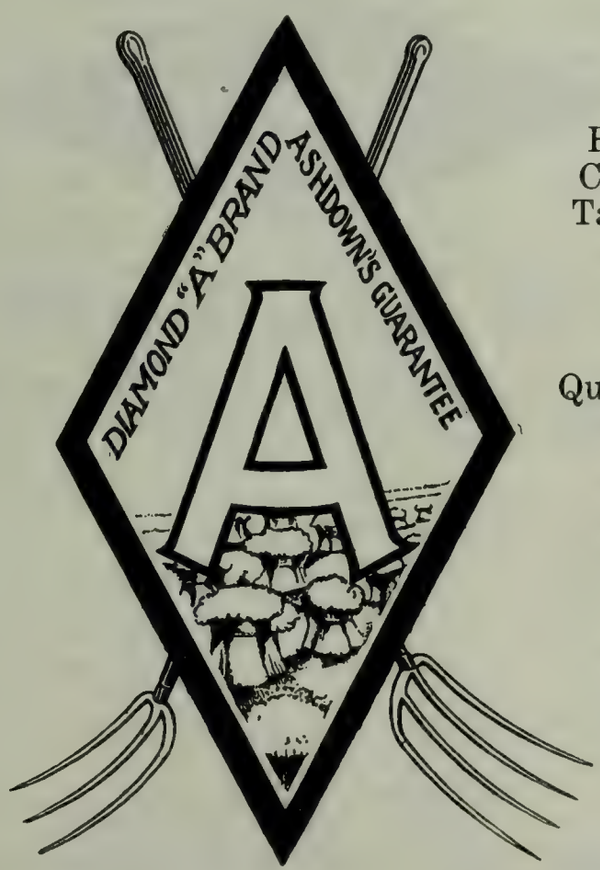
There is a vast difference between buying just Harvest Tools and Diamond "A" Harvest Tools. By stocking up on Diamond "A" Harvest Tools you can be assured of every sale producing absolute satisfaction. The Diamond "A" Brand is a mark of quality that farmers have come to recognize as better service in Tools.

Tines are made of Highest Grade Steel.

Handles Extra Choice Selected Tapered Pattern

Strength combined with durability.

Quality reputation unsurpassed.



It's "good business" on your part to sell **Diamond "A"** Harvest Tools. Write us for special information and prices.

THE J. H. ASHDOWN HARDWARE CO., LIMITED

CALGARY WINNIPEG SASKATOON

THE BUYERS' GUIDE

Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Burlap
Dominion Oil Cloth Co., Ltd., Montreal, Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Brushes, Shaving, Manufacturers
The Boeckh Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Meakins & Sons, Ltd., Hamilton, Ont.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Ltd., Peterborough, Ont.
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont
Williams & Co., J. H., Brooklyn, N.Y.

Containers
Containers Limited, 350 Sorauren Ave., Toronto.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

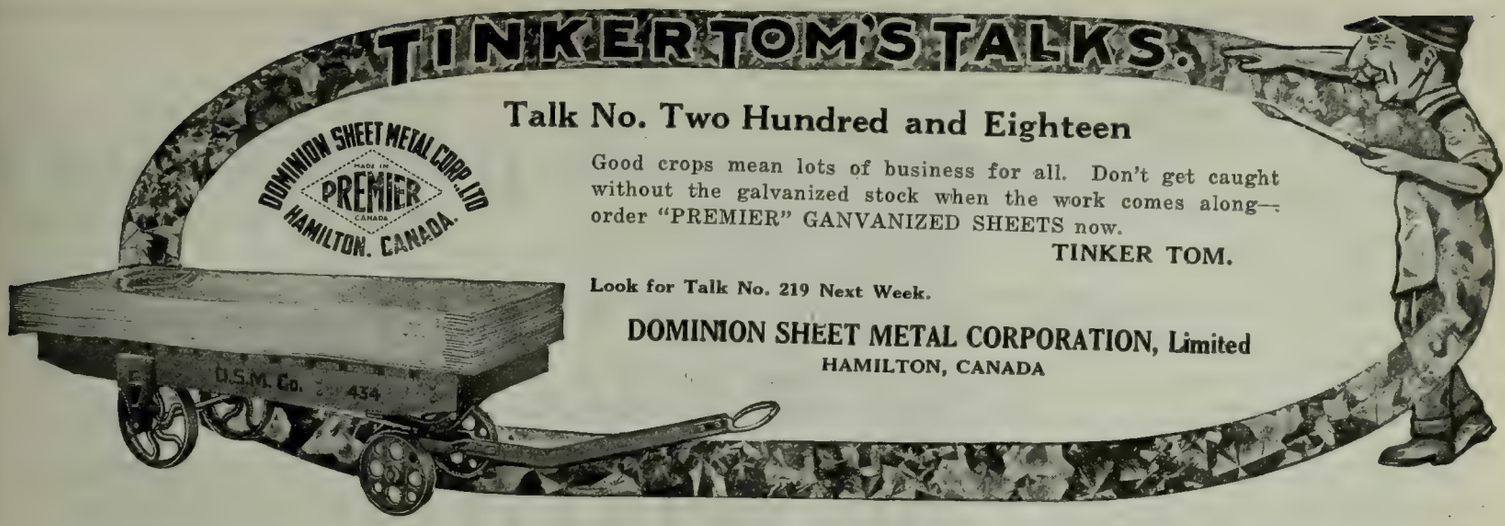
Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.



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Look for Talk No. 219 Next Week.

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THE ENGINEERS' SUPPLY CO. ESCO WINNIPEG. MAN. CANADA

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For maximum sales with liberal profits sell "ESCO" Engineers' Supplies. They are all High-Grade products. Guaranteed to give extra service and value for the money.

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- Belting
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- Flue Cleaners
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- Sarco Steam Traps
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- Pump Valves and Leathers
- Power House and General Factory Supplies and Steam Specialties

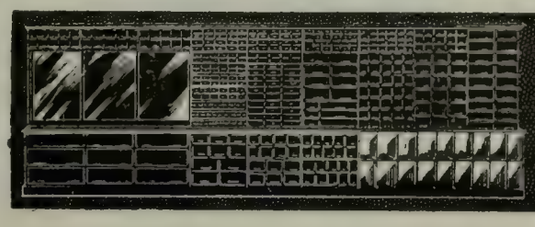
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Toronto, Canada

THE BUYERS' GUIDE

Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Drain Pipe Cleaners
Herbert Terry & Sons, Redditch, Eng.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Pemberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Windsor, Ont.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Common Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas Cartland & Sons, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures
Barton-Netting Co., Co.° Ltd., Windsor, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Finnie & Murray, Ltd., Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Windsor, Ont.
Ward & Gladstone, Manchester, Eng.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Parts
Crown Cycle & Motor Co., Montreal.

This is not a Freak Special

ANNUAL FALL DIRECTORY *and* SALES NUMBER

HARDWARE and METAL

ON or about the 23rd of August, in every year for the past 31 years, the hardware trade of Canada has received the Annual Fall Directory and Sales Number of HARDWARE AND METAL. This number is looked upon as a most essential part of the early fall stock in every wholesale hardware buyer's office, and in over 90% of the retail hardware stores from coast to coast. The issue is a real buyer's guide and directory number. Owing to its size and the great amount of practical and valuable information in the editorial and advertising pages, the number is read, re-read, and consulted many times during the fall and winter months. A cord is inserted in the upper left-hand corner, in order that hardware buyers can hang up their copy close beside their desk. The Canadian hardware trade in all its branches naturally expects to find in this number advertisements from manufacturers and wholesalers who desire to do business with the hardware trade.

One manufacturer of planes, etc., received a large order from his ad. in one of our fall numbers, exactly eleven months after the number was issued. This indicated the long life of an advertisement in a number of this kind. Reservations made to date for the "Fall Number" make it quite apparent that this year's number—the first since the close of the war—will eclipse all previous records, and that it will be necessary to close all forms earlier than in previous years.

If you have not arranged for space in this number, drop us a line and we will gladly send complete details regarding circulation, rates, etc.

HARDWARE AND METAL

143-153 University Auenue, - - Toronto, Canada

Also at Montreal and Winnipeg

THE BUYERS' GUIDE

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
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Canada Steel Goods Co., Hamilton, Can.
The Louden Machinery Co. of Can., Ltd., Guelph.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

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Canada Metal Co., Ltd., Toronto.

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Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

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Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

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Hangers, Door and Track
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Beatty Bros., Ltd., Fergus, Ont.
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Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.

Letting You Into A Secret

THEY were talking about things in general — Jones and Brown. But it was easily seen by Jones that Brown talked with a positiveness and definiteness lacking in himself. Brown evidently had real knowledge about things and this gave him an assurance lacking in Jones. Jones found himself talking in generalities, and he had the sense to know that what he had to say wasn't very convincing. In the end he spoke up. "Brown, tell me, where do you get your information? You talk like one who knows. You use facts to fortify your opinions, and you seem to have a wealth of information about things Canadian. What's the secret of your greater confidence and knowledge?"

And Brown said: "I'll tell you, Jones, how I have strengthened myself in confidence and knowledge, as you put it. I read my newspaper in a new way now, and I make it a point to know a good deal about Canada, the land of my birth, residence and affection.

"For years—until I was forty—I read newspapers, as many others do—pretty thoroughly. I read about accidents, and meetings and fires, and everything else. One day I woke up,—was awakening up, to tell the truth—to discover that I was just frittering away time when I read everything.—Then I determined to concentrate my interest on matters Canadian—the things about Canada that really matter.

"I wanted direction. I needed a focal point, as it were. What should be skipped, and what should be read closely? I was floundering. I am not much of a politician, and I abominate party politics. I wanted to see things fairly.

"Then one day I made the acquaintance of THE FINANCIAL POST. It seemed to me to give me the direction I needed. I found it was sifting things for me, and giving current affairs their right proportioning. At any rate, it was a new kind of newspaper to me, and I read it with zest.

"I am a business man, and business in its larger aspects is the special field of THE FINANCIAL POST. I found the paper written in a readable way, and that it has a breadth of interest pleasing to me. So I subscribed for THE POST, and every Saturday and over the week-end this paper is pretty thoroughly ready by me.

"I find that the reading of this paper helps me get out of my daily newspaper the meat in it. As a matter of fact, I read my daily newspaper and other papers with a new and informed interest which makes my reading a profitable thing.

"I read somewhere that an hour a day spent on any subject would make a man master of that subject in 10 years. Well, I do not know that I am seeking to be a master of Canadian affairs, but I do know that for the past two years or so I have been having a new joy in life. I am really trying to know my Canada.

"I clip a good deal, and my scrap-book on Canada is a treasure house for me, I collate the material I put in that book, and whenever I want to read up any particular subject, I have before me, gathered up, a surprising amount of material obtained from many sources.

"I take luncheon at the Club daily. There are eight of us who gather daily at the same table. One is a wholesaler, another is a banker, another a publisher, another a manufacturer, another a manufacturers' agent—and so on. We have a representative gathering.

"We talk about many things, and about Canada most of all. I take great satisfaction from the knowledge that I am able to hold up my end of the conversation. To tell you the truth, it is this reputation that spurs me on to keep myself brushed up all the time. I own up, also, to practising a little subtlety. I guide the conversation in the direction of a subject that I am well informed on, and then I bide my time, letting others wrestle with it until they have told all they know. Then is my chance, and I am able to say something useful to a company that is attentive.

"Jones, if you want to improve the quality of your information, read purposefully, objectively. Cut out the reading of everything under the sun. You are a business man, the same as I am. Why not read definitely along the line of business? You will find it a most pleasurable kind of reading, and you'll find that you will acquire the sifting mind which will enable you to pass over a lot of stuff of no value to you, and seize on material of real value.

"I recommend THE FINANCIAL POST as a paper that will give your reading direction. It has helped me much, and I believe will help you. At any rate, it is easy to try it out."

IF JONES wants to try out THE FINANCIAL POST he can have it go to him by mail for four months for a dollar bill. One thing that ought to impress and please Jones is that THE POST is not a one-man paper. It is produced by many men, each a surpassingly well-informed man on the subject he writes. One man writes on matters pertaining to agriculture, another on the iron and steel industry, another on the food problems and milling and cereal subjects, another on insurance, another on textiles, and so on. The special contributed articles which are a regular feature of THE POST are by authorities or by men of position. Besides which, THE POST surveys many fields of interest, and this survey is world-wide. It is a meatful paper, in very truth, and assures those who read it regularly an amount, kind and quality of reading not commonly found in a single newspaper. If you would make your daily reading take on a new interest and value, we suggest that you should sign and forward the coupon opposite.

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National Hardware Co., Ltd., Orillia, Ont.

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The Penberthy Injector Co., Ltd., Windsor, Ont.

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Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co. Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stamping
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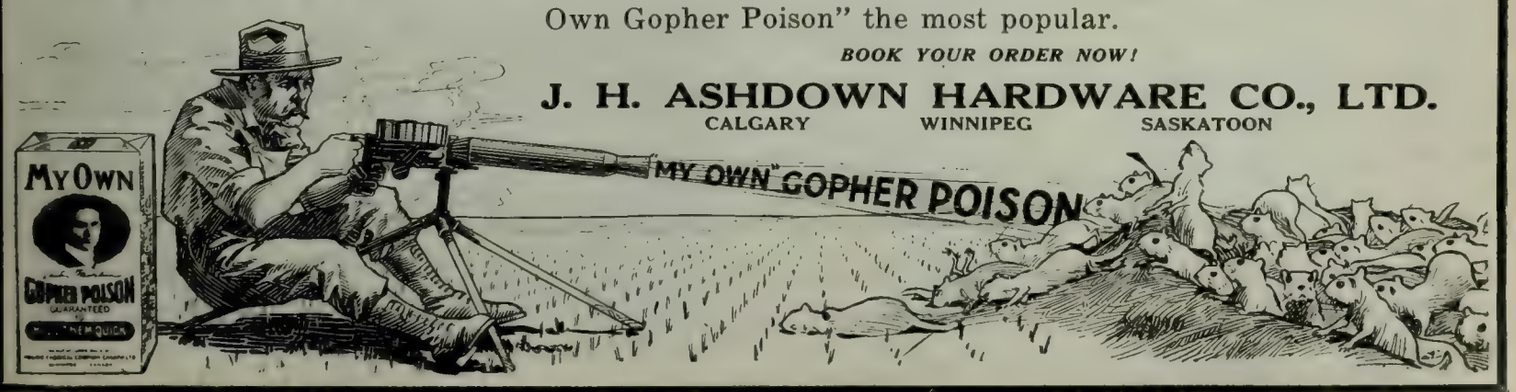
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Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Hamilton Stamp & Stencil Works, Hamilton, Ont.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pans
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Toronto Plate Glass Importing Co., Toronto.
Leeks and Potts, Limited, Hamilton, Ont.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motorcycles
The Enfield Cycle Co., Ltd., Redditch, Eng.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co., of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Burners, Kerosene
The Canada Oil Burner Co., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Iat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co. Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co. Montreal.
McArthur-Irwin Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
W. C. Wood Co., Minneapolis, Minn.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pastes
Stuart & Foster, Toronto.

Paste, Dry
Stuart & Foster, Toronto.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg.

Peelers, Vegetable
John Burns & Co., Montreal, Que.

Pick, Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Rings
The Brown Engineering Co., Toronto, Ont.
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto.
Soren Bros., Toronto.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Planters and Diggers, Potato
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies
John Stevens Co., Ltd., Winnipeg, Man.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

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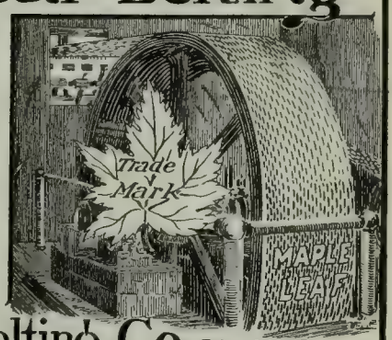
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Stanley Rule & Level Co., New Britain, Conn.
Stewart Spiers, Ayr, Scotland.

Plow Rings
International Malleable Iron Co., Ltd., Guelph.

Polishes
Stuart & Foster, Toronto.
Vlit Mfg. Co., Montreal, Que.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

Polishes, Brass
Stuart & Foster, Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polish, Silver
Stuart & Foster, Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

Polish, Cream, Metal
Stuart & Foster, Toronto.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Dominion Radiator Co., Ltd., Toronto.
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal.

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rat Poison
The Common Sense Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Limited, London, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Butchers'
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

Saws, Hack
The Millers Falls Co., Millers Falls, Mass.

Scissors
The Acme Shear Co., Bridgeport, Conn.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrap, Iron and Steel (Buyers)
S. Solway & Sons, Toronto, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Seats, Garden
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Shove's, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
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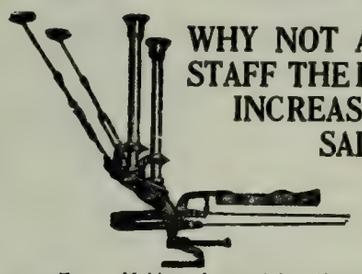
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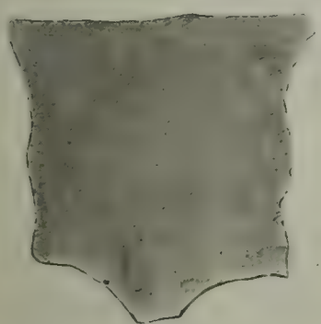


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Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal, Que.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

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The Northland Ski Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Co., St. Paul, Minn.

Skis
The Northland Ski Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont
The Can. Flexible Skate Co., Ltd., Parry Sound.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

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Anglo-Canadian Leather Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.

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Canadian Shovel & Tool Co., Hamilton, Ont.
D. F. Jones Mfg. Co., Gananoque, Ont.

Spark Plugs
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Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
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Hyslop Bros., Toronto.
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Northern Electric Co., Ltd., Toronto.
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Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

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Herbert Terry & Sons, Redditch, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

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E. B. Eddy Co., Ltd., Hull, Que.

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Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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Sponge Baskets
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Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

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Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Spring Dies
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Canada Foundries & Forgings, Brockville.

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Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Manton Bros., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Sturgeons, Ltd., Toronto.

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Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Steel Wool
The American Steel Wool Mfg. Co., New York.

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

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Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Empire Stove & Furnace Co. Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

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The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
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Stove Pipe
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Thos. Davidson Mfg. Co., Ltd., Montreal.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

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J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

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The Acme Steel Goods Co., Ltd., Montreal.

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Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

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Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

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Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
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Stucco Board
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

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Burlington Windsor Blanket Co., Toronto.

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Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

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Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
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Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

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Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
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Terne Plates
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Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

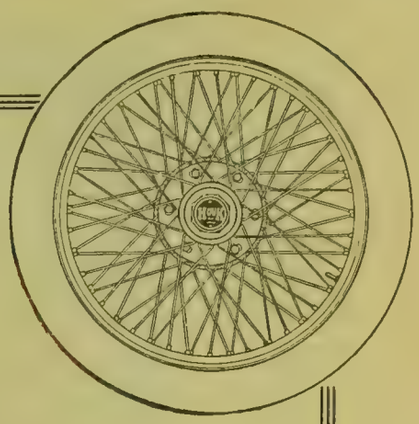
Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
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Tin Plate
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Crown Cycle & Motor Co., Montreal.
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Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
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The Sterns Tire & Tube Co. of Canada, Ltd., Toronto, Ont.
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In the Van of Automotive Progress

Motorists everywhere are acclaiming the Wire Wheel, because of its superior lightness, strength, economy, facility and beauty. And, of course, "Houk" and "House" possess those exclusive features which have popularized the Wire Wheel idea.

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Being made by the Ajax Wire Wheel Corporation of America, the largest Wire Wheel makers in the world, parts and replacements or repairs for "Houk" and "House" Wire Wheels, although seldom necessary, can always be readily obtained. All the popular cars are being "Houk" or "House" equipped.

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Tools, Garden
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Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock.
Ward & Payne, Sheffield, Eng.

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Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

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Louden Machinery Co. of Canada, Ltd., Guelph.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

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Belleville Hardware & Lock Mfg. Co., Belleville.
Coleman Fare Box Co., Toronto.
The Crown Mfg. Co., Hamilton, Ont.
Gendron Mfg. Co., Ltd., Toronto.

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Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Towel Bars
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
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Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

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Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville.
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

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Henry Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tube Rubber
K. & S. Canadian Tires, Ltd., Toronto, Ont.

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Canadian Laco-Phillips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube, Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Turpentine
Brown Corporation, Portland, Maine.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Clements Mfg. Co., Ltd., Toronto.
The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

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Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventilators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vermin Exterminator
The Common Sense Mfg. Co., Toronto.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
Steel Co. of Canada, Ltd., Hamilton.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Maxwells Ltd., St. Mary's, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
The One Minute Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows, Garden and Contractors
Erie Iron Works, Ltd., St. Thomas, Ont.
Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheeled Goods
The Crown Mfg. Co., Hamilton, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
J. E. Beauchamp & Co., Montreal, Que.
Frothingham & Workman, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Sons Ltd., Toronto, Ont.
White's, Ltd., Collingwood, Ont.



Little Giant 2 Stock Set

Motor Screw Plates

With all signs pointing toward a record-breaking season for passenger cars, trucks and tractors the prospects are bright for a brisk season for maintenance and repair tools.

Little Giant

Combination Screw Plates in both U.S. and S.A.E. standard threads contain a good range of tap and die sizes. They give the best possible service. They secure thereby for their owners maximum results at a minimum expense.



Little Giant Automobile Screw Plate

There is a screw plate for every need listed in our new No. 40 Catalog. Make your selection in good season and be prepared for emergencies.



Automobile Set in Leather Roll

Wells Brothers Company of Canada, Ltd.

Galt - - Ontario

Canadian Plant of the Greenfield Tap and Die Corporation

THE BUYERS' GUIDE

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Tronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
The Graham Nail Works, Toronto.

Wire, Bright
The Graham Nail Works, Toronto.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Wire, Hay
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
The Graham Nail Works, Toronto.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
International Malleable Iron Co., Ltd., Guelph, Ont.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill
Nineteen Hundred Washer Co., Inc., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
White Mop Wringer Co., Fultonville, N.Y.
Caverhill, Learmont & Co., Montreal.
Connor & Son, Ltd., J. H., Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
Kribs, Wm. A., Hespeler, Ont.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Wrought Nipples
J. H. Williams Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
Plewes Ltd., Winnipeg, Man.
Williams & Co., J. H., Brooklyn, N.Y.

Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.

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Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.

Zinc, Sheet
B. & S. H Thompson & Co., Ltd., Montreal, Que.

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Insist on Getting
A
Tallman Two Cylinder Double Action Pump



Easy on Your Back

Saves Your Tires

Tallman Brass & Metal Limited
HAMILTON, ONT.

MR. DEALER

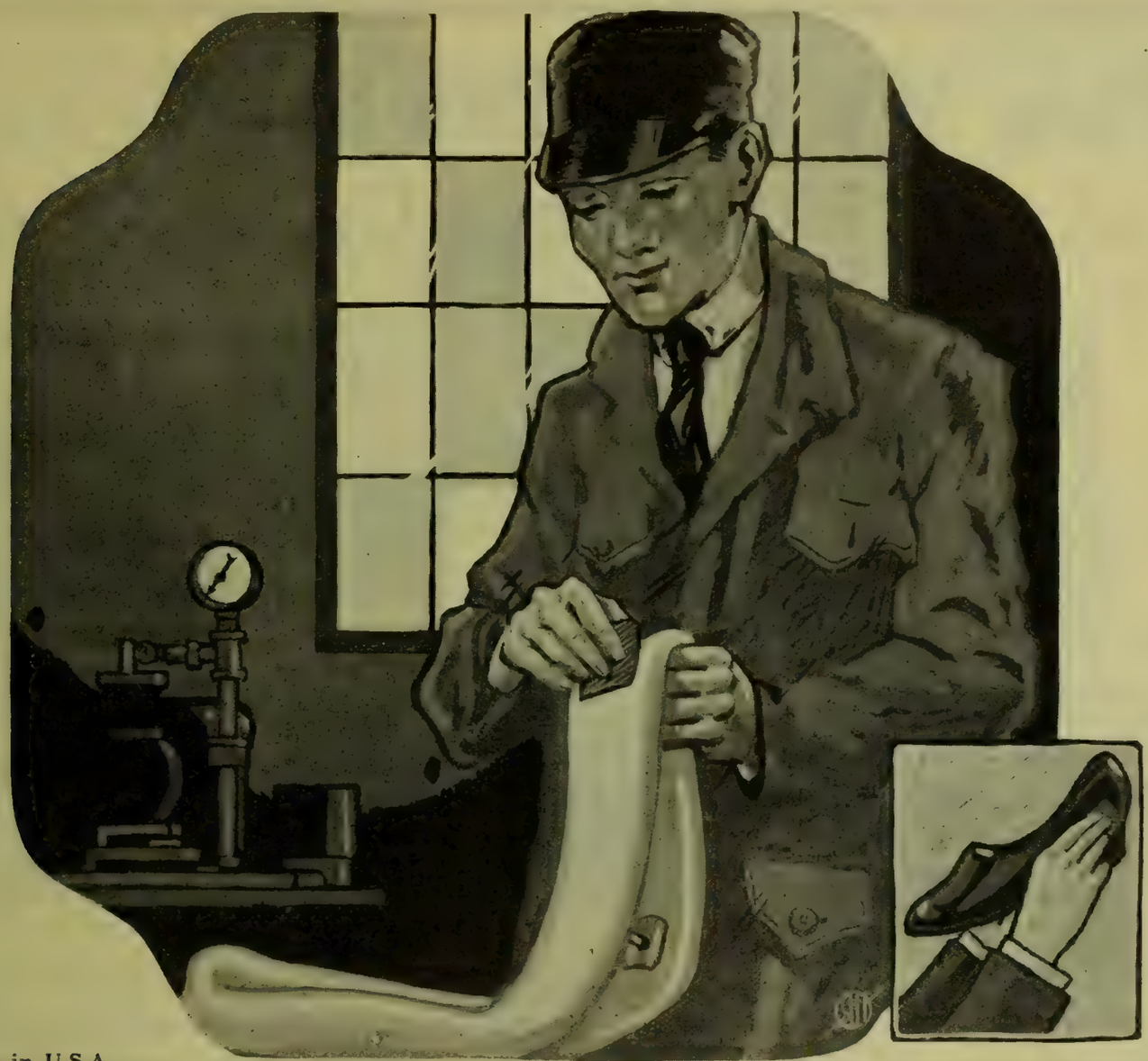
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Brings money to you and trade to us. If you are not already handling Wilson Accessories send for copy of our latest catalogue and discount sheet to-day.

WILSON AUTO SPECIALTIES COMPANY
HAMILTON - CANADA



Patented in U.S.A.
50c - $1.00 - $1.50



Quicker! Easier! Safer!

TAKES only 3 minutes to apply Wood's Everloc, the original, self-vulcanizing Tire Patch. Heat vulcanizing often takes 30, and may burn or over-cure tube. Use Wood's Everloc. Safe, simple, quick! Keeps leaks permanently air-tight. Repairs all rubber goods. Guaranteed to mend blowouts or punctures up to 17 inches. 3 sizes: 50c - $1.00 - $1.50.

DEALERS:- Get our proposition from jobbers, or us.

Wood's Everloc Tire Patch is patented in the U.S.A.

W. C. WOOD COMPANY
74 WESTERN AVENUE Dept. E MINNEAPOLIS, MINNESOTA
CANADA BRANCH: 204 PRINCESS ST., WINNIPEG, MAN.

Special Garage Size: 20" x 28"

WOOD'S EVERLOC TIRE PATCH

How We Help You Sell Maltese Cross Tires



These and similar ads. are appearing regularly in leading publications from Halifax to Vancouver, and you should cash in on the demand stimulated by these announcements. Our aim is to make a tire that will exceed the most exacting demands of motorists. That we have succeeded is proved by the large number of repeat orders we receive from our dealers.

DISPLAY THESE TIRES IN YOUR WINDOW

You will be well paid for any window displays you may use by the increased business that will come your way. Motorists are realizing the true worth of Maltese Cross Tires, and are demanding them. See that you open your door to this opportunity for INCREASED SALES AND INCREASED PROFITS.

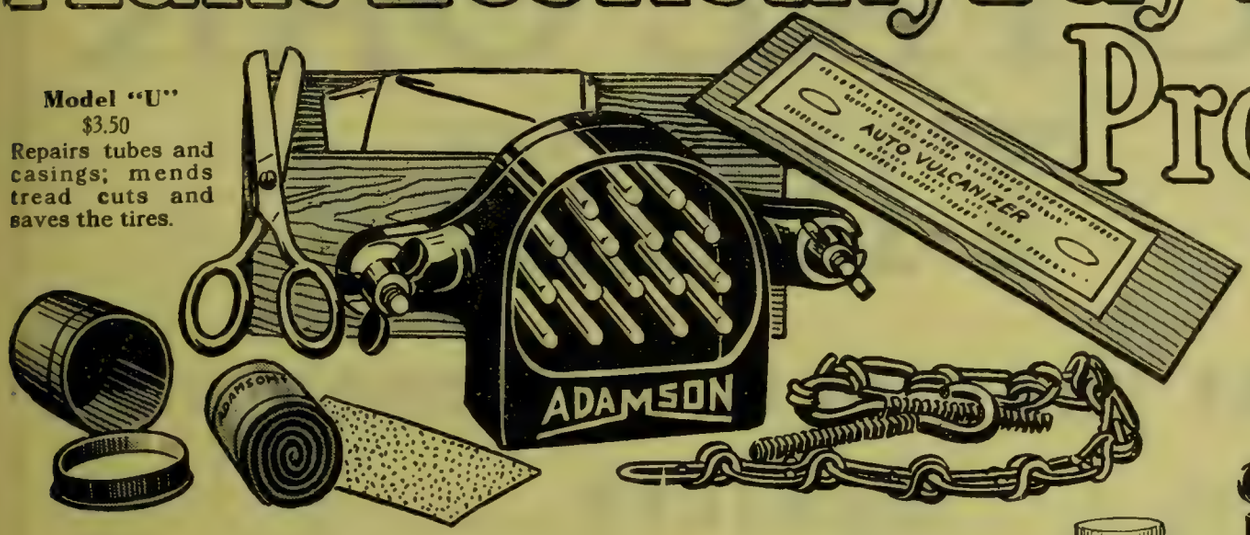
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Head Offices and Factory, Toronto

Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Calgary, Edmonton, Saskatoon, Lethbridge, Vancouver, Victoria.

Make Economy Pay YOU Profit!

Model "U"
$3.50
Repairs tubes and casings; mends tread cuts and saves the tires.



Model "E" $1.50
Repairs tube punctures in five minutes. Uses Adamson Dry Fuel or gasoline.

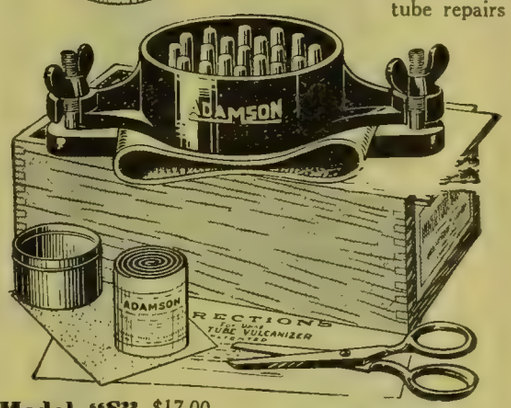


Model "T"
$2.50
For all inner tube repairs

Every motorist is seeking a way to make his casings and tubes last longer, and protect himself against the rising costs and threatened shortage of new tires.

Adamsons best meet this increasing demand because they not only mend *tubes,* but vulcanize cuts and abrasions in the *casings,* and keep moisture and dirt from getting into the fabric and destroying the tire. That means thousands of miles more tire service at the cost of a few cents.

Profit by this opportunity. Display and sell the Adamson line—a vulcanizer for every repair a motorist can make; surest in results and cheapest to buy and use; all models burn common gasoline, the fuel that is always dependable and easy to get.



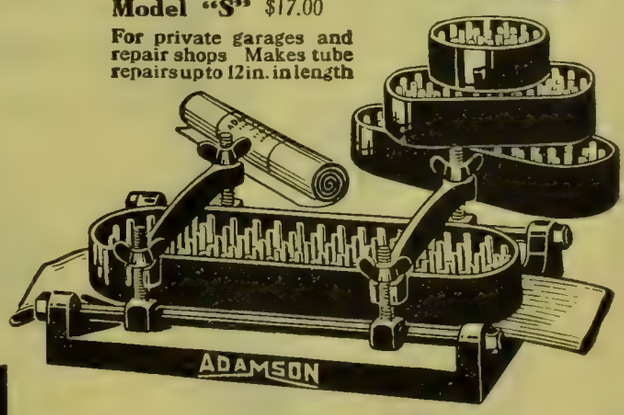
Model "S" $17.00
For private garages and repair shops Makes tube repairs up to 12 in. in length

Write for Store Displays and Dealer Helps.

ADAMSON MFG. COMPANY

Hamilton, Canada

We also make Brake Shoes, Lined and Unlined and Cut Outs for Ford Cars



ADAMSON

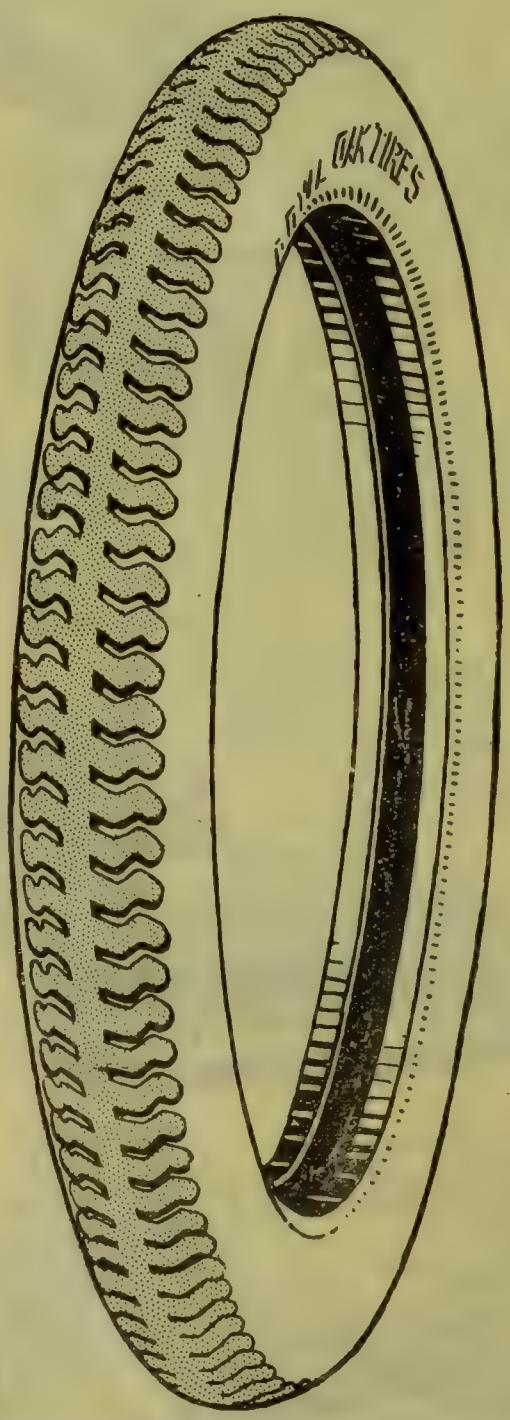
THE COMPLETE LINE OF
VULCANIZERS

Adamson Repair Gum
Essental for best results with any portable vulcanizer



ROYAL OAK TIRES

What they actually mean to dealers



IN a few short years Royal Oak Tires have jumped into prominence in the Canadian field.

At the outset Royal Oaks were made good. With owners getting out-of-the-ordinary mileage from them, they soon became known as the real, honest, quality line.

This high quality standard has and always will be the upstanding feature about Royal Oak Tires.

"Mere Mileage and Greater Riding Ease" becomes a fact and a reality with those who equip with Royal Oaks.



"Tougher than Oak"

Profit—good, substantial profit—and highly pleased customers are the results obtained by the Dealers who sell them.

Let us explain our Dealer proposition to you. It is interesting, It will prove profit-producing. Get it now while the selling season is on in earnest. Drop a line to our Head Office about it to-day. Use the coupon for convenience.

OAK TIRE & RUBBER CO., LIMITED

Head Office: 19 Dundas St. East, TORONTO

Factory: OAKVILLE, ONT.

Winnipeg Branch: 120 Lombard St.

Oak Tire and Rubber Company Ltd., Toronto, Ont

Dear Sirs: Kindly send me full details of your special proposition to dealers.

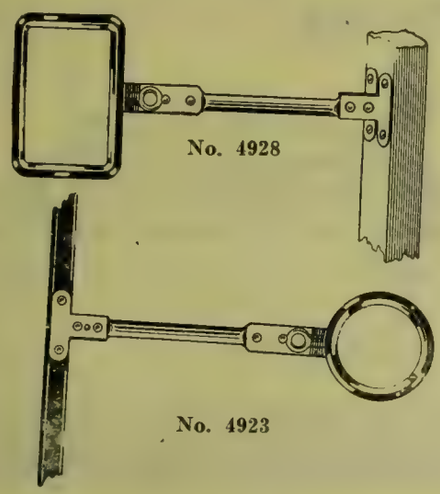
NAME..... ....

ADDRESS ....

Mirrors for Commercial Cars and Trucks

MIRRORS are a useful as well as ornamental equipment for a motor car or truck. New laws are being passed from time to time, making it necessary to carry them. The Ontario Legislature recently enacted a law making it absolutely compulsory for commercial cars and motor trucks to equip with them. There will be an overwhelming demand for mirrors owing to the recent passing of this law. This gives dealers an exceptional opportunity to cash in on a seasonable article that requires a small investment and gives a large turnover.

Special Truck Mirrors



The following amendment to the Ontario Motor Vehicles Act became effective June 21, 1919:—

"Every commercial motor vehicle shall be equipped with a mirror securely attached to it, and placed in such a position as to afford the driver of such motor vehicle, while driving or operating the vehicle, a clear view of the roadway in the rear or of any vehicle approaching from the rear."

The above illustrated mirrors are specially designed for mounting on motor trucks and delivery wagons. These are made in two styles of straight and angle brackets, and are in round, square and oval shaped designs. The angle type mirrors have an adjustable friction ball and clamp at the back, making it possible to set at any angle.

4923	4½" Round, straight bracket.....	$2.50
4924	4½" Round, angle bracket	2.50
4925	5" Round, straight bracket.....	3.00
4926	5" Round, angle bracket	3.00
4927	4½" x 6½" Sq., straight bracket...	3.50
4928	4½" x 6½" Sq., angle bracket.....	3.50
4929	4" x 6½" Oval, straight bracket...	3.50
4930	4" x 6½" Oval, angle bracket.....	3.50

Windshield Attachment Mirrors and Fender Mirrors

Round Reducing Mirrors



No. 3173.

Specially designed for use on small and medium cars. Bracket attaches to windshield, and the 4-inch convex mirror can be set at any convenient angle required. Black enamelled finish.

No. 3173—**Price** **$1.20**

Oval Mirrors



No. 3175

Constructed exactly the same as mirror No. 3174, the only difference being that it is equipped with a 4 x 6½ oval mirror instead of a square one.

No. 3175—**Price, Oval Mirror** **$2.50**

Square Mirrors

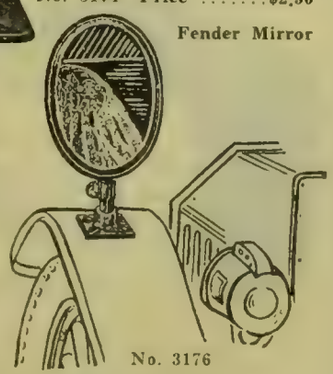


No. 3174

French plate, beveled glass; separate frame. Two-piece steel stamped arm with clamp to fit on round, oval, or flat windshield frames; 7½-inch arm connected to mirror-back with adjustable friction clamp, which can be tightened by wing-nut, and enables mirror to be set at any angle desired. Back and rim stamped out of sheet steel; steel parts finished with a double coat of baked black enamel. Size 4½ x 6½.

No. 3174—**Price** **$2.50**

Fender Mirror



No. 3176

Designed so as to be mounted on front mudguard by means of four bolts and nuts which are furnished with the mirror. Equipped with ball socket and adjustment wheel, allowing mirror to be placed at any angle. 5-inch round Convex mirror lens. Black enamel finish.

No. 3176—**Price** **$2.50**

Car Owners—you owe it to yourself—for safety's sake as well as for beauty—to equip your car with mirrors. Order by catalogue number

HYSLOP BROTHERS, LIMITED

Corner Shuter & Victoria Streets - - - TORONTO



Quality Batteries at Reasonable Prices and Good Profits

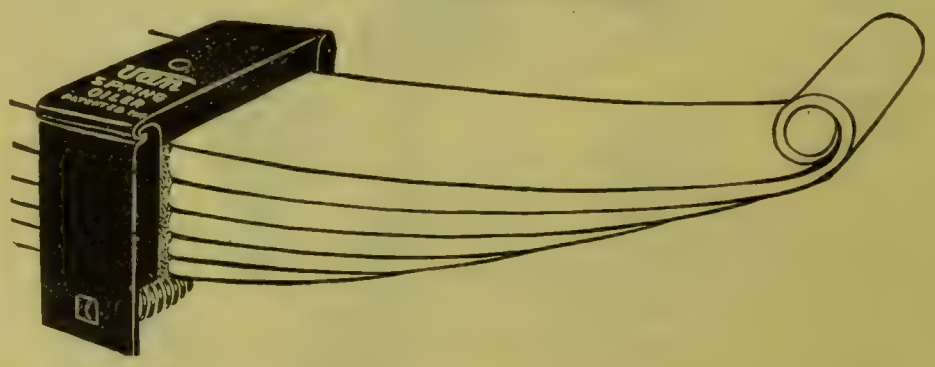
The superior construction and quality of North Star Batteries will steadily pull sales and increase business for *you* by the repeat order route.

All good jobbers sell them.

CANADA DRY CELLS, LIMITED. WINNIPEG, CANADA

Accessory Dealers—Here's a Good One

The Van Oiler



This little attachment for the automatic oiling of auto springs is a great success.

It appeals to every motorist. It is easily applied. Just snaps on.

It retails for 75c to $1.00 per spring.

Makes the springs respond quickly, saves tires.

Our stock is now complete. Shipments made within twenty-four hours of receipt of order.

Use the order form in the back of our catalogue. Send for copy.

WALKER-VALLANCE LIMITED

HAMILTON :: CANADA

C-G-E
Automobile Accessories

"Tested for Service"

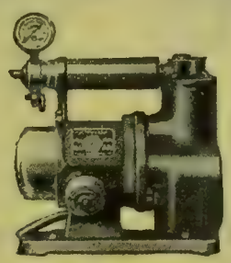
In purchasing Garage Equipment, reliable articles of tested worth and known quality should always be given preference. We carry one of the largest stocks of Automobile Accessories in Canada, every article of which is "tested for service."

WEAVER AUTO-TWIN JACKS



The Weaver Auto Twin-Jack meets every requirement. As a lifting unit it is preferable to the ordinary type of jack, as the 34-inch wheel base offers an absolutely safe and dependable support for dismantled cars. Brakes can be safely and quickly tested with the rear axle supported on one of these jacks. The long extension handle is also a great convenience.

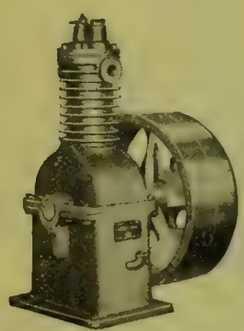
LECTROFLATER



This inflater has a capacity of 2 cubic feet free air per minute. It will inflate a 34 x 4 inch tire from zero to 70 pounds in 1¾ minutes.

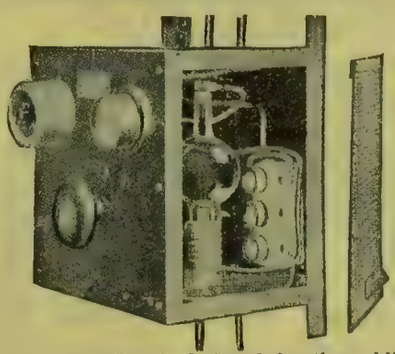
It has a strong, well made ½ h.p. motor, capable of starting and operating compressor against 150 pounds pressure without overloading. It will operate from any electric light socket, either direct or alternating current.

CURTISS SELF-CONTAINED COMPRESSOR



This is an enclosed splash oil machine in which only enough oil is permitted to reach the cylinder to properly lubricate it without any excess being carried over into the discharge line. Fan fly wheel assists in cooling. Valves are of light weight and large area.

TUNGAR RECTIFIER



The Tungar Rectifier is designed for the public garage and battery service station. It will charge from one to ten 3-cell batteries at one time at 6 amperes or less. Overnight charging is safe since there are no moving parts and an interrupting of current simply means that the rectifier ceases operation, to commence again when the flow of current is restored.

We Are Also Distributors for

Atwater Kent Ignition, Dixie Magnetos, Locktite, Weed and Rid-o-Skid Chains, Klaxon Horns, Multibestos Brake Lining, Gill Piston Rings, K-W Magnetos, Pyrene Fire Extinguishers, Boyce Moto-Meters, Mazda Auto Lamps, Holophane Lens, etc.

Write for new 1919 Automobile Accessory Catalogue.

Canadian General Electric Co., Limited

Head Office : TORONTO

Branch Offices : MONTREAL, QUEBEC, HALIFAX, SYDNEY, ST. JOHN, OTTAWA, HAMILTON, LONDON, WINDSOR, COBALT, SOUTH PORCUPINE, WINNIPEG, CALGARY, EDMONTON, NELSON, VANCOUVER and VICTORIA

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use).

Automobile Oil and Transmission Greases.



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We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins


"Oil Cup"


"Ratchet"

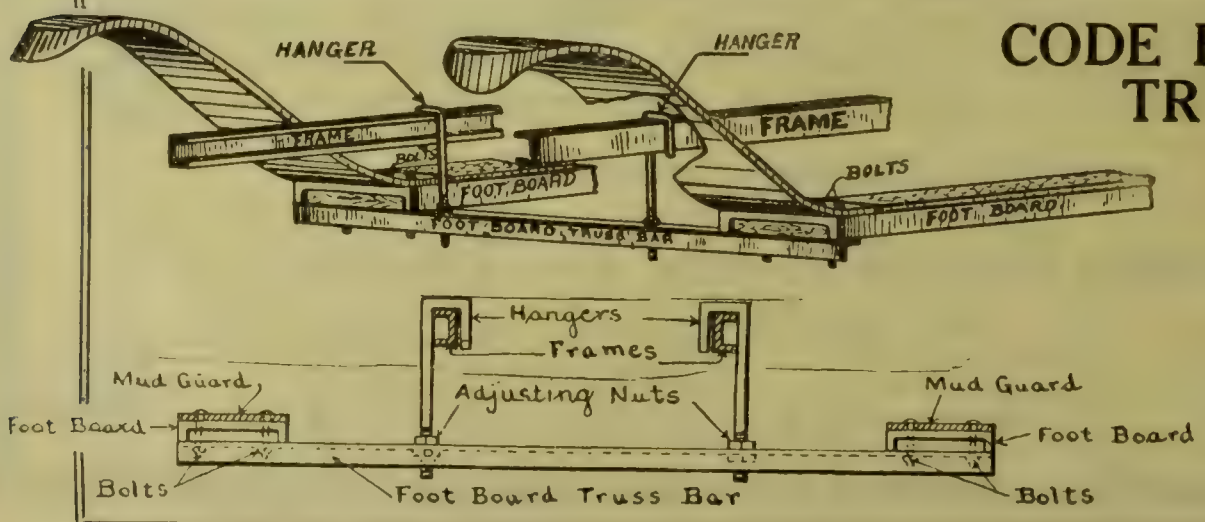

"D"




"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR



CODE FOOT BOARD TRUSS BAR

for Ford Cars

Increases the life of the car. Can be attached by any one in a few minutes. Costs a trifle. Meets a popular demand. A quick seller with good profits.

At your Jobber's

The J. H. Hanson Co., Limited
MONTREAL, QUE.

The Western Specialty Co.,
WINNIPEG, MAN.

From A to Z

VERY little verbal argument is necessary to effect a sale in the case of

"SPHINX"

England's Most Durable Plug

Interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

It is easy to sell Sphinx Plugs—and profitable. I shall be pleased to quote and to send you literature on request.

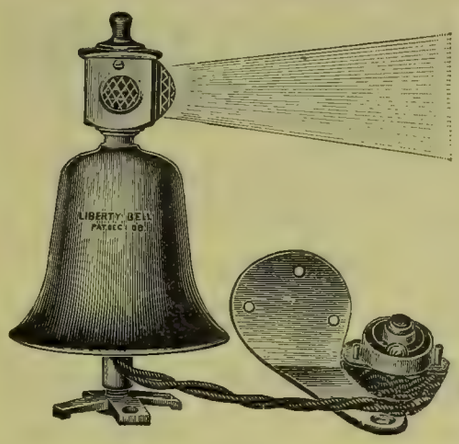
Sole Agent for Dominion: Wm. T. Evans, 1684 St. Urbain St., Montreal

Manufacturers: Sphinx Mfg. Co., Birmingham, England



'SPHINX'

England's most Durable Plug



The Signal of Distinction

An ornament and a double signal. Made in styles and sizes to suit all makes of cars.

WARNS

BUT DOES NOT OFFEND

This improved signal says "car coming," but not as a harsh command to "Get out of my way." It calls attention rather than gives an order. It does not startle.

"LIBERTY BELL"

DEFINITE AND DISTINCTIVE

The clear bell tone carries through all the sounds of traffic. Its warning is positive and in addition a red light is flashed from a semaphore lens located just above the bell.

GETS THE RIGHT OF WAY

This signal, combining both sound and sight warning, is amply protected by patents. We will vigorously prosecute makers of infringing devices and dealers who handle them.

A POLITE SIGNAL

We have an attractive proposition for you. Write for prices.

THE BUNYAN MFG. CO.

9805 MADISON AVE. - CLEVELAND, OHIO

TIRES,

Hardware Dealers

Now is Your Opportunity to Beat the Mail Order Houses

30 x 3½ Inner Tubes	$ 1.90
30 x 3½ Plain Tires	13.10
30 x 3½ Grooved Tires	14.00
30 x 3½ Non-Skid Tires	14.65

HUNDREDS OF OTHER SIZES

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Purchased from Canadian Aeroplanes, Ltd., thoroughly tested by their engineering department. Fully guaranteed by Wm. Harland & Son as to its efficiency for canoe and boat work, floors, or any interior or exterior use. Very durable. Put up in Harland's sealed 1-gallon cans. While the lot lasts at—

PER GALLON **$3.50**

Write or wire for quantity price. Copy of Harland's guarantee letter supplied with each order.

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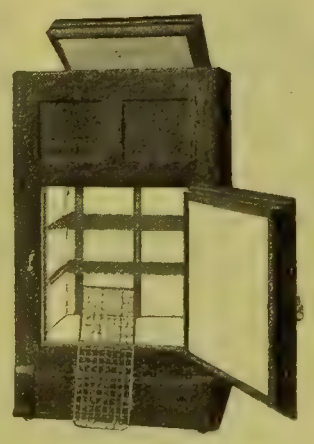


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Order from your jobber or write direct.

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HAMILTON

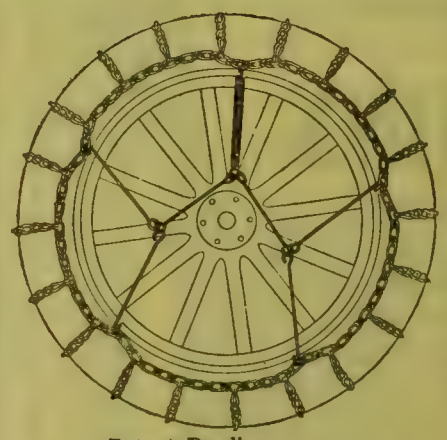


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RELIABLE GOODS AND PROMPT SERVICE
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Merchant's Anti-Skid Chain Tightener

$1.00 PER PAIR

Catching the chain at five points gives even tension all around. You can not lose chains and yet the chains are allowed to creep around wheels. Simple, light, neat, compact, durable — easily carried and easily applied. Can be used on any tire. If your dealer can't supply you, write us direct.

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Oblong Mesh

Wood Cold Air Faces

Note the oblong mesh. Legs of chairs will not drop through. Strongest cold air force made and are neat and sanitary.

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Large stock on hand.

Goods shipped promptly.

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Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by

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THE DEMAND FOR CAMP FURNITURE IN HOT WEATHER



gives the live, progressive merchant a splendid opportunity for extending his trade, and giving his customers the service they want. Stock now and be prepared for the demand. We can supply you with Camp Cots, Chairs, Stools and Tables—all folding flat.

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OTTERVILLE - ONT.

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Manufacturers and Jobbers Using EXCELSIOR

Write Us for Prices.

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"Canadian manufacturers should realize the advantage of having representatives in England, they should not overlook the British market, where a great variety of commodities is needed, and the market is favorably open and worthy of individual effort."

The Opportunity Now Before You.

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Canada's National Metal Polish

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Polishes in **half the time** with less labor.

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Contains **no acid** or injurious chemicals.

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Manufactured only by

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Toronto, Can.



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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

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Drop a card for prices and particulars.

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HAMILTON, ONT.

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NAME PLATES
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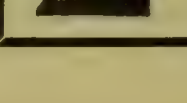
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Diamond Saw & Stamping Works
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Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

TRADE SAWYER MARK
Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with



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We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

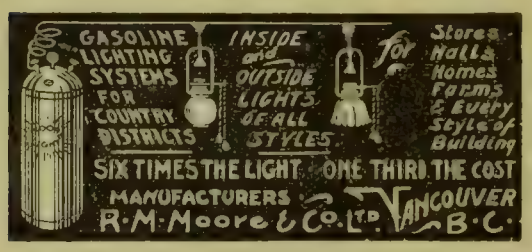
Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

DENNISTEEL
Made in Canada
Lockers for Factories Stores, Offices Etc.



THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON



TENTS, AWNINGS
FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits.
Clothing, Footwear, Supplies and Accessories.

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Brushes, gum, paste, glue, paint and varnish. From 2 cents to 12 cent lines.

Razor hones, "Comfort," etc. (12 cents and 24 cent goods), non-competitive.

Small hardware (various) and chemical smallwares.

Every article as cheap and as good as anything German.

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We make Canvas Covered and All Wood Canoes
Skiffs, Motor Boats and Toboggans

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Peterborough, Canada

TRANSFERS
FOR ALL PURPOSES
—IN GOLD OR COLORS—
SUITABLE FOR ANY SMOOTH SURFACE
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ALLEN FLUX
NON-ACID—FOR SODERING
ALLEN FLUXES

For cornice and roofing and other galvanized steel work. Non-acid. Quicker to work with and makes a stronger sodered joint. Stick—Paste—Liquid—Salts.

Send for sample.

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are made in many styles and to fit all kinds of Shelving.

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A Germantown of quality that gets big business
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Your Enquiries Promptly Answered

Wanted

HELP WANTED

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WANTED—EXPERIENCED HARDWARE MEN to run branch store in Saskatchewan. Also assistant; must be A1 men who know business thoroughly and can get the trade. Good position and proposition of salary and commission to the right man. Applicant can also invest money in concern. Apply Box No. 331, c/o Hardware and Metal.

WANTED — THOROUGHLY EXPERIENCED buyer and salesman to take charge of the hardware and harness department of the Trochu Valley Department Store, Trochu, Alta. State age, experience, references, salary expected, and all particulars first letter. Address Trochu Valley Department Store, Trochu, Alta.

WANTED—EXPERIENCED HARDWARE MAN. State age, ability and salary. The Tourtellot Hardware Co., Limited, Port Arthur, Ont.

HARDWARE CLERK WANTED — MUST BE experienced in shelf and heavy hardware. Apply stating age, experience, when and where last employed and salary wanted, to F. Y. W. Brathwaite, Blind River, Ont.

WANTED — A GOOD AGGRESSIVE YOUNG man who would be capable of taking full charge of a retail hardware business if necessary. Man with experience in the North preferred. A good position for a smart salesman and stockkeeper. Apply to Box 392, Hardware and Metal, stating experience and salary expected and if could commence duties at once.

WANTED—HARDWARE CLERK WITH THREE or four years' experience in the retail business. Good opportunity for advancement. Apply stating salary expected, age and experience to Box 394, Hardware and Metal.

FOR SALE

ESTABLISHED HARDWARE BUSINESS IN a fast growing and manufacturing district in Toronto; stock and fixtures about twelve to thirteen thousand; well located; only cash buyers considered. Box 385, Hardware and Metal.

COMPLETE SET OF TINSHOP TOOLS FOR sale, also some paint and harvest tool racks and counter show cases. Dent Bros., Bothwell, Ont.

FOR SALE—A SET OF TINSMITH'S TOOLS, made by Peck, Stow & Wilcox; in good order and at a bargain. J. A. Fink, Box 21, Mattawa, Ont.

FOR SALE

Hardware business. In good location. Turnover $15,000. Can be doubled with capital. Splendid chance. Good reasons for selling. Apply Box 379, Hardware and Metal.

WANTED

WANTED — IN WESTERN ONTARIO (PREferred) good, live hardware business. Will pay cash for good business. Please give complete details. Box 397, Hardware and Metal.

Have a client who wants a live hardware business. Well located. Stock about $5,000 or over. Who is prepared to pay cash if suited. Particulars confidential. J. P. Lawrason, 25 Toronto St., Toronto, Ont.

POSITIONS WANTED

WANTED—AT ONCE, POSITION AS HARDware salesman by discharged soldier. Fifteen years' selling experience. A1 stockkeeper and salesman. References from former employers. Box 395, Hardware and Metal.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault. P.O. Box 135, Station B, Montreal.

AGENCIES WANTED

WANTED—AGENCY FOR HARDWARE AND plumbers' specialties for Montreal city and the Province of Quebec. Reply to Box 383, Hardware and Metal, 128 Bleury St., Montreal.

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GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER, WRITE ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

HELP WANTED

HEAD HARDWARE CLERK WANTED—MUST be experienced in shelf and heavy hardware. Single man preferred. Apply stating age, experience and where last employed. Purvis Bros., Ltd., Sudbury, Ont.

FOR SALE

TIN SHOP TOOLS AND STOCK FOR SALE; doing a good business; lots of work ahead; three men going steady; a money maker for the right man. Fraser Bros., Bradford, Ont.

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Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Hardware and Metal trade can be located by an advertisement on this page. HARDWARE AND METAL reaches thousands of the best hardware men in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

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Price List on Application
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SWEDEN
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46 St. Alexander St., Montreal

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The Waterdown Mfg. Co.
Waterdown, Ontario

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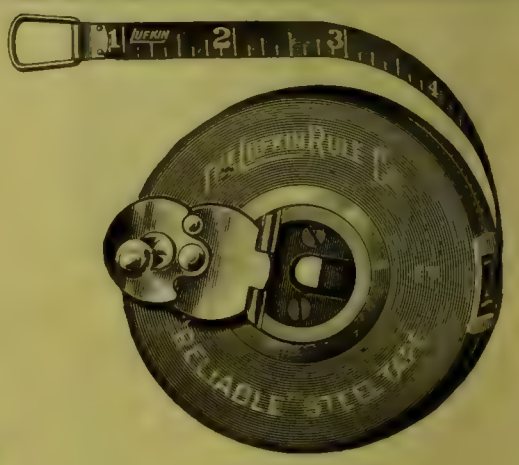
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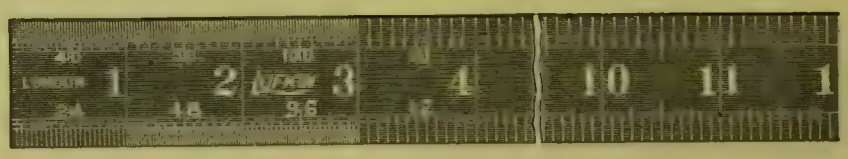
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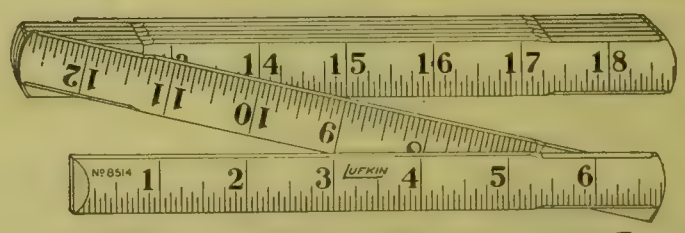
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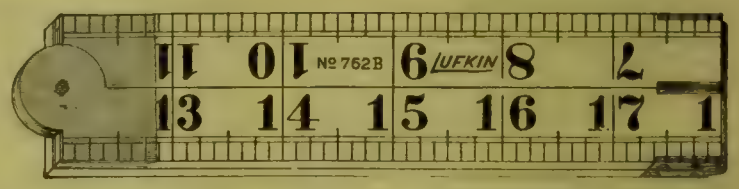
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Accurate THE LUFKIN RULE CO. OF CANADA, LTD. *Reliable*

WINDSOR, ONT.



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Saving money, time and freight to the buyer by making combination shipments.

Quality, Strength and Service guaranteed by 65 years of uninterrupted experience in manufacturing tools, with the policy of:

"Make it better than anyone else can make it. Put your name on it and stand by it."

W&B

Trade Mark

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Office and Factory: St. Catharines, Ont.

European Office: 139 Queen Victoria St., London, E.C.

Established 65 Years

Whitman & Barnes

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McKINNON RADIATORS

Really Cellular

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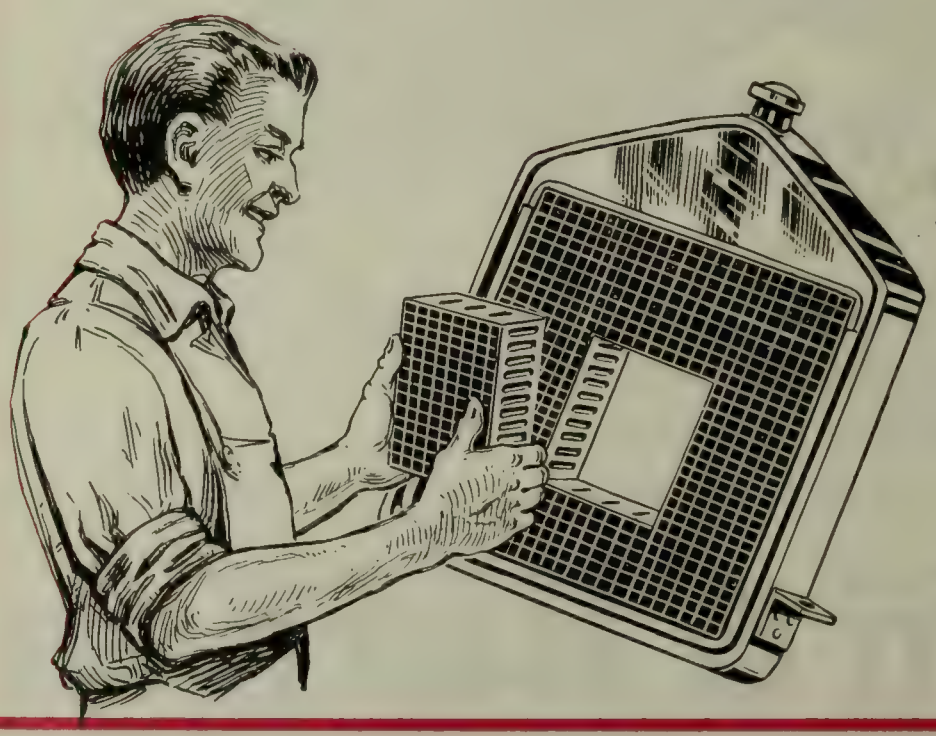
Simplicity of temporary repair and rapidity of permanent repair are good selling points for McKinnon Radiators.

McKinnon Radiators are carefully tinned inside and out to prevent corrosion.

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Every dealer and garage man should carry our "really cellular" radiators.

The most serviceable radiator made.



McKinnon Industries Limited

ST. CATHARINES, ONT.
CANADA

EXPORT NUMBER

HARDWARE AND METAL

Vol. XXXI
No. 31

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

AUGUST 2
1919

Demand Is There—
It Is Only a Matter of Supplying It

There, in a phrase, is the sales story of "Famous Five" Files as far as dealers are concerned.

Customers come to buy. You don't have to spend time explaining their qualities. All you need to do is carry stock enough to fill orders and specify "Famous Five" when buying from jobbers. They are:

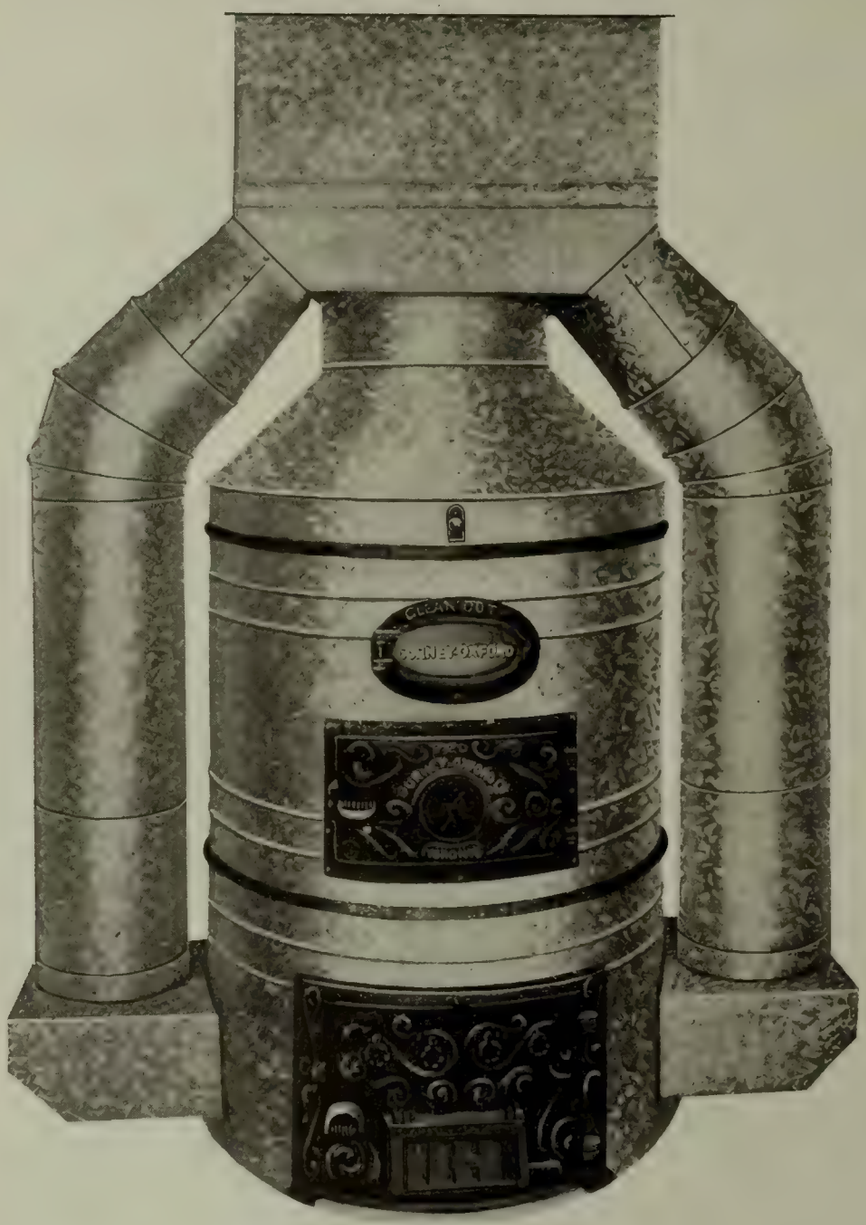
KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE



NICHOLSON FILE CO.
PORT HOPE
ONTARIO

Gurney-Oxford Pipeless Furnace

Our pipeless furnace is designed for school houses, bungalows, churches and farm houses where a more modern method is required to replace the old base burners.



Owing to the small cost of installation and the absence of large pipes taking up room in the cellar, this furnace is steadily growing in popularity. The heating principles and material used are the same as our standard furnaces. Write for further particulars. There is a certain demand right now in your locality for these furnaces, why not reach out for some of this business.

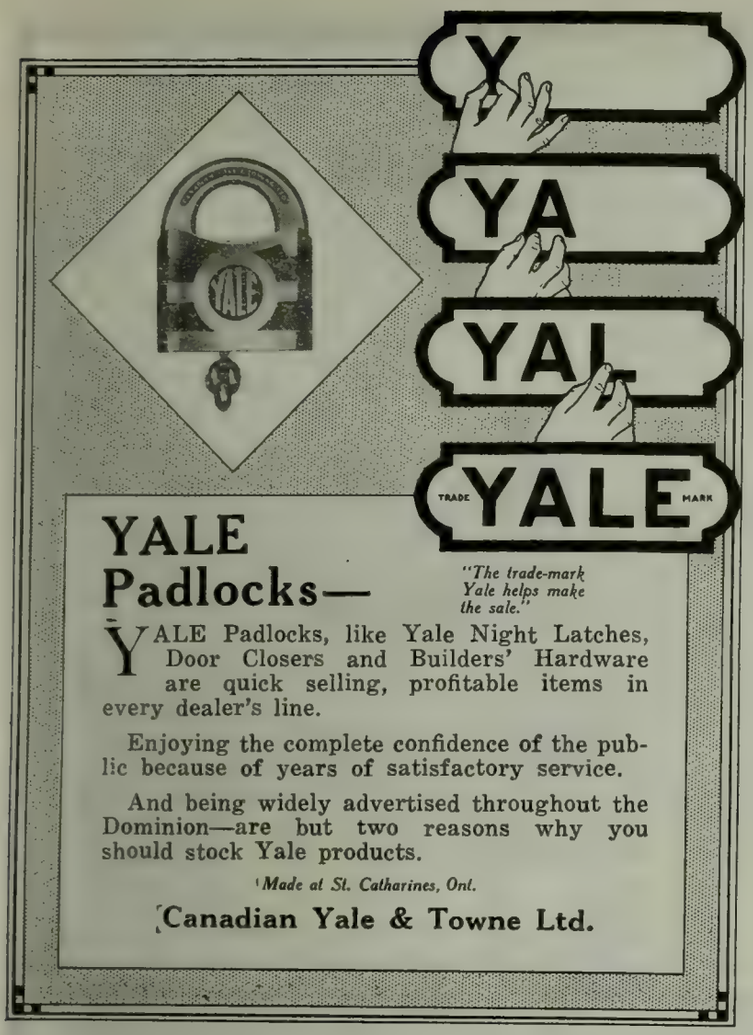
THE OUTWARD SIGN GURNEY-OXFORD OF INWARD QUALITY

The Gurney Foundry Co., Limited

TORONTO - ONTARIO

The Gurney-Massey Co., Ltd., Montreal, Que.
The Gurney North-West Foundry Co., Ltd., Winnipeg
The Gurney Foundry Co., Ltd., Calgary
The Gurney Foundry Co., Ltd., Vancouver

HARDWARE AND METAL, August 2nd, 1919. Volume XXXI., No. 31. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



YALE Padlocks—

"The trade-mark Yale helps make the sale."

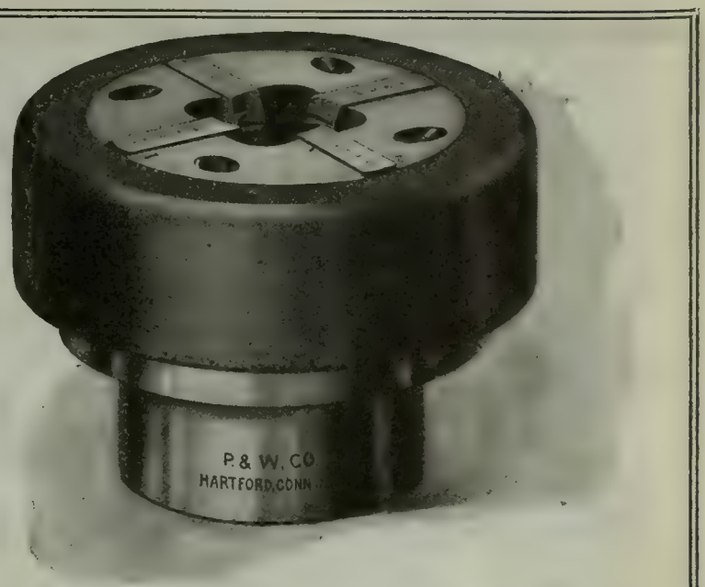
YALE Padlocks, like Yale Night Latches, Door Closers and Builders' Hardware are quick selling, profitable items in every dealer's line.

Enjoying the complete confidence of the public because of years of satisfactory service.

And being widely advertised throughout the Dominion—are but two reasons why you should stock Yale products.

Made at St. Catharines, Ont.

Canadian Yale & Towne Ltd.



DIES— Dies designed for accurate threading and easily sharpened or adjusted for wear are numbered among—

"P. & W. CO." SMALL TOOLS

also

Taps, Milling Cutters, Reamers, Punches, Drills and Miscellaneous Tools. You can't go wrong on a "P. & W. Co." Tool. They are made of High Grade Materials, by Expert Workmen and Absolutely Guaranteed.

PRATT & WHITNEY CO. of Canada, Ltd.

Dundas, Ontario, Canada. Montreal, 723 Drummond Bldg. Vancouver, 609 Bank of Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.



Williams' Superior Drop-Forged Clamps

CAST clamps may cost less, but they are not cheaper—first cost is not the only factor to be considered. No cast clamp can, or does, stand the constant strain of severe usage.

Williams' Clamps are all drop-forged and are then subjected to a refining heat-process which greatly increases their stiffness and strength. They are thoroughly dependable and render superior service under the hardest and most exacting conditions.

Williams' Lines of "C", Machinists' and Strap Clamps provide a wide range of sizes for all clamping service—"There's a Williams' Clamp for every purpose.

Machinists' Tools Booklet on request

J. H. Williams & Co.

"The Drop-Forging People"

30 Richards Street - - - Brooklyn, New York

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask., Agents for Manitoba, Saskatchewan, Alberta and British Columbia

The Trade Mark known

UNIVERSAL

in Every Home

They're Always in Demand

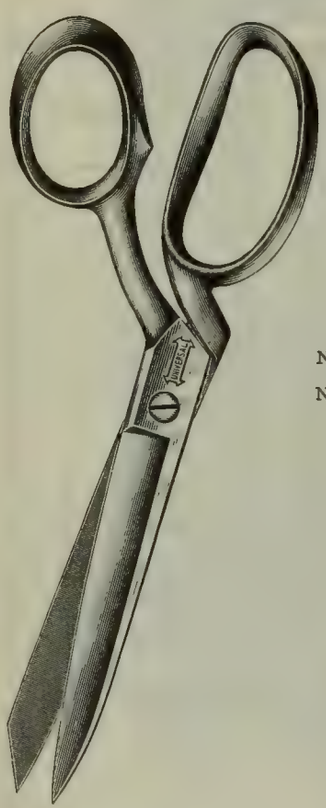
UNIVERSAL
Shears and Scissors



Finest Quality Solid Crucible Steel. Highly Finished. Fitted Bows. Nickel Plated.
No. 195. 4 in. 4½ in. 5 in.

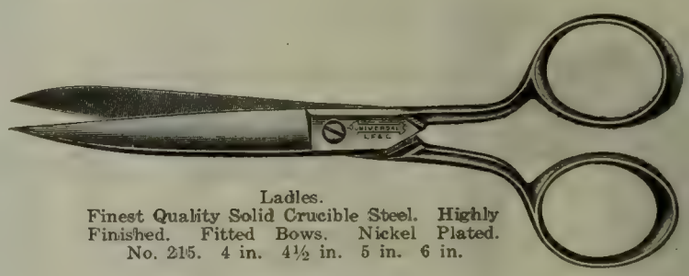


Embroidery.
Finest Quality Solid Crucible Steel. Highly Finished. Fitted Bows. Nickel Plated.
No. 205. 3½ in. 4 in.



Bent Trimmers.
No. 15. Japanned Handles. Nickel Plated Blades.
No. 25. Full Nickel Plated.

The UNIVERSAL Trade Mark is your guide when buying anything from a simple paring knife to the finest set of carvers and from pocket knives to shears. Look for it on every piece of cutlery you buy.



Ladies.
Finest Quality Solid Crucible Steel. Highly Finished. Fitted Bows. Nickel Plated.
No. 215. 4 in. 4½ in. 5 in. 6 in.



Straight Trimmer.
No. 20. Full Nickel Plated.
No. 10. Japanned Handles, Nickel Plated Blades.

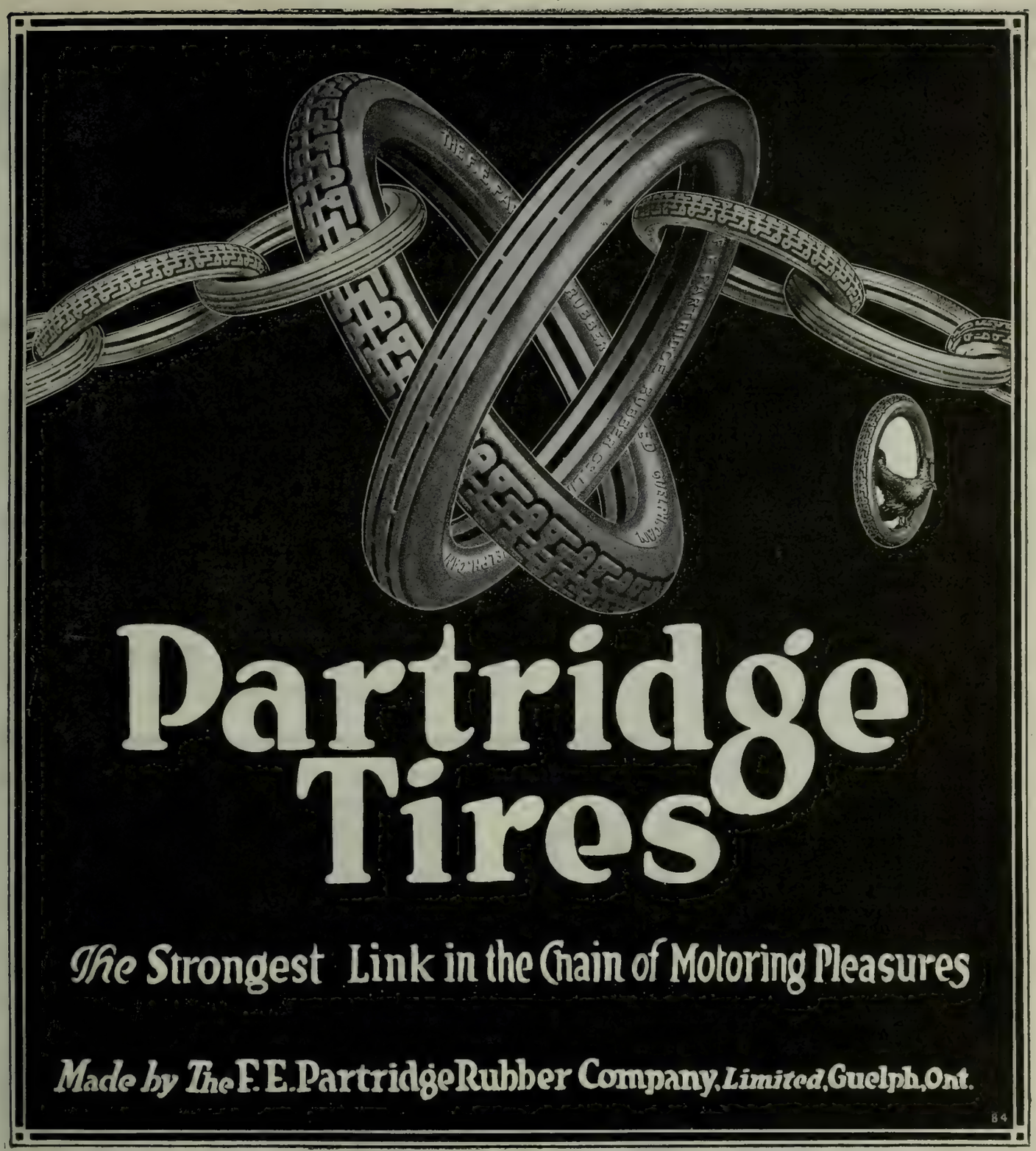
LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.

CANADIAN REPRESENTATIVES:

A. MACFARLANE & CO., LIMITED

MONTREAL, QUEBEC



The advertisement shown above is No. 9 of a series that will appear during 1919 in newspapers and magazines from Coast to Coast. Hardware dealers can profit by this advertising by placing an order at once with any of the following distributors:

E. T. Black Tire Company - -	Vancouver, B.C.
Border City Auto Supply Co. - -	Windsor, Ont.
The Chapin Company - - -	Calgary, Alta.
The Canada Auto Devices Co. - -	London, Ont.
Edwin Chown & Son - - -	Kingston, Ont.
Cragg Bros. Co., Ltd. - - -	Halifax, N.S.
Hugh Carson Co., Ltd. - - -	Ottawa, Ont.
G. L. Griffith & Son - - -	Stratford, Ont.
Lamontagne, Ltd. - - - -	Montreal, Que.
The Marks-Clavett-Dobie Co., Ltd.,	Port Arthur, Ont.
Marshall-Wells Co., Ltd. - -	Winnipeg, Man.
Marshall-Wells Alberta Co., Ltd. -	Edmonton, Alta.
Ontario Auto Spring & Supply Co. -	Guelph, Ont.
Thomas Plimley - - - -	Victoria, B.C.
Summer Company - - - -	Moncton, N.B.
Samuel Trees & Co., Ltd. - - -	Toronto, Ont.
The United Automobile Tire Co., Ltd.,	St. John, N.B.
Wilson Auto Specialties Co. - -	Hamilton, Ont.

"YANKEE" TOOLS

Save Time At Every Turn

RATCHET DRIVER

Nos. 10 and 11

Made in 8 lengths from 2 to 12 inch blades



Here you have an easy moving ratchet, right hand, left hand or rigid; a comfortable handle, and withal, a strong and powerful driver that saves time and labor at every turn.

Your Jobber Can Supply You

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

TRIMO

The word Trimo

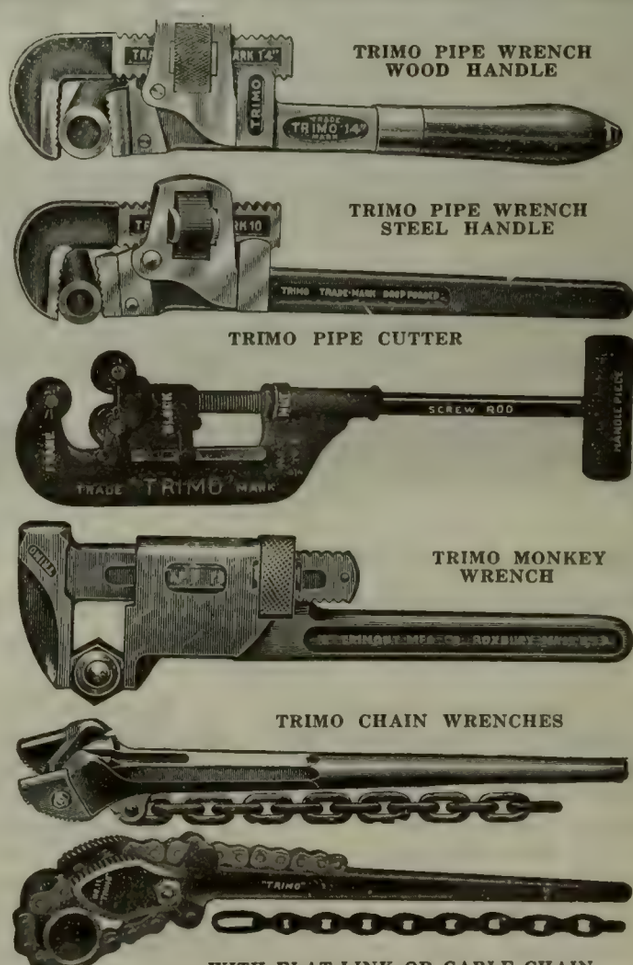
stands for good tools made by the Trimont Mfg. Co., which are the following:

The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn. Save money and buy Trimo goods, made by

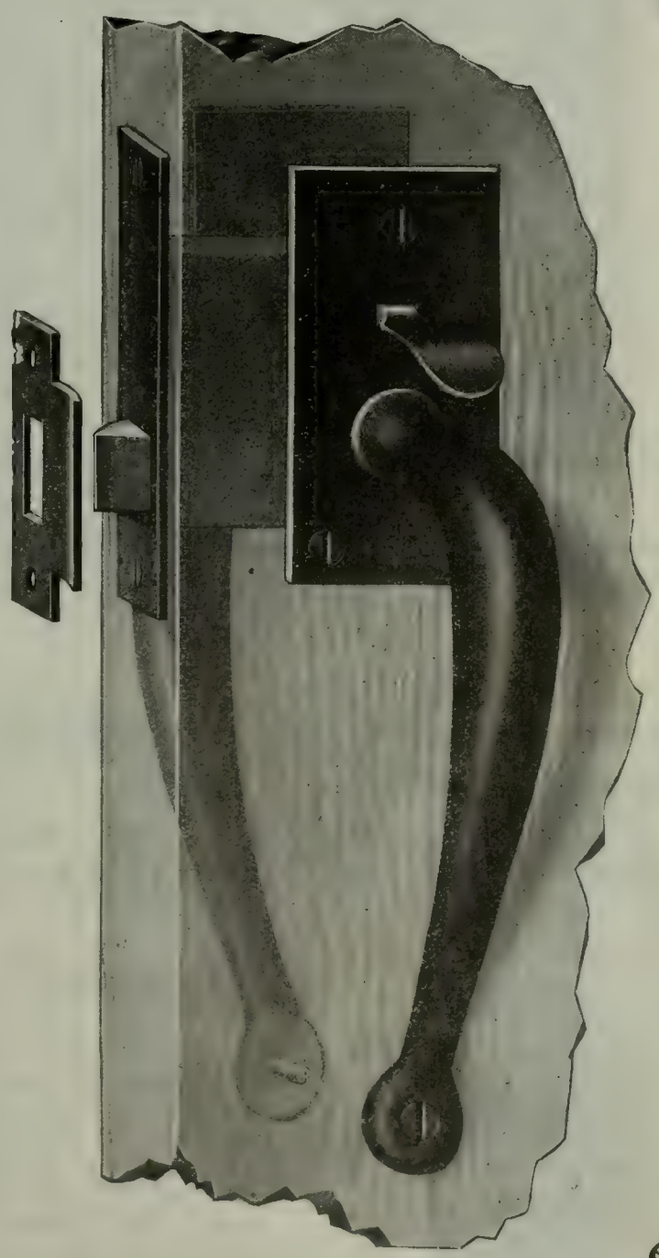
TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



NATIONAL

Garage Door Latch



This No. 27 latch has the appearance, utility and simplicity—that's why it's a prime favorite with garage owners. It is extremely popular and it is sought for whenever a new garage door is hung—that's pretty often these days.

A dealer that has in stock articles which are popular and sought for, is naturally going to make a great many sales. With a good profit on each sale, and a good many sales per year, he will have a nice annual turnover, won't he? How about you?

No. 27 Latch is reversible for right or left hand door; adjustable for thickness from 1⅛ to 2¼ inches. Packed the **Unusual National Way,** one latch complete with screws, in a neat, strong box. Finished in Japan, Dead Black Japan, Sherardized and Dead Black Japan, Sherardized and Plated, any finish. Weight per dozen 26 lbs.

NATIONAL MANUFACTURING COMPANY
STERLING, ILL.

The Great West Trolley Door Hanger



A hanger built for service and especially recommended for use on heavy doors.

The axles pass through seamless tubes and turn on steel roller bearings, making it anti-friction and very easy running.

A leading feature of the "Great West" is the vertical and lateral adjustments, allowing the door to be raised or lowered, or the space between the door and building increased or decreased as desired.

The track is made of heavy steel and double grooved attached to the building with heavy corrugated brackets.

We will gladly look after your door-hanger prospects. Write us.

Canada Steel Goods Company, Limited

HAMILTON, ONTARIO



DAVIDSON'S

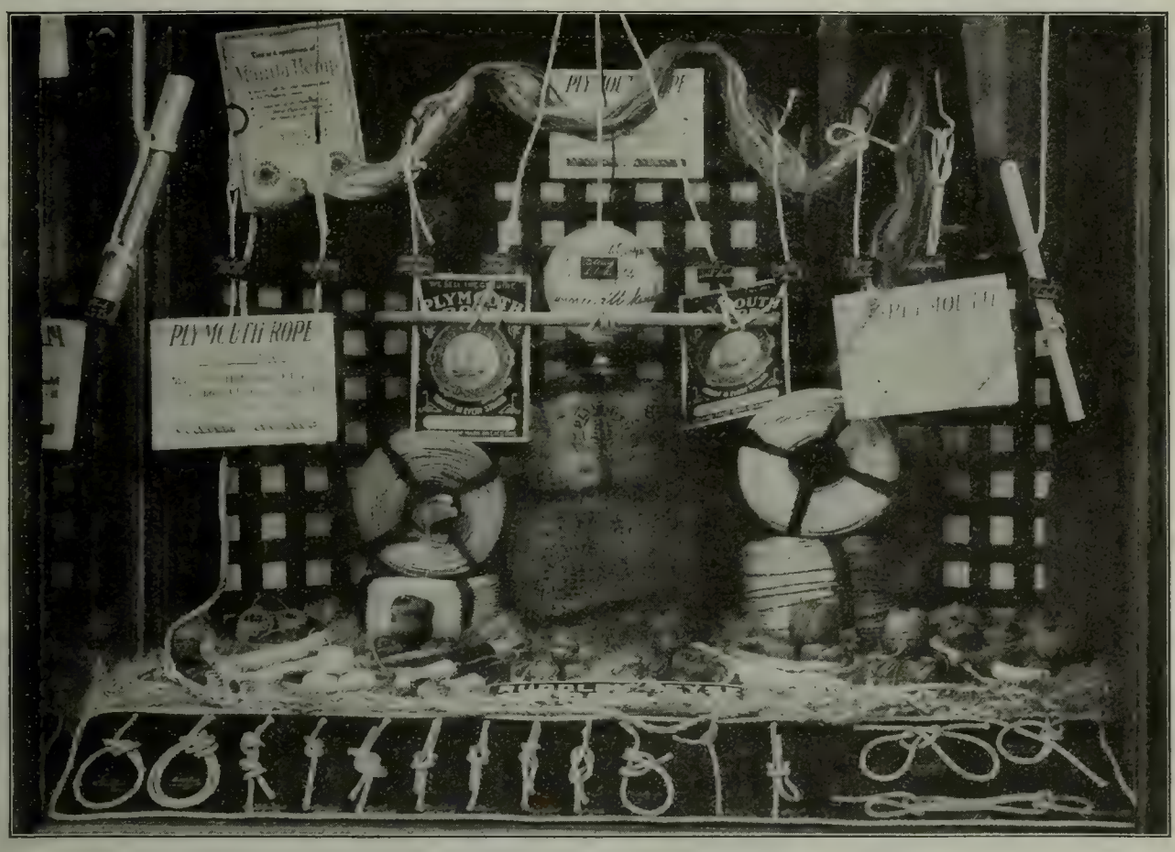
"Apollo" Railroad Milk Can

"Apollo" Signifies Strength

With its seamless neck, heavy tinned iron body, the iron band at the bottom to fortify it against the hard usage in transportation, and the careful workmanship in its whole construction—the "Apollo" for strength, durability, and cleanliness cannot be excelled.

The Thos. Davidson Mfg. Co., Ltd.

TORONTO MONTREAL WINNIPEG



LET *YOUR* WINDOW SELL

PLYMOUTH ROPE

This picture illustrates what may be easily accomplished in the way of Plymouth Rope window displays. Simple arrangement of the rope itself, together with the Dealer Helps which are free for the asking, will attract attention and stimulate your rope sales.

The following letter accompanied the picture which we reproduce:

"I thought that you would be interested in this because it is Plymouth Rope and the various knots, hitches, and ties were copied from the series of illustrations which you ran in Plymouth Products recently. These various knots were tied and fixed during spare time, but they have been very interesting and attracted considerable attention. Several gentlemen were looking at them and one said that they must have been tied by a sailor, but he didn't know that the work was done by a 'land lubber' who has only seen the ocean a few times during a short visit of two weeks to Boston and vicinity some twelve years ago.

"We are still selling Plymouth Rope because we find it more satisfactory than any other and also we are still selling it by the foot, because that is the only way for a retail merchant to sell it."

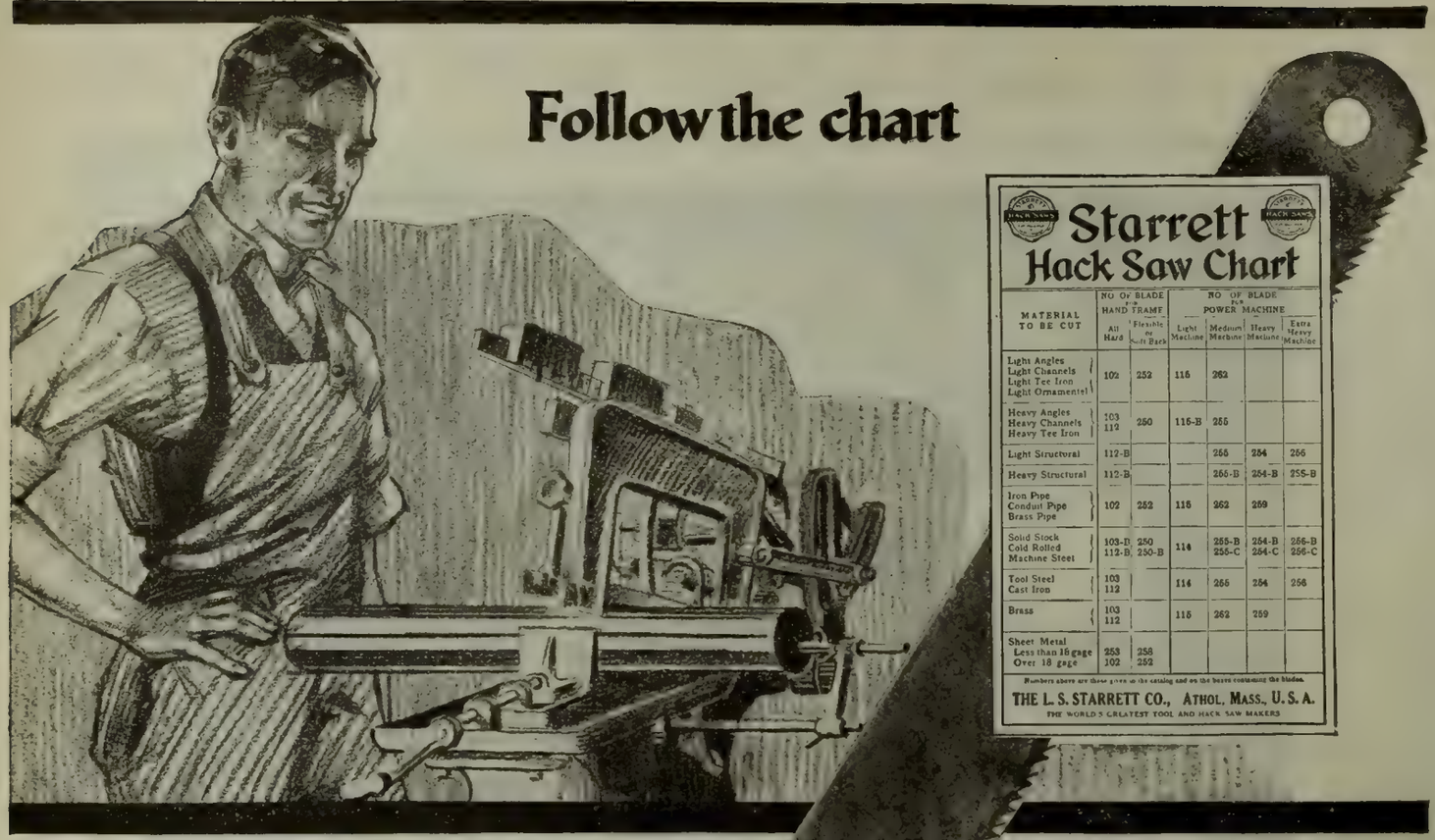
THE SHOW WINDOW IS *YOUR* "SILENT" SALESMAN—
YOU CAN MAKE IT *TALK*

Plymouth Cordage Company

NORTH PLYMOUTH, MASS. WELLAND, CANADA

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS



Watch the cost per cut and the cutting cost per job will take care of itself. Different metals, cut at different speeds need different blades. Follow the Starrett Hack Saw Chart and for economy's sake use

Starrett Hack Saws

Every one of your customers can use a Starrett Hack Saw Chart MA to advantage

42-953

BY-PRODUCT COKE
SULPHATE of AMMONIA

"HAMILTON" PIG IRON

Basic Malleable Foundry

STEEL & IRON BARS
OPEN HEARTH STEEL SHEETS

FORGINGS

Car Axles
Shape and Drop Forgings
Carriage and Automobile Hardware

POLE LINE HARDWARE

(Black and Galvanized)

Pole Steps
Cross Arm Braces
Guy Clamps
Guy Rods

SCREWS

Steel, Brass and Bronze
Wood and Machine Screws

NAILS, SPIKES & RIVETS

Wire
Cut
Boat and Horse Shoe Nails
Railway
Pressed and Drift Spikes
Tacks
Shoe Nails
Steel and Copper Rivets
Burrs

Purchase the Products of Canadian Mills

TO uphold the Glory we have jointly earned—to honor our noble dead—to comfort the wounded, and extend to the men returned the hand of prosperous welcome, we must cast aside all forebodings and face the future with unbounded courage and confidence and, without a shadow of doubt, declare to the World that this Nation, which was so quickly and successfully transformed to a War basis, can be depended upon to revert to Peace conditions with equal success. The buyer and seller must recognize their duty to the Nation and co-operate fully to the end that all products that can be produced in Canada by Canadian workmen shall not be purchased elsewhere.

OUR Duty is plain; Canada with Canadian labor and capital can produce, manufacture and distribute products sufficient to keep the wheels of industry turning to the limit. The song of Prosperity and Happiness should ring out all over the land. Let us sincerely pledge to the extent of our needs, to purchase materials produced in Canada by Canadian Workmen, and the result of our efforts will return to us the Blessings of a Prosperous and Happy Nation.

THE
STEEL COMPANY OF CANADA
LIMITED

HAMILTON MONTREAL

RAILROAD TRACK MATERIAL

Angle Bars
Track Bolts
Tie Plates
Tie Rods
Spikes

WROUGHT PIPE

Black Pipe
Galvanized Pipe
Nipples
Couplings

LEAD PRODUCTS

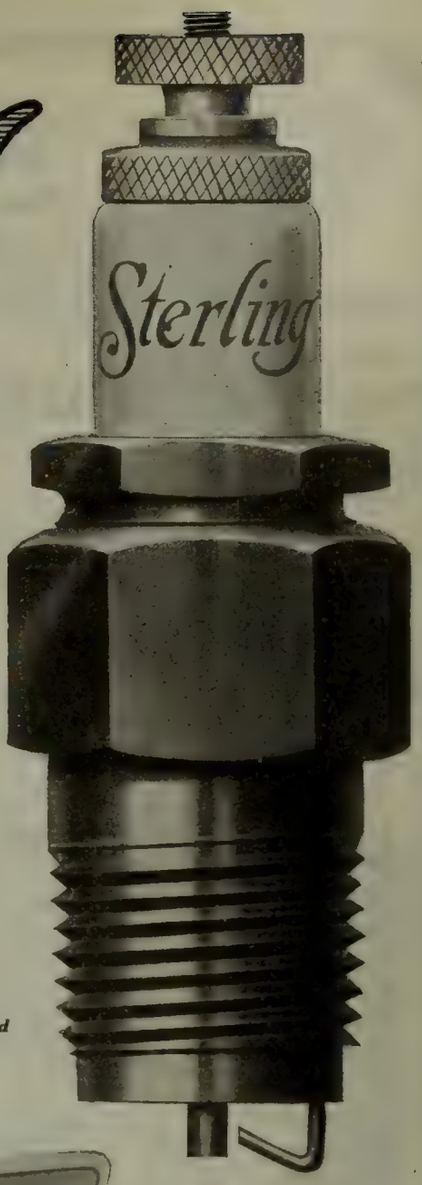
Lead Pipe
White Lead
Shot
Putty

WIRE

Steel & Brass
Copper & Bronze
Heavy and Fine
Bright Annealed
Coppered
Galvanized and Tinned
Stranded
Steel and Copper Cable
Clothes Line
Staples
Barb Wire
Woven Wire Fencing
Fence Gates

Bars Blooms Billets
Wire Wire Rods Sheets Horse Shoes
Angles Channels Plow Beams

Sterling Spark Plugs



On Progressive Dealers' Shelves

TO put it briefly—this Sterling Spark Plug carton is the mark of progress in your stock of accessories. It builds prestige as well as profits.

For the point is this: Dealers know that the life of Sterling Plugs does not end the FIRST time Sterling Plugs are carbonized.

Sterling Plugs can be renewed over and over again. They are made to be taken apart and it's the work of only a few minutes to wipe off the carbon—then the Sterling Plugs are good as new.

Dealers like to recommend Sterling Plugs to customers. They feel safe in doing so, for Sterling Plugs meet an economy need—their life is longer and you don't throw them away the first time sooted.

And, quite naturally, Sterling customers are satisfied—stay satisfied—profit and prestige business-building for any dealer.

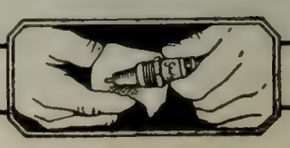
Sterling Spark Plugs are sold by progressive garages and supply dealers everywhere.

LOCKWOOD-ASH MOTOR COMPANY
MAIN STREET JACKSON, MICHIGAN
DOMINION BATTERY CO., Limited, 736 Dundas Street East, TORONTO

A style and size for every car



(60)

SEPARABLE  CLEANABLE

WILT

PERFORMANCE COUNTS

You can't fool the mechanic when it's a question of cutting tools. He knows what to expect of a good tool. Sell him a **WILT** and thus make another satisfied customer.

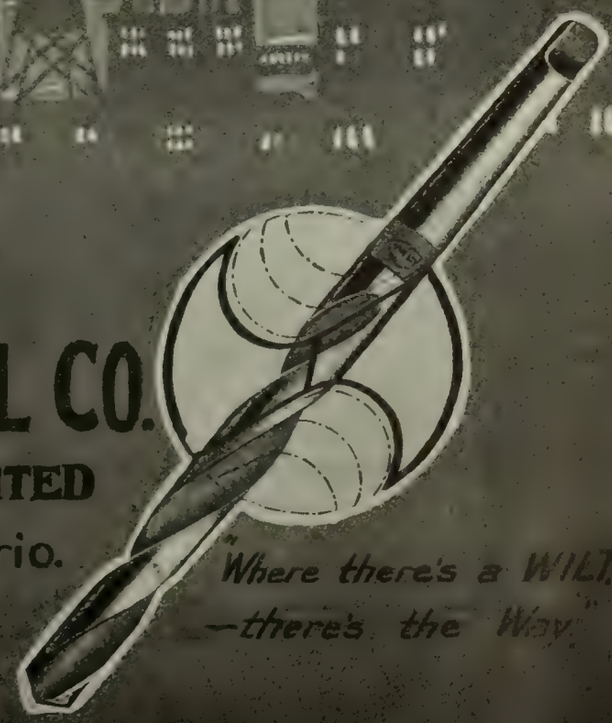
WILT High Speed and Carbon Twist Drills, Reamers, and Milling Cutters have a record of satisfactory performance equal to any throughout the world.

Our guarantee to **make good always,** our policy **of the best in materials** and **workmanship,** and our system of **minute** and **careful inspection** is reaping its reward in increased business for the hardware dealer.

You should be selling **WILT Products.** May we tell you why? Write us.

HIGH SPEED AND CARBON TWIST DRILLS





WILT TWIST DRILL CO. OF CANADA, LIMITED

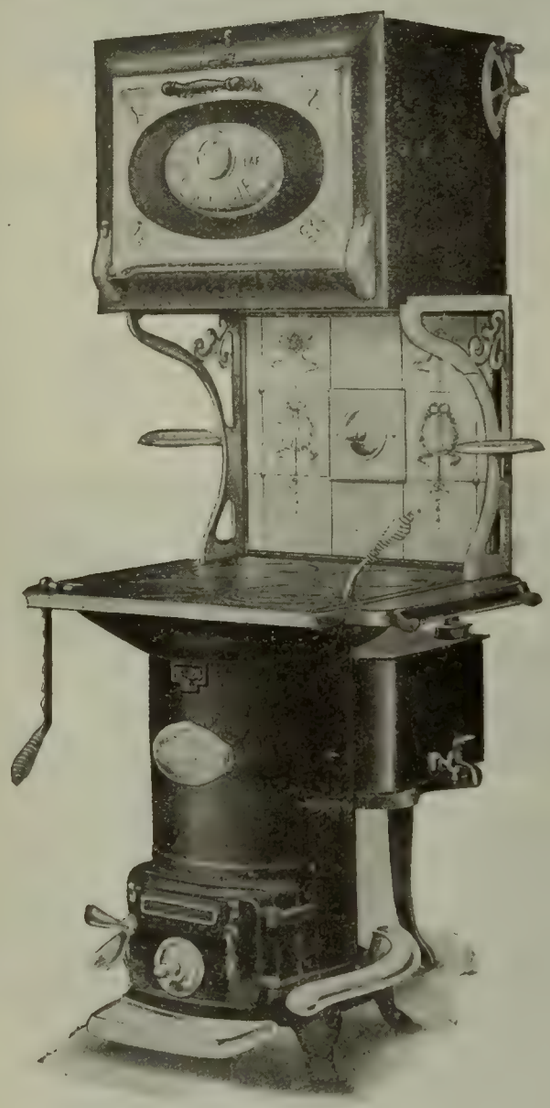
Walkerville, Ontario.

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C.2, Eng.

"Where there's a WILT —there's the Way."

MAPLE LEAF STOVES & RANGES

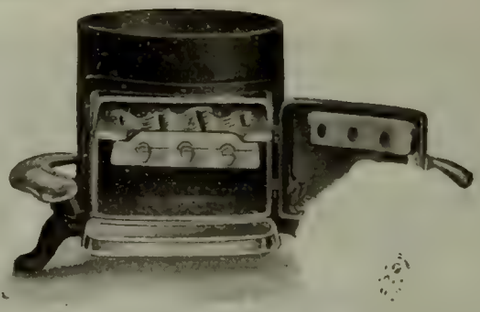
Increase Your Sales by Handling the Maple Leaf Line





DRAW CENTRE GRATES

Heavy grate ring oscillates to remove ashes. Centre draws to drop cinders.



TRIANGULAR GRATES

Three individual shaker grates in heavy grate holder.
Either type fits by sliding in.

The Composite

Improved design with planished copper reservoir.
Capacity 8 gallons.
Watersection may also be supplied.
A Guaranteed Baker, Cooker and Heater.
Designed to save Fuel, Energy and Space.
One sold in a community means a run of sales.
Write for Book of Testimonials and Prices.

Manufactured by

The Beach Foundry Company, Ltd.
OTTAWA, CANADA

Western Distributors:

THE CANADIAN SUPPLY CO., LIMITED
SASKATOON, SASK.

The Tweed Hardware Company

TWEED - - - - ONTARIO

Builders and Cheese Factory Supplies Shop and Heavy Hardware Kitchen Ware Chinaware Etc Special Attention to Plumbing and Furnace Work Estimates Furnished

TELEPHONE NO 71

August 1st 1919

Beach Foundry Co
Ottawa.

Gentlemen—

We take pleasure in expressing our satisfaction in handling your Composite Stove. This stove is something entirely new and in our opinion fills a long felt want in combining a Heater and Cookstove.

We sold a number of these stoves last fall and each of our customers expressed their satisfaction.

We are looking forward to a much larger sale of these stoves the coming autumn.

Yours respectfully,

Tweed Hardware Co.

"BARCALO"



"S" Wrench



STRENGTH

A wrench is as strong as its weakest part.

The Barcalo "S" Wrench is a **unit of strength** made up of few parts. It has a drop-forged, movable jaw—strong enough to stand the hardest strain. The adjustable pin, screw and knurl are made of high-grade materials and properly placed. Every bit of material, every operation necessary to turn out a Barcalo Wrench, passes through the most exacting inspection.

Where other wrenches will not work — in those tricky places so hard to get at—

A Barcalo Does the Trick.

Made in 6, 8, 10, 12 and 14" sizes.

We are so sure of our wrenches measuring up to all we claim for them that we back them to the limit.

Dealers are selling Barcalo Wrenches at a good margin of profit and building up a fine line of business on Barcalo sales.

It's for your advantage to link up with the Barcalo organization. May we tell you why?

Get in touch with us to-day.

Every Wrench is guaranteed.

BARCALO MANUFACTURING COMPANY

BUFFALO, N.Y.

Winnipeg : D. Philip, 138 Portage Avenue East

Every Ford Car Owner Is a Purchaser of

Champion

Dependable Spark Plugs



Champion "X" for Ford Cars, A-15, ½ inch.

Price, 90c

Think what the replacement business of Ford owners in itself means to you—over 140,000 of them in Canada.

You can capture your share of this business if you carry Champion "X" spark plugs. Champion "X" is exclusive equipment on every Ford car that leaves the factory. It's the plug that is absolutely guaranteed by us and recommended by the Ford Company, whose instruction book says:

> **"There is nothing to be gained by experimenting with different makes of plugs. The make of plugs with which Ford engines are equipped when they leave the factory are best adapted to the requirements of our motor."**

Champions are equipped with our 3,450 insulator and patented asbestos lined gasket construction which enable them to take the hardest kind of punishment unflinchingly.

There is a Champion for every type of motor car, truck, tractor, farm engine, motor boat and motorcycle and each is backed by our guarantee: "Absolute satisfaction to the user or full repair or replacement will be made."

Order from your jobber now and get the full benefit of our big business-building, advertising effort and the reputation behind Champions.

Champion Spark Plug Co. of Canada, Limited
Windsor - Ontario

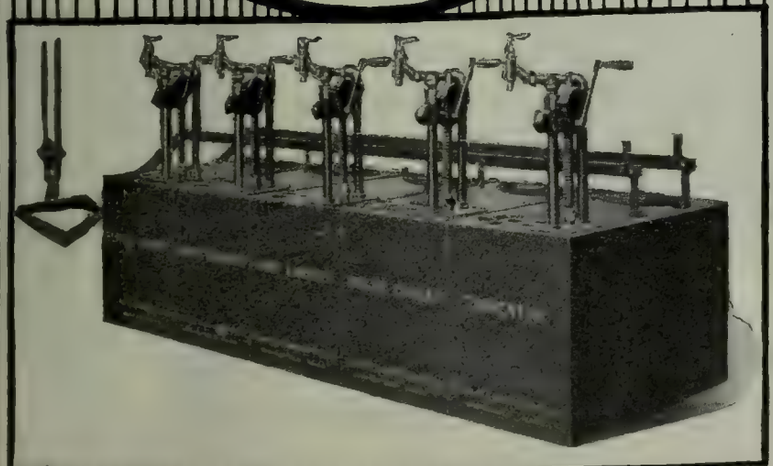
Modernize Your Store with a Gilbert & Barker Oil Storage System Save Oil and Money

For handling paint oils, varnishes and heavy, "gummy," non-lubricating oils our T221-H spells maximum efficiency.

This outfit may also be used for lubricating oils and units may be arranged in battery form as shown below.

They make an attractive and economical arrangement, and as they are fitted with chain hoist, barrel dash, track and cradle, the oil is easily emptied from barrel to tank by gravity, which allows thorough draining without waste and this operation can be completed by one man.

These units or batteries are nicely finished in green enamel baked on and the tanks are plainly lettered with the names of the oils when so desired.



Follow the Leaders

A safe, sane policy, especially when the leaders are the big, progressive men of the country, men who adopt an improved system only after they are thoroughly satisfied that it means greater efficiency and consequently greater profits.

The cost of installing Gilbert & Barker Oil Handling Equipment in your store is nominal and the saving in time, labor, and positive elimination of waste quickly pays for the installation.

For the rapid and economical handling of paint oils, varnishes, lubricating oils or kerosene, there is a Gilbert & Barker outfit just suited to your requirements, and if you are handling gasoline, remember that the G. & B. line of Pumps and Tanks is complete.

Bulletin 52 tells the story in a very comprehensive manner.

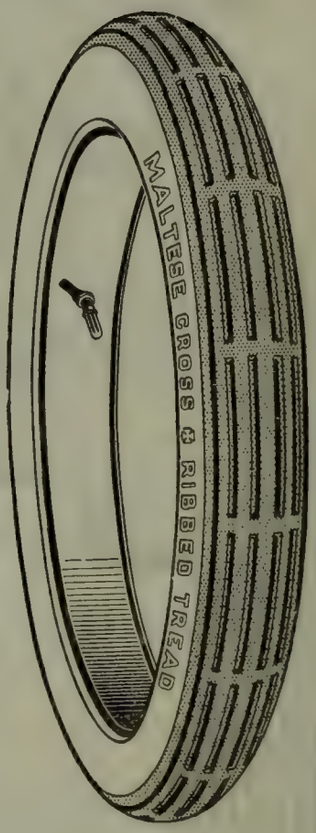
To-day is a better day than to-morrow—write.

GILBERT & BARKER MFG. COMPANY
SPRINGFIELD, MASS., U.S.A.
Canadian Distributors: IMPERIAL OIL LIMITED
Branches All Cities.



Maltese Cross
Blowout Patch

GUTTA PERCHA & RUBBER LIMITED
TRADE MARK



Hardware Men Say:--

It Pays to Sell *Good* Accessories



Maltese Cross
Talc

By giving your customers entire satisfaction you ensure a continuance of their patronage. You, Mr. Dealer, know this only too well when you stop to think it over. Why, then, take chances of losing a valuable customer by selling tires and accessories of uncertain quality, even if you do make a larger profit on that one sale. The customer who will remain loyal to your store from year to year is



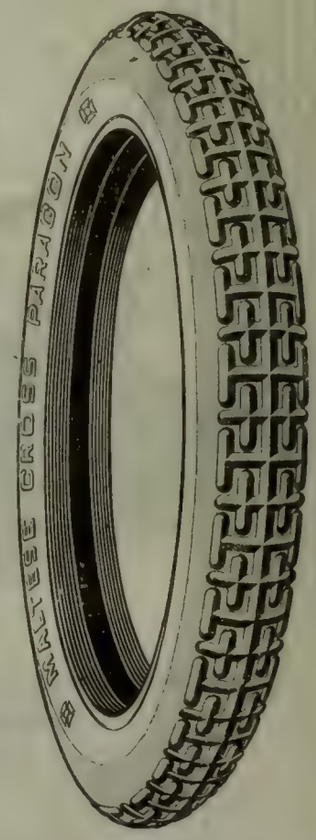
Maltese Cross Lace-on Boot

The Customer You Want

Think of a motorist's requirements for two or three years. They amount to quite a bit of business, so make sure you get it. The sure way is to sell goods of a proven quality—such as bear the mark of the Maltese Cross.



Maltese Cross Tube



Gutta Percha & Rubber, Limited

Head Office and Factory - - Toronto

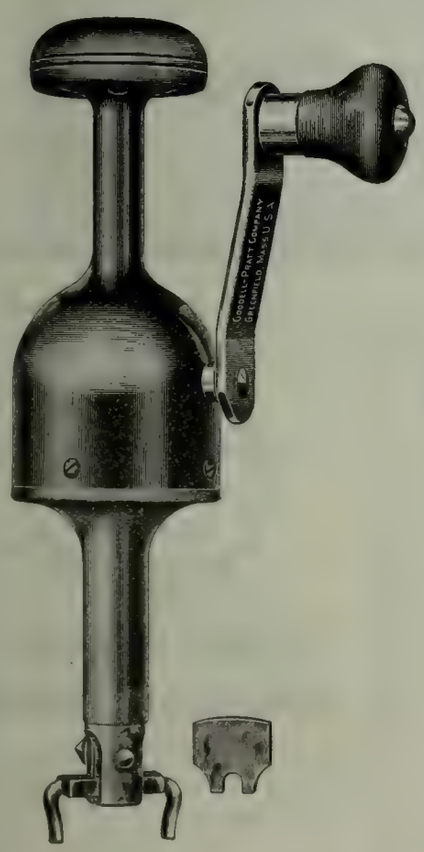
Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver, Victoria.

GOODELL-PRATT

1500 GOOD TOOLS

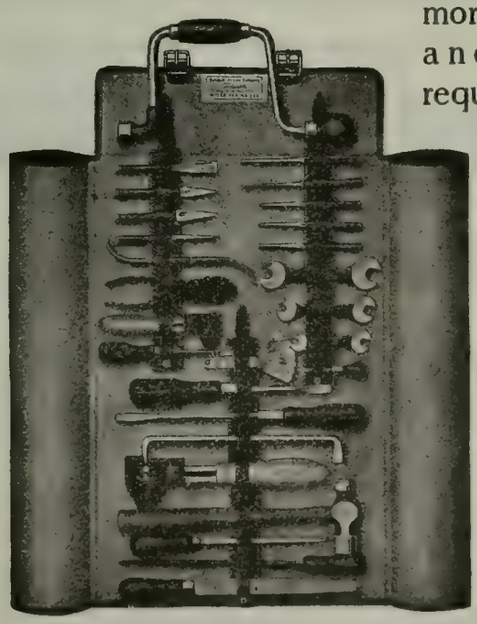
Tools For The Motorist

A Live Line for the Hardware Dealer



No. 288

Are you one of the Hardware Dealers whose foresight has prompted them to make a special department of Automobile Tools and Accessories? Motorists are looking to the hardware store more and more to obtain tools and accessories they require.



No. 599



No. 381

Goodell-Pratt Tools for the Motorist are in big demand because of their Utility, Strength, and Superior Design and Finish. Is your stock sufficiently complete to supply the requirements of your trade?

SEND FOR FREE CATALOG

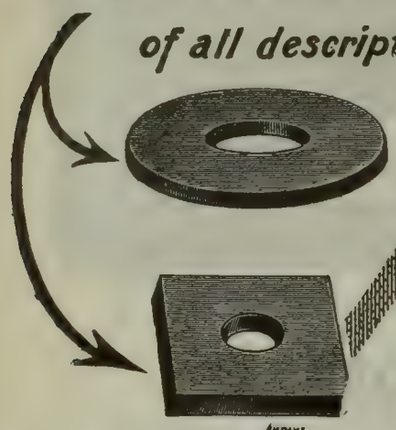
GOODELL-PRATT COMPANY

Toolsmiths

Greenfield, Mass., U.S.A.

Wrought and Steel Plate WASHERS

of all descriptions



Round & Square
Plain or
Galvanized

Annealed
Rivet Burrs,
Felloe Plates,
Sheared and
Punched Plates.
Malleable Washers
and Cast Iron Washers.

Prompt Shipment

Wrought Washer Mfg. Company
Milwaukee, Wis.

BROOMS

We are pleased to advise the trade that we can now supply our

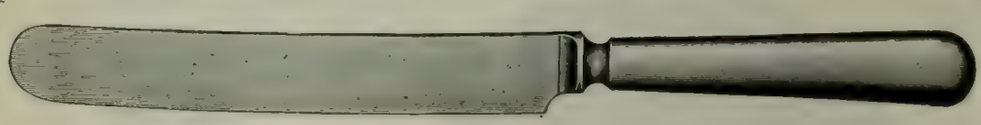
Standard Brooms

Prompt Shipment

and will be glad to book your order—*PRICES RIGHT.*

QUALITY as usual.

Walter Woods & Co.
Hamilton and Winnipeg



Pocket and Household Cutlery

Mehasco Pocket Cutlery meets every demand of Prairie life. It is especially strong in Cattle and Punch Knives. These are made from Wardlow's English steel, the best obtainable, and are absolutely guaranteed. We'll convince you on your trial order.

Hart's Hollow Handle Household Cutlery with its high quality at medium price is just the thing for every day use in the home or for restaurants. Heavily nickel plated with blades of oil tempered shear steel. They can be left in boiling water for any length of time without soaking up any of the water, and they can be put on a stone and given a real edge. They are nicely put up in half dozens, each knife and fork wrapped in tissue paper individually, not in brown paper rolls



Merchants Hardware Specialties
LIMITED
CALGARY

MEHASCO

FISHING TACKLE

TRADE MARK "MORRISCA"

This British-American symbol

is the Trade Mark of the best brand of fishing tackle made anywhere in the world.

This is a claim endorsed by fishers everywhere because of Morrisca Tackle's proved reliability.

Dealers find Morrisca Tackle the oustanding order-getter. It makes new customers and keeps the old ones.

Our new General Catalogue is now in preparation. May we put your name on our register?

Morris, Carswell & Co., Ltd.
Craftsmen in Silkworm Gut
118 Howard Street, Glasgow
Scotland :: (Wholesale only)
And at Murcia, Spain *Established 1855*



Give Your Salesmen Our Points

You get the best results from our advertising when you have your salesmen use the same points in their selling that we feature in our advertising.



Then we are working together in full accord to our mutual advantage. All Millers Falls tools carry their chief sales points on the box labels so no salesman can fail to know what they are.

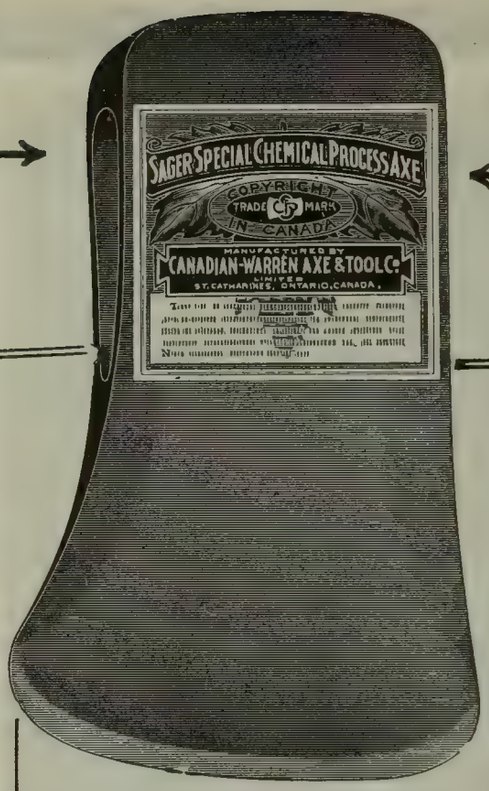
Our store selling features and sales manual "How to Sell Tools," are added helps that progressive dealers appreciate because they help mightily on getting tool selling results.

Millers Falls Co.

"Toolmakers to the Master Mechanic"

100 RIVER STREET, MILLERS FALLS, MASS.

MILLERS FALLS TOOLS



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE" LOGGING TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian-Warren Axe & Tool Co.,
LIMITED
ST. CATHARINES, ONT.



Soo Line Logging Tools

VOL-PEEK

15 Cents

Mends Holes in Pots and Pans



60 % Profit in this Line

Vol-Peek makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped.
Vol-Peek appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly.
Order a display stand to-day of 24 packages, $2.25. **Vol-Peek** is guaranteed and backed by our extensive advertising.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and operating Vol-Peek Mfg. Co.) Canada

SIMONDS

Crescent Ground CROSS-CUT SAWS

Will keep your business big, or help build it big. Goods like Simonds Crescent Ground Cross-Cut Saws bring back Satisfied Customers.



CUT 10 Per Cent More Timber

SIMONDS CANADA SAW COMPANY, LIMITED

"The Saw Makers"

St. Remi St. and Acorn Ave.
MONTREAL, QUE.

Vancouver, B.C. **St. John, N.B.**

"Morrison" Gauges

Include Recording Pressure and Temperature Gauges, Blast Pressure Gauges, Standard Test Gauges, Hydraulic, Altitude and Sprinkler Alarm Gauges, Combination Water Works Gauges, Steam, Vacuum, Locomotive and Duplex Gauges, Pyrometer Gauges, Engineers' Clocks and Revolution Counters, Pressure Gauge Testers, Pyrometers for Bakers' Ovens, Thermometers for Heating Installations, Feed Water, Flue, Gas, etc.

"J.M.T." is seen on most all Canadian Working Drawings and Specifications. You may expect frequent calls for Morrison goods.



The James Morrison Brass Mfg. Co.

Limited

93-97 Adelaide St. W., Toronto, Ontario

HOYT METALS

"A Square Deal to the Trade"

Is a part of the creed we have been living up to. It has much to do with the popularity and great demand in all kinds of industry for Hoyt Metals.

Every plant has uses for Hoyt Metal—there's a metal for every use.



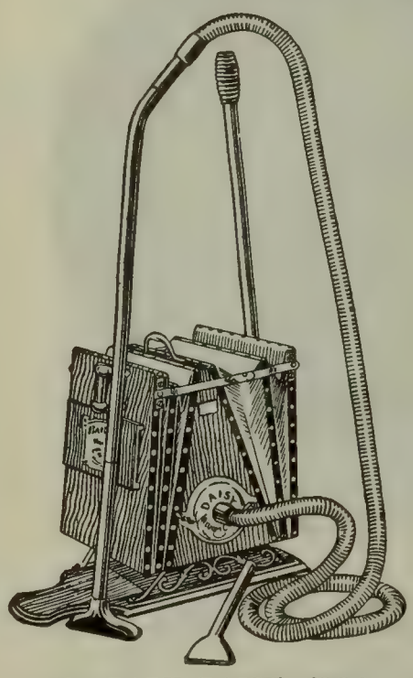
If you're not already selling Hoyt Metals there is an additional source of profit open to you.

HOYT METAL CO.,

Toronto

NEW YORK, N.Y.
ST. LOUIS, MO. LONDON, ENG.

The Daisy VACUUM CLEANER



The BABY DAISY, £5.5.0
Other sizes, £4.4.0 & £6.6.0

The LITTLE MACHINE WITH THE BIG SUCTION

Our War-time Contracts for Aeroplanes are running out and we have a number of "Baby Daisy" models going through the factory.

The supply will be limited for a while, but we can accept dated orders from shippers and overseas buyers.

The DAISY VACUUM CLEANER CO., LTD.

Lemington Rd., Gravelly Hill
BIRMINGHAM

Telegrams: "Ileklean, Birmingham." *Telephones:* 405 and 406 East. A.B.C. 5th Edition

TRADE MARK Red Devil Tools



An Old Favorite Improved

The new "Red Devil" Bolt Cutter (New easy pattern) has all the merits of the old models plus improvements which put it in a class by itself. Handles of best malleable iron, jaws forged of special tool steel.

We can make immediate shipments. Write for prices and discounts.

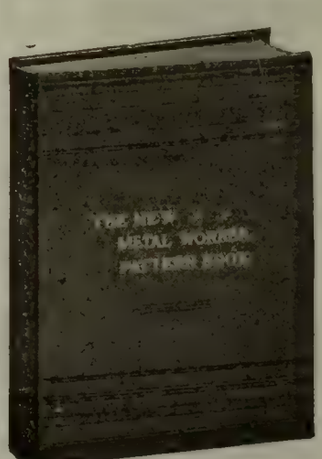
SMITH & HEMENWAY CO., INC.

89 Coit Street **Irvington, N. J.**

"Red Devil" is the Expert Mechanic's guide to Known Quality in Pliers, Electricians' Tools, Hack Saw Frames and Blades, Auger Bits, Chain Drills, and other Hand Tools, all of a class with "Red Devil" Glass Cutters, the biggest sellers in the World.

The New Metal Worker Pattern Book

This is the most elaborate and complete work that has ever been brought out for the use of sheet metal pattern cutters. It is printed from new type with a new and improved arrangement, especially convenient for reference and study. Parts of a former edition, entitled The Metal Worker Pattern Book, which have been utilized in its preparation, have been re-written and simplified and later methods embodied, 218 problems are now given, 75 of which are entirely new. A Treatise on Pattern Cutting as applied to all Branches of Sheet Metal Work. By George W. Kittredge. 430 Pages; 744 illustrations; Size, 10 x 13 inches. Cloth bound, Price now $6.00. Sent postpaid only on receipt of price.



Technical Book Department

MacLean Publishing Co., Ltd.

143-153 University Ave., Toronto



THE WAY THEY BUILD WITH

BISHOPRIC STUCCO BOARD

Two views of the hotel erected at Burlington Beach, Hamilton, Ont.

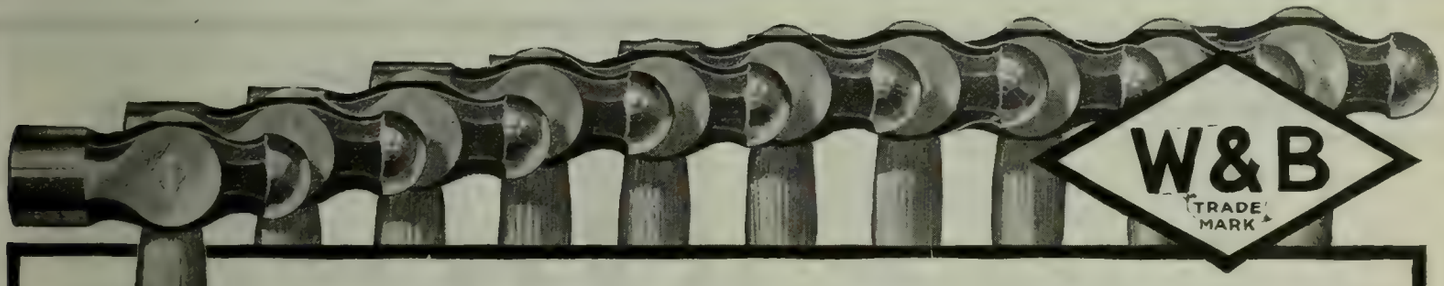
Bishopric Stucco Board was used on both interior and exterior walls—being supplied by Kent, Garvin Co., of Hamilton.

Bishopric Stucco Board makes walls that won't crack, warp or shrink—and takes the place of boarding, sheathing paper, furring strips and laths for interior plaster.

BISHOPRIC PRODUCTS are a profitable "side line" for Hardware Dealers. Write us for samples, prices and full particulars.

BISHOPRIC WALL BOARD CO.
LIMITED
OTTAWA, ONTARIO





Nothing Else Like "W & B" Quality

A machinist soon recognizes "W & B" tools as superior in quality and workmanship. Because a workman is known by the tools he uses, he invariably selects "W & B," for he knows his work is best when his tools are best.

Our line of hammers and wrenches is complete and the quality consistent with an idea sixty-five years old. The idea is—

"Make it better than anybody else can make it, put your name on it and stand by it."

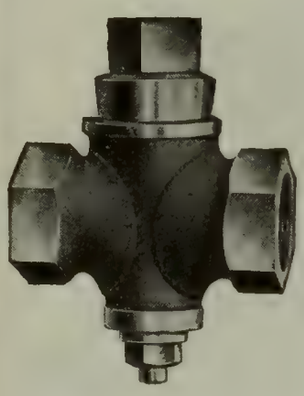
The Whitman & Barnes Manufacturing Co.
Office and Factory: St. Catharines, Ontario
European Office: 139 Queen Victoria St., London, E.C

Established 65 Years

Whitman & Barnes

TWIST DRILLS — REAMERS — WRENCHES — HAMMERS





FIVE WORKS---OVER 3,000 EMPLOYEES

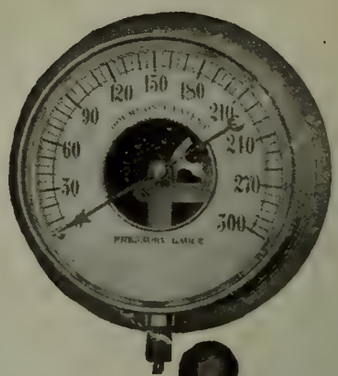
UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.

DURING THE WAR our plants were exclusively engaged on work of supreme national importance.

At the commencement of the new era we are pleased to announce that we intend to again direct our energies to the intensive production of:—

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.





"UBEL" POST-WAR SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

MENDETS

A PATENT PATCH

FOR mending Graniteware, Pots, Pans, Boilers, Kettles, Hot Water Bags, etc.

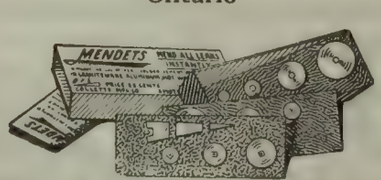
Does the work effectively. Makes old things as good as new. Reduces household expenses.

Mendets is an easy line to sell—it meets such a popular demand. Thousands are sounding its praises. There are good profits in it, too. Order a display stand from your jobber or write us direct for information and prices.

Collette Mfg. Company

Collingwood

Ontario



TIRES,

Hardware Dealers

Now is Your Opportunity to Beat the Mail Order Houses

30 x 3½ Inner Tubes	$ 1.90
30 x 3½ Plain Tires	13.10
30 x 3½ Grooved Tires	14.00
30 x 3½ Non-Skid Tires	14.65

HUNDREDS OF OTHER SIZES

BRAND NEW GOODS

Mr. Dealer, we can sell you the most complete line of automobile accessories in Canada at tremendous reductions. Write for our catalogues. Wholesale only.

CROWN CYCLE & MOTOR CO.

319 Craig St. West, MONTREAL

LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA

THERE ARE MATCHES
and E-D-D-Y'S MATCHES
WHICH DO YOU SELL ?



There's just as much difference between Matches as between people.
Some you can always rely upon.
Others are never dependable.
Eddy's Matches are like old friends.
They'll never go back on you (Never **come** back on the dealer either.)
70,000,000 of them go out daily to lend a hand in keeping things going throughout the land.
Quick turnover is the ideal of every merchant.
You need never worry about Eddy's Matches. Known from Coast to Coast, they sell themselves. Better send in your order to-day.

THE PAIL THAT PROTECTS

If you're looking for REAL fire protection, no need to go further.
The EDDY FIRE PAIL is what you want.
Made of our justly famous Indurated Fibreware, it's moulded in one piece. No hoops nor wires.
No leaking nor shrinking.
Always ready. Always right.
Made by



The E. B. Eddy Co., Limited - Hull, Canada

METALS · CHEMICALS · GLASS
B&S·H
Established 1790

We suggest to the trade that this is the advisable time to book contracts for the balance of the year on

Sheet Metal and Tinmill Products

as the mills are rapidly being filled up with tonnage. Delay in booking means slow deliveries.

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches : Toronto, Winnipeg, Vancouver, New Glasgow, N. S.

Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tinplate Co.



KEYSTONE BRAND

The Workman Knows

The workman knows the effect of a poor kalsomine or whitewash brush. Now tell him the cause—poor, uneven bristles insecurely fastened.

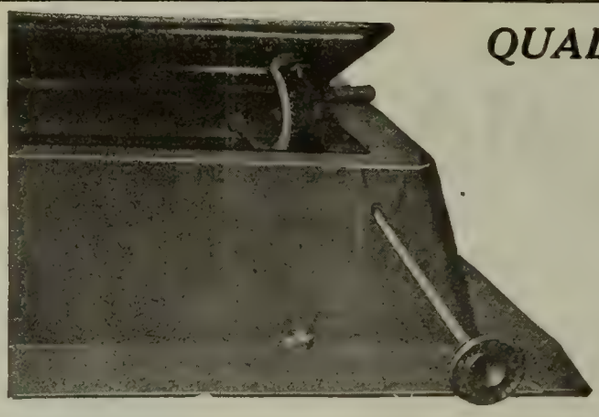
"KEYSTONE"
Kalsomine and Whitewash Brushes

are made of the best grade of bristles obtainable, and careful workmanship assures your customers of a brush which will flow the color smoothly and finish the job, unmarred by streaks or bristles shed on the surface.

For prices, etc., write

Stevens-Hepner Co., Limited
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.



QUALITY *SERVICE*

THE

Barton-Netting Co.

LIMITED

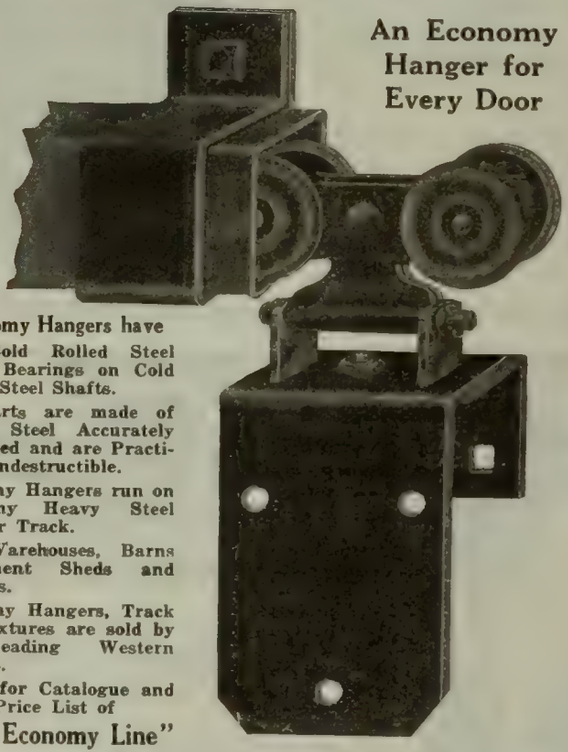
9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantels, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc.

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

ECONOMY TROLLEY ROLLER-BEARING DOOR HANGERS

An Economy Hanger for Every Door



Economy Hangers have full Cold Rolled Steel Roller Bearings on Cold Rolled Steel Shafts.

All parts are made of Heavy Steel Accurately Machined and are Practically Indestructible.

Economy Hangers run on Economy Heavy Steel Tubular Track.

For Warehouses, Barns Implement Sheds and Garages.

Economy Hangers, Track and Fixtures are sold by all leading Western Dealers.

Write for Catalogue and Price List of "The Economy Line"

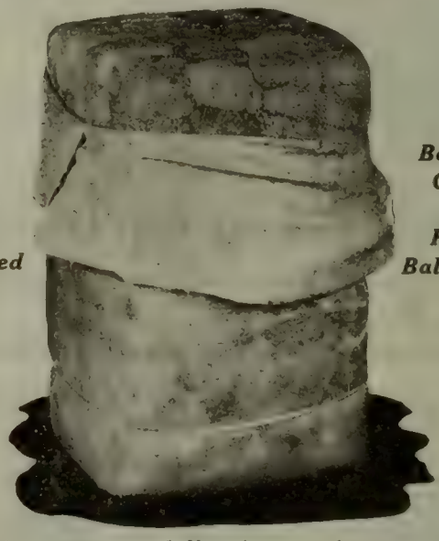
ECONOMY FOUNDRY CO., LTD.

PORTAGE LA PRAIRIE, MAN.

SPONGES

(British and West Indian)

Highest Quality Unbleached



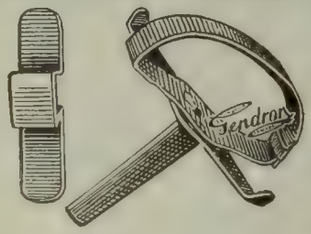
Bahama Cuban and Florida Bale Goods

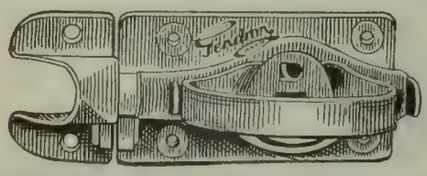
We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes in stock.

Evans & Co., Limited

(Importers and Exporters)

Coristine Building :: Montreal, Que.





A Barn Door Latch

That Customers Hunt For

Strong, durable, neat and convenient. It is easily put on any door. Has two handles to open or close from either side. Catches will hold door or gate open or closed. Enamelled finish with turned bolt. Guaranteed. A rapid, profitable seller.

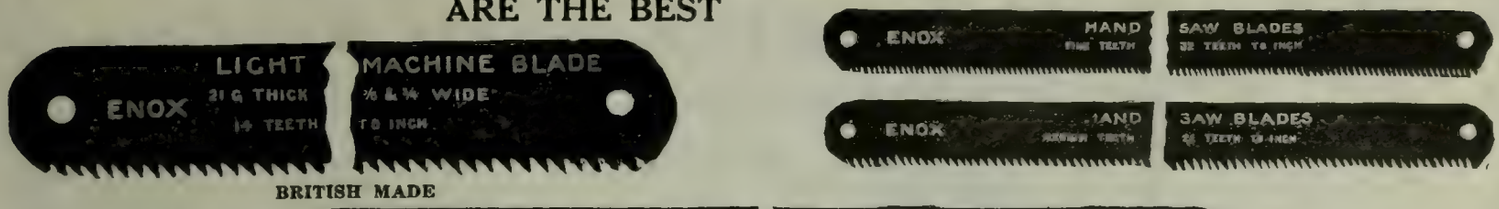
We also make velocipedes, express wagons, children's autos, toy carts and barrows, bathroom fittings and hardware. Write for prices and information on any of our lines.

The Gendron Manufacturing Company, Limited

Duchess and Ontario Streets, Toronto, Ontario

ENOX HACKSAW BLADES

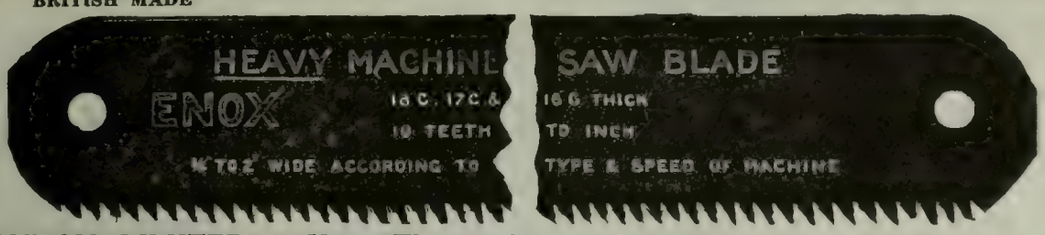
ARE THE BEST



BRITISH MADE

AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY



Liberal terms offered to firms willing to carry stocks and act as sole agents

SOLE MAKERS **FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10**

The Standard Machinery & Supplies, Limited, 261 Notre Dame St. West, Montreal.
Agents for British Columbia—The A. R. Williams Machinery Co., 495 Railway Co., 495 Railway St., Vancouver, B.C.

W. HARRIS CO., & Limited

MANUFACTURERS OF

GLUES

Flake, Ground or Sheet

Importers of

POTATO STARCH
CORN DEXTRINE

Your inquires solicited, giving name of your wholesale dealer

W. HARRIS & CO., Limited

994 Danforth Ave. TORONTO, Can.

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

E. Roy, 65½ St. Andre St., Montreal, Que. | A. S. Butchart, 26 Adelaide St. W., Toronto | C. C. Cartwright, Union Trust Bldg., Winnipeg



4 Good Reasons --READ 'EM !

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

REED'S STANDARD Asphalt Roofing

The dealer aiming to give his customers the utmost in money value can safely recommend **REED'S STANDARD ASPHALT ROOFING.** It stands the test of the roughest elements and is absolutely reliable.

Cement and nails with every roll. A time and money saver. Weight per square—1-ply, 35 lbs.; 2-ply, 45 lbs.; 3-ply, 55 lbs.

Prices and particulars will be mailed you on request.

We handle a complete line of Roofer's Supplies. Write us for prices and complete information.

G. W. REED & CO., Limited, Manufacturers

Montreal, Que.

QUALITY FIRST IN

Still's Handles

We are specialists in the manufacture of wood handles.

Quality First has always been our policy in all our products.

STILL'S HANDLES enjoy a reputation throughout the Dominion that has put them in the front rank of rapid sellers for the retailer.

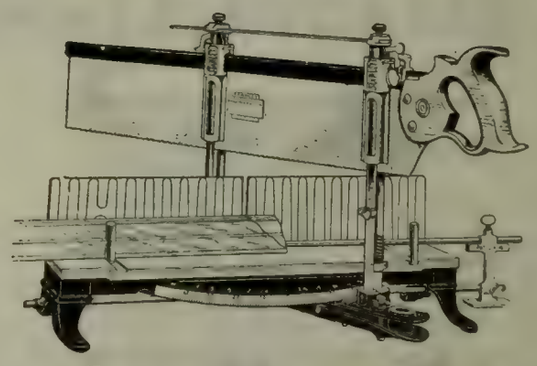
Wherever the best is in demand there **STILL'S** are sold.

More sold in Canada than any other make. **STILL'S HANDLES** are made with exacting care from high quality Canadian woods, durable and lasting to an unusual degree. Axe, Pick, Sledge and Hammer Handles, Cant, Hook and Peavie Handles. There are good profits for the dealer and an abundance of customers' satisfaction in all **STILL'S HANDLES.**

J. H. STILL MFG. COMPANY

ST. THOMAS . - ONTARIO

Stanley Tools



Stanley Mitre Boxes

MADE IN CANADA

Every mechanic that visits your store would be interested in a STANLEY MITRE BOX. They are strong, durable and accurate, and have a number of striking features that appeal to those who handle tools.

Note the Patented "Length Gauge," a new and particularly useful device.

Special circular upon request.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representatives: A. MacFarlane & Co., Ltd. Montreal, Canada.

Did You Receive Stockdale's Lectures?

HARDWARE AND METAL has reprinted an additional supply of the four Stockdale lectures, as follows:

"Many Businesses Wrecked by Details"
"How to Make Figure Facts Earn Profits"
"How to Measure the Value of Turnover"
"How to Get the Information the Customer Wants"

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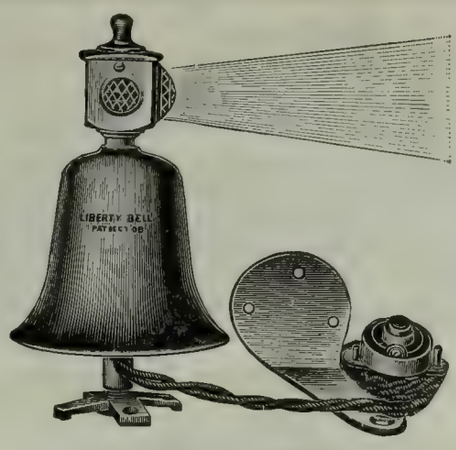
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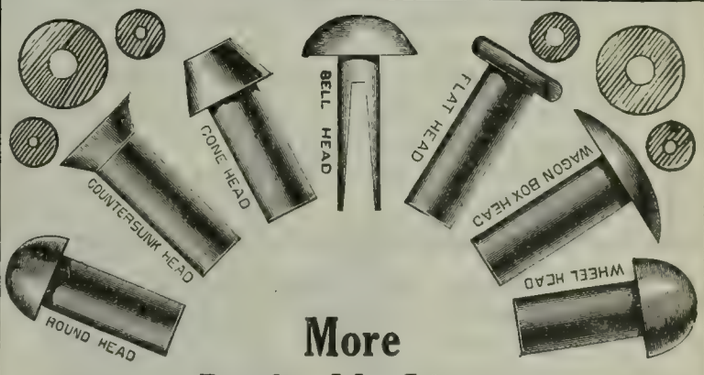
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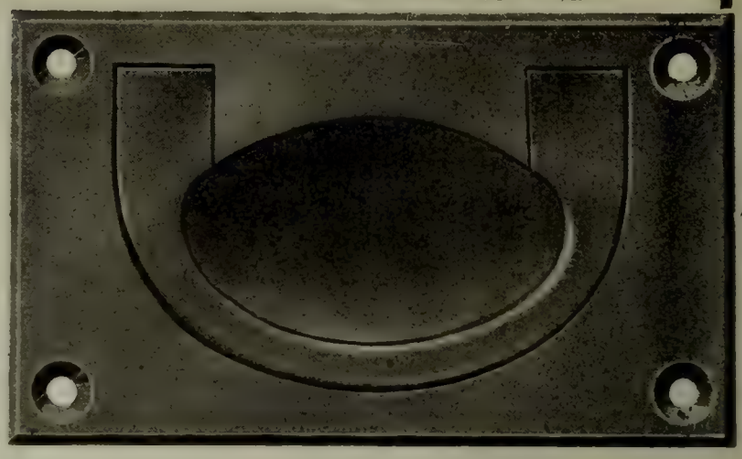
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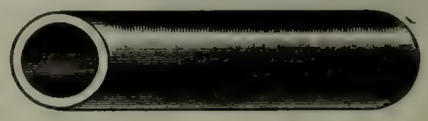
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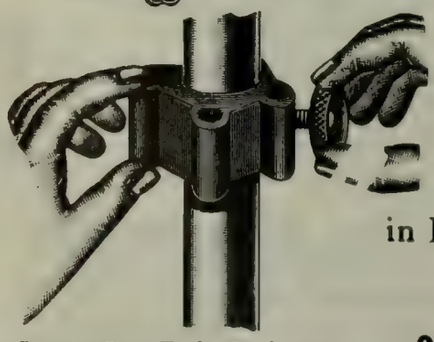
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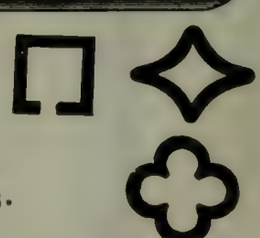


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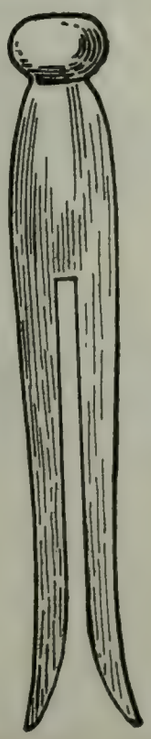
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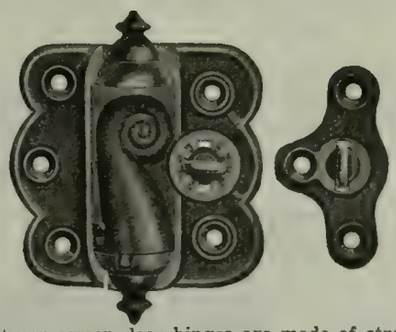
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Stephen Leacock is one of the continent's greatest humorists. "The Lecturer at Large" is one of the best humorous sketches that he has written. It is made up of what he terms "a few painful reminiscences of the platform" in the course of his lecturing up and down Canada. Get your family around you and read the sketch aloud—it's a rare treat.

Other Big Features

"A Party in the Making." By J. K. Munro. Illustrated by William Casey. An article on the political situation, giving a great deal of inside information with reference to recent developments at Ottawa.

"Solving the Problem of the Arctic." By Vilhjalmur Stefansson. The fifth instalment of his story of the five years' explorations that he conducted for the Dominion of Canada.

"The Unspoiled Country." By Harold C. Lowrey. A descriptive article of a part of Canada which is little known to Canadians generally, Temagami.

"Petite Simunde." By Arthur Beverley Baxter. Illustrated by E. J. Dinsmore. A charming romance of the war. The author will be remembered favorably for his "Mr. Craighouse of New York, Satirist."

"The Seven Blue Doves." By W. A. Fraser. Illustrated by Charles L. Wrenn. The fifth of the Bulldog Carney series and in some respects the best. It is a mystery story.

"His Majesty's Well-Beloved." By Baroness Orczy. Illustrated by C. F. Peters. The second instalment of this splendid romantic novel of the colorful era of Charles II.

The Month's Vital Question

Turn to page 34, August MACLEAN'S, and you will find timely and interesting information regarding the High Cost of Living—a problem of large proportions.

The Review of Reviews

Here are a few of the articles chosen as the best published during the past month in all magazines:—Britain Winning Supremacy of the Air; Has Japan Two Governments?; Kaiser Employed Famous Beauties; The New Triple Alliance; Mammoth Animals in Alberta.

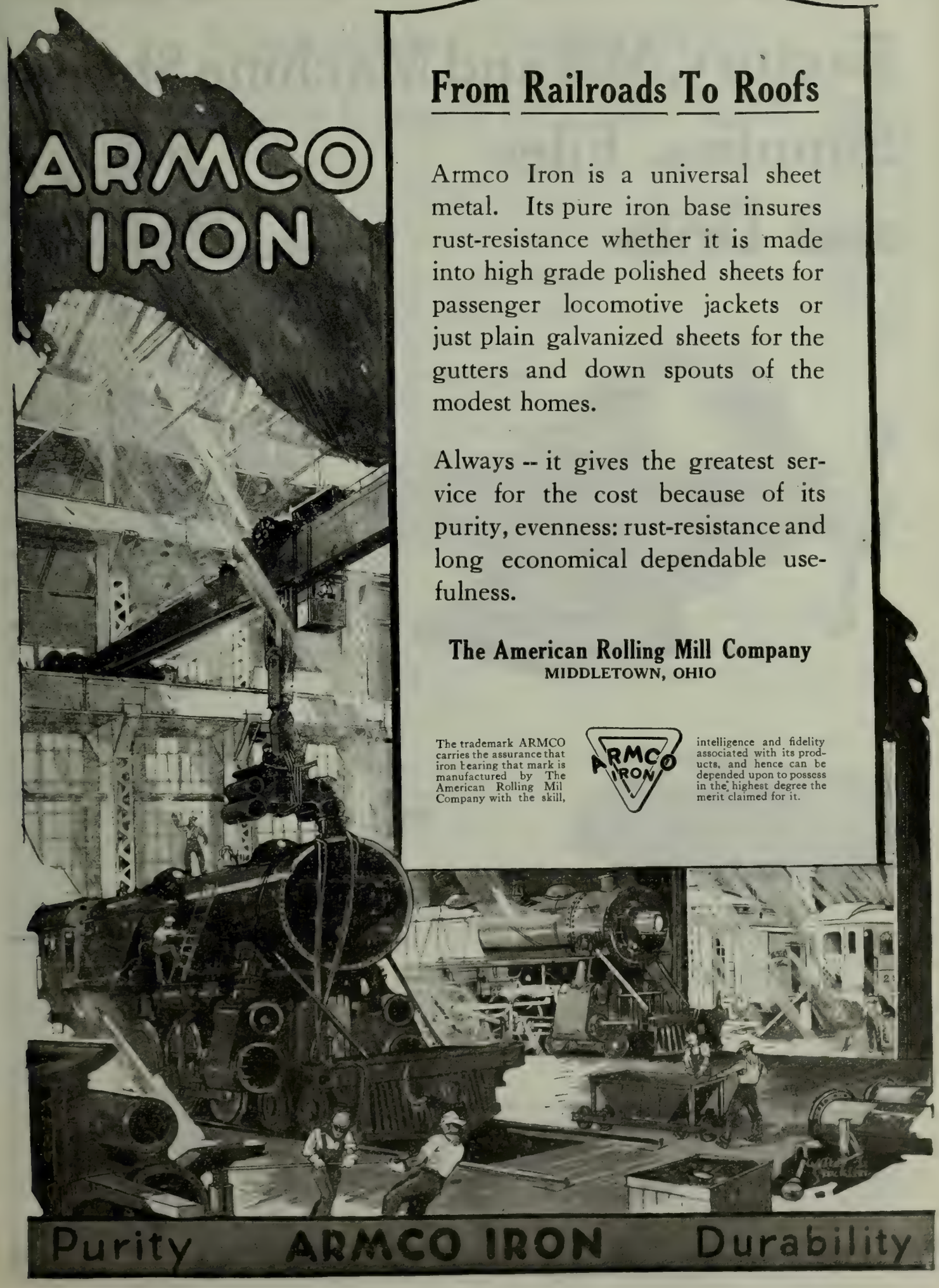
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From Railroads To Roofs

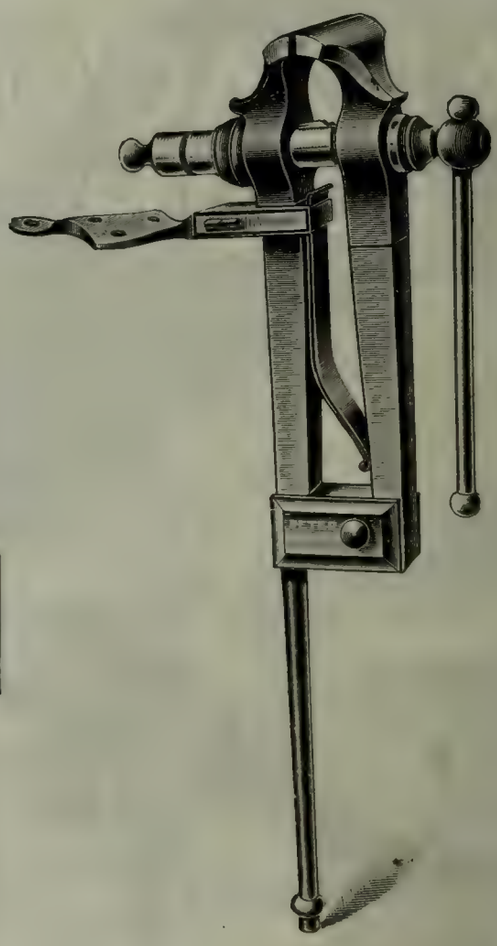
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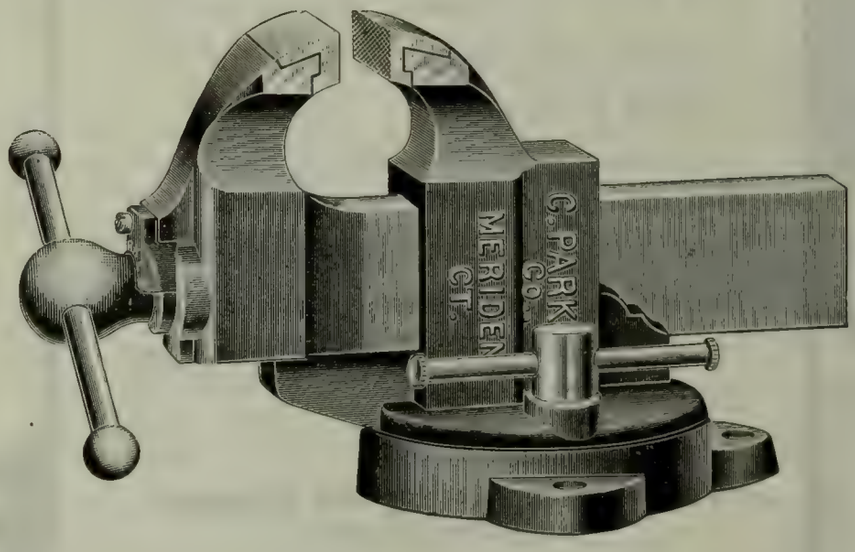
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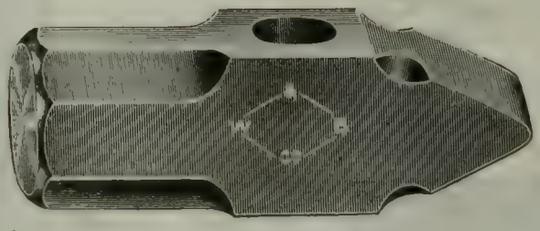
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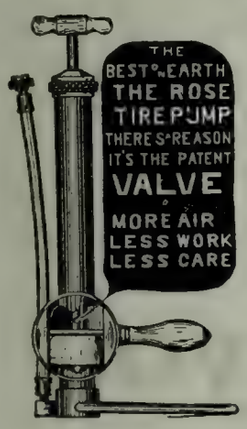
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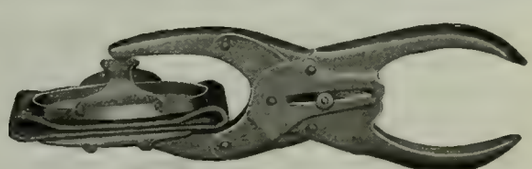
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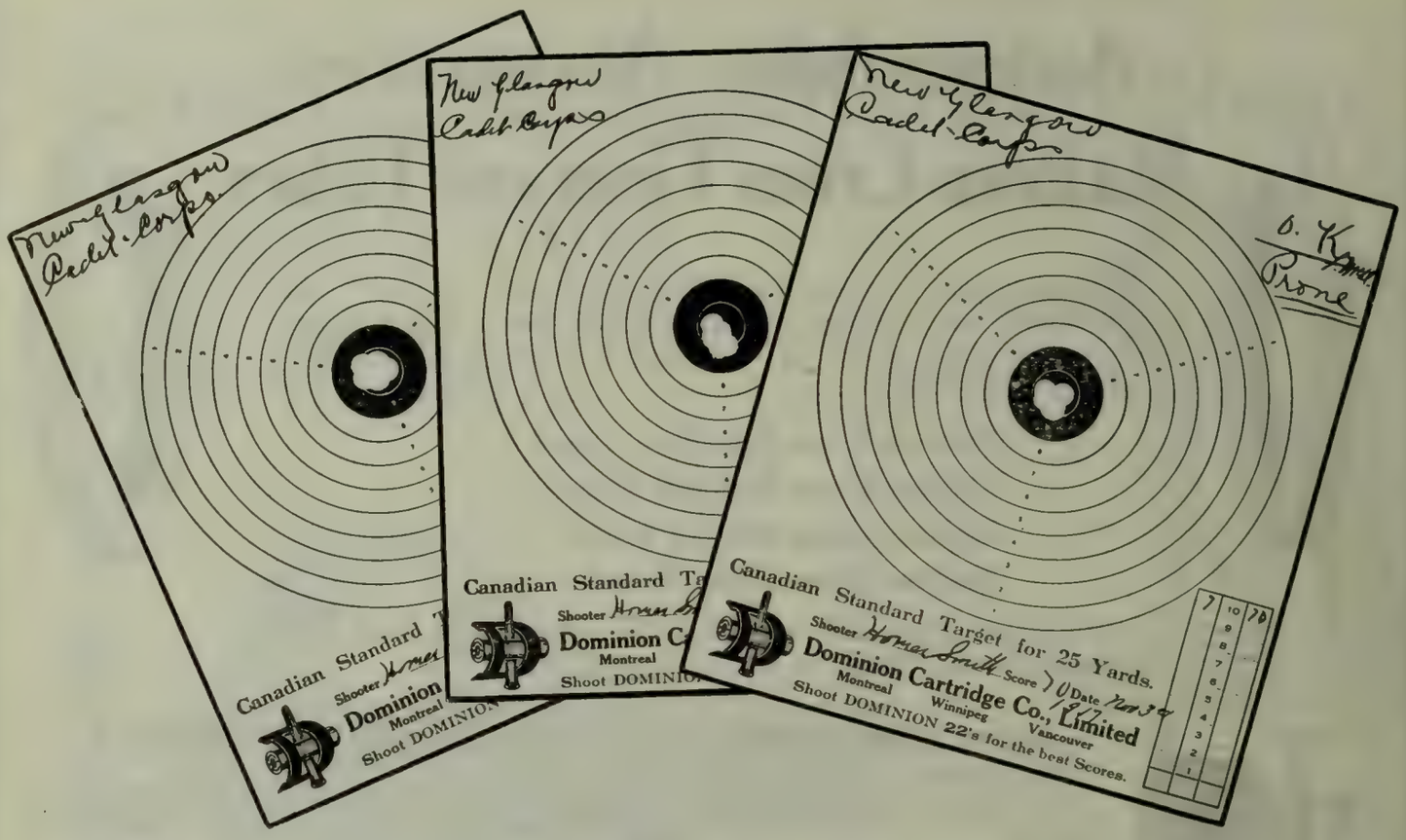


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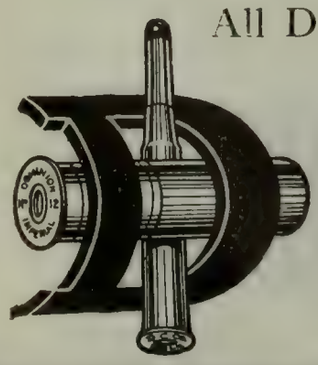


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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, AUGUST 2, 1919 No. 31

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It will soon be too late to get certain lines of goods in time for the fall trade. With business expanding, and the mills becoming filled with orders, there is bound to be a shortage in certain lines. See if our stock list cannot fill some of your requirements.

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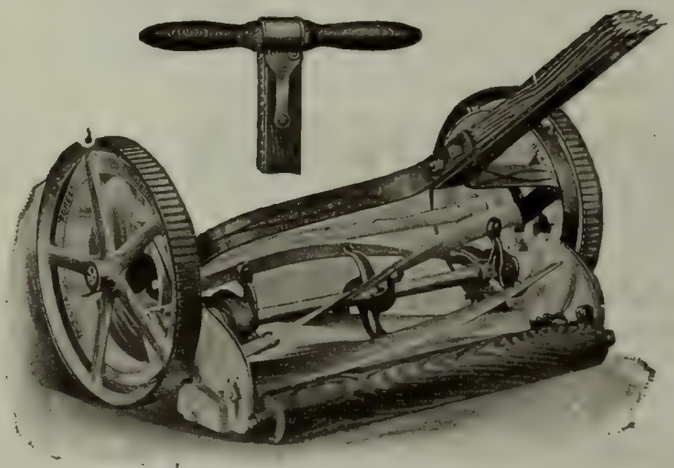
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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, AUGUST 2, 1919 No. 31

Winning the Woman's Hardware Trade

An Eastern Retailer Values This Trade Very Highly—Pays to Do Little Favors—One Big Seller is Aluminum—Trade Active During War Period.

WINSOMENESS may not enter into business as a dominating or even a necessary factor, but since the securing of a woman's trade, and the maintenance of it, once it is secured, is of compelling interest to the retailer of the twentieth century, it is worthy of note that The Chinic Hardware, of Quebec City, has made itself strong with the women of this fine old city. It is a trade to be appreciated, for women are without question coming to be large hardware buyers. It is the modern woman who dictates much of the buying,—very frequently the bulk of it.

And so, when a representative of HARDWARE AND METAL called at this store recently, it was right to the point to learn from the manager of the Chinic store, J. A. LaChance, that, among the store's patrons, the feminine customers were many and their trade bulked large in the annual turnover recorded. Generally speaking, the women's trade is a profitable one.

50 Per Cent. Women

In developing his remarks upon the extent of the trade secured from the women of Quebec, Mr. La Chance said;—"We give very careful attention to this class of trade, and our sales are made largely to women. Probably 50 per cent. of our customers are women folk."

Asked as to the character of the goods which women generally bought, Mr. La Chance said that these were of great variety. "They even will ask us for articles that no hardware store would ever carry. They seem to feel that the hardware store carries everything and there is no end to what a woman will ask for."

And this is just the idea that the store has held on to. They do not turn the women away, but cater to their wishes and if the particular goods asked for are not in stock, they are secured. The plan is one of service and by doing this woman a favor, she appreciates it and returns to the store time and time again. It has been a big feature indeed.

50 Per Cent. Increase

Recently a demonstration of aluminum ware was made by a representative sent out by the manufacturer. She represented a well-known maker of this ware, and a very desirable fact was that she spoke both French and English fluently. This was a great idea, and the demonstration was a big success, contributing in large measure to the general development of housefurnishing selling. For, in addition to knowing very perfectly how to demonstrate the ware, there was no customer to whom she was not able to address herself in a perfectly acceptable manner.

In point of sales, aluminum cooking utensils have been disposed of in increasingly large quantities since the war



Featuring one line of goods is sometimes considered of distinct value, and this photograph illustrates a display made by the Chinic Hardware Co. of Quebec City of aluminum ware. Catering to the ladies is considered good business by this progressive firm. Read their views on this subject in the accompanying article.

began. One reason for this, Mr. La Chance said, was owing to the difficulty, from time to time, of procuring a sufficient stock of high-grade enamelled ware. There was also a growing demand for the light and attractive ware that had lightness, cleanliness and practicability in its make-up. This line, it was estimated, has shown an increase in sales of 50%.

Mr. La Chance pointed out that he was particularly careful to have good salesmen. They must speak both languages, and be very well qualified to take care of the customer, and supply every want. An unfailing, courteous service was essential from each of them. "If we put on a new man, very often we have to train him over again," he stated. For he had to be a discriminating salesman.

Other Big Sellers

Mixed paint and specialties have been large sellers, and there is always a chance to interest the women in the special enamels, varnishes, etc., that are required around the house. This means the sale of brushes too, and of a score of special items from the paint stock. In this connection, Mr. La Chance stated that he considered it good policy to carry a big variety. Their experience had demonstrated this, with regard to paints, in particular.

Quebec believes in play. Witness this fact in the sale each year by the Chinic store of from 300 to 350 tennis rackets. These are of high-grade makes and there is an excellent margin of profit on these goods. And the tennis balls that are called for run into hundreds. In fact, it has not been an easy matter to secure all of these that were needed during some of the war years.

Cutlery, in spite of high price, continued to sell well right along.

Strong With Contractors

If there is one line of goods carried here, that shows completeness, it is that of shelf and builders' hardware. The latter line is particularly in evidence as a stock to be proud of. The variety is an unusually large one, and Mr. LaChance stated that this was quite justified.

There has been a big demand for English designs in door sets. These are carried in the expensive unit sets, and there has been no hesitancy in buying these at even the advanced prices attained since materials started on the upward move. "Even though prices are high," said Mr. La Chance," people will buy the best sets."

A large trade is done direct with the contractors, and as Quebec has been erecting many churches, schools, etc., there was little complaint of this department showing a big decline in the matter of sales. In fact the business in builders' hardware has kept up well, and is now expected to be even better, during reconstruction.

Gas logs and fireplace fixtures are big sellers when there is any house building, but this has been somewhat restricted for a while past.

Displays Advertising

The store has a fine pair of display windows. These are usefully employed to indicate what a fine stock is carried. They are frequently dressed. Early in April builders' hardware was being featured, the idea being to make these displays timely or even a little ahead of actual time of need. The various lines carried are tastefully arranged in the windows, and there is a splendid, whole-

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An imposing display of enamelware m ade by the Chinic Hardware Co., Quebec City, at their branch store. This firm makes a specialty of catering to the women's trade, and house furnishings of all kinds are among their biggest sellers.



Evidences are not lacking of the demand being made upon builders' hardware supplies, and dealers are keen in catering to this trade which was so curtailed during the war period. The accompanying photo shows a window display of these goods made by the Chinic Hardware Co. of Quebec City.

Works a Winning Combination

Hardware, Plumbing and Electrical Fixtures Bring Steady Business and Good Profits to Davison & McInnis of Woodstock, Ont., the Year Round—Splendid Results Obtained From Window Displays and Advertising

Based on an interview by C. E. PARSONS, of Hardware and Metal, with G. A. Davison and A. L. McInnis, of Davison & McInnis, of Woodstock, Ont.

"WE were forced into the business. People came in asking for things and we had to get the stock. Now we have got more business at times than we can handle."

This was the statement made by A. L. McInnis of Davison and McInnis, hardware and plumbing, Woodstock, Ont., to HARDWARE AND METAL in reference to the firm's trade in electrical fixtures and supplies.

"Business has been better than ever," he said, "since we are allowed to do wiring again. We soon found when we went into the electrical business that we had to carry the stock in order to get the results we wanted and make money. Our constant aim in all our business is to stock good goods and back them up by good service."

Are Kept Busy

Within a radius of ten miles around Woodstock are a number of milk factories. From these as well as from the homes of the prosperous farmers all over that section Davison and McInnis get a lot of work. "We keep six men going ten hours a day the year round," said Mr. McInnis. "We never have any slack time. Last fall things got so busy that for six weeks we closed our order book and refused to take on any more work."

The firm has two good-sized display windows and these are devoted to showing seasonable hardware lines. They are changed each week.

Have Got Results

"I cannot speak too highly of the results we get from our window displays," said Mr. McInnis. "A single instance that occurred recently is typical. We had planned a special sale to clean out some of our stock of enamelware and fixed up a window display and put in cards announcing the special. We intended to advertise it, but we never got a chance. The stuff was no sooner in the window than it commenced to move and we cleaned out every piece in a short time. As far as our advertising is concerned, however, we do quite a lot and have always had splendid results. We find it a very effective way to reach the buying public not only in the city, but in the homes all through the countryside.

Keep Them Displayed

Davison and McInnis keep their store and their windows in spotless condition. The electrical fixtures are placed right up in the front of the store and on one side just behind the show window is a display of globes and other supplies. On the same side and right near the front stands a handsome silent salesman filled with electric flashlights. Mr. McInnis says it has sold a lot of goods and that his sales in this line are growing steadily. The left side of the store at the front is devoted to a display of enamelware which makes a fine showing on specially arranged shelves.

Keep Them Displayed

Out on the floor seasonable lines are kept on display, including such goods as electric stoves, electric washers, etc.

"We have been handling electric ranges for two years," said Mr. McInnis, "and in that time we have sold seventeen. This business grows automatically once it gets started. One satisfied customer sends another. We find that this business is developing itelf nicely and prospects are good for a steady trade."



Interior view of the Davison & McInnis store at Woodstock, Ont. This firm believes in getting goods out where the people can see them, as they find this a material aid in getting "turnover," the goal of good merchandizing. A neat arrangement of harvest tools is shown at the left.

The firm some time ago commenced the repair of electrical goods of all kinds and its business in this department has grown to such an extent that now one man is kept doing nothing else.

Out on the Floor

It has been found that handling one line of goods helps the sale of another. For instance perhaps a man who is building a new house comes in to see about the plumbing and select the bathroom equipment, the heating and other equipment. While he is in the store he can see a fine display of electrical fixtures and every effort is made to interest him in this line, not only for the lighting for the bathroom, but for the whole house. If his wife is along there are electric irons, electric washers and other lines in which she is interested and many sales are made in this way.

Sell Many Ranges

Gas ranges are a big seller with Davison and McInnis.

"We have sold over 200 in two years," said Mr. McInnis.

He stated that in the farm homes around Woodstock there is a noticeable tendency towards improvement and that the farmers are good buyers and want the best and are willing to pay for it.

In connection with the plumbing end of the business the firm works along the line of replacing parts that are giving trouble, with new goods instead of trying to repair the old.

"We have found," said Mr. McInnis, "that in most cases it is bad business to try and fix up something that is not worth fixing. It only gives trouble again, perhaps the next day and then the owner is dissatisfied. I generally advise owners to put in a new part and find that they are very willing to do this when it is explained to them why it should be done and that better results will be obtained."

Should Be Remedied

Mr. McInnis brought up a point in connection with the manufacturers that is causing a good deal of discussion among various firms.

"If a manufacturer sells us an article that is supposed to be tested and guaranteed and it proves defective," he said, "why should we have to stand the expense? Take thirty gallon range boilers for instance, I have taken out more than twenty. All were supposed to have been thoroughly tested. Each defective boiler costs me over $3 to change. I think that there ought to be some protection for the dealer and that the trade ought to take this matter up. The question of the range boilers, for instance, might be taken up at the Dominion convention in Montreal in June and some action taken to protect firms like ourselves."

In Close Touch

In both the hardware, plumbing and electrical business the firm keeps in very close touch with the contractors. In this way contracts are very often obtained which practically cover a house or new factory in all lines which Davison and McInnis are prepared to figure on. By getting large orders of this kind for builders' hardware, electrical fixtures, paints, plumbing and heating and other goods they reduce their selling costs to a minimum and increase their profits automatically. This is one of the advantages to be derived from carrying on a general business of this kind as all the profits on each line are secured by the one firm. As far as Davison and McInnis are concerned they are very, very well satisfied with the merchandising end of their business and with the results that have been obtained from the combination of hardware, plumbing and electrical goods.



The store front of the Davison & McInnis store in Woodstock, Ont. Good use is made of the windows, and a very good showing of electrical fixtures is seen suspended from the ceiling of the window to the left.

WINNING THE WOMAN'S TRADE

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some arrangement within the store, the big impression being that of completeness of stock, with an unusually large variety in many lines.

The daily papers are used by the firm, and it is usually their plan to feature one line at a time in these advertisements. If builders' hardware is being featured, the space is devoted to this alone; if kitchenware or refrigerators, then the space is given to the advantages possessed by these.

HOW TO LOCATE EXPORT TRADE FOR CANADA

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trade, industry, and commerce of their area that may come under their notice.

The Trade Commissioners are also directed to furnish information in regard to tariffs, subsidies, bounties, contracts, open, or likely to be open, for tender, the opening of new industries, the extension of public works, financial and trade conditions, and other matters of commercial interest, whilst they are to report, as occasion required, on the nature and extent of foreign competition in local markets so far as it affects British trade. An important part of the work of the Trade Commissioners is to compile and furnish periodically the names of principal importers and buyers of British goods in the different localities of the area in which they act, with an indication of the classes of goods in which they deal, and also to compile an agency record in respect of firms or persons holding agencies for firms domiciled in the various parts of the British Empire and in foreign countries, supplemented by lists of firms or persons desirous of acting as agents for firms domiciled in the various parts of the British Empire. They also are to acquaint the Department of Overseas Trade with information in regard to important trade exhibitions or agricultural shows, etc., open to British exhibitors which it may be proposed to hold in their area. Special importance is attached to their obtaining and forwarding to the Board of Trade from time to time samples of:

1. Articles of foreign manufacture which may appear to be displacing British goods of a similar kind in the local markets.

2. Any new or little known natural or manufactured products of their area (such as minerals, fibre, earth, etc.) which appear likely to be of use for industrial purposes.

Canada has an extensive system of trade commissioners. It is up to the manufacturers to make use of them. The effort is well worth the making.

GOOD ROADS FOR JAPAN

The good roads movement seem to have taken a hold upon Japan, and it is reported that the city of Tokyo plans to spend over $1,000,000 on paving streets in the very near future. This would seem the opportune time for manufacturers of road-building equipment and materials to introduce their goods to the Japanese.

Many of the public works in the Dutch East Indies, which were suspended during the war owing to scarcity of materials, are being resumed, and a demand is developing for plant equipment and materials for waterworks, electric and railway undertakings, and harbor improvements.

Locating Export Trade for Canada

Things That the Canadian Manufacturer Would Do Well to Bear in Mind—Ask Specific Questions and Make Use of the Trade Commissioner's Service.

THERE are certain things that the Canadian manufacturer should bear in mind when completing his preparations for foreign trade. Attention to these will have much to do with the success or failure of any selling plans that may be contemplated. HARDWARE AND METAL, in conversation with an authority on this matter, secured considerable information that should be helpful.

In the first place the Canadian firm that is desirous of securing export business should make use of existing service provided for that purpose. Following is the correct list of representatives of the Canadian Trade Commission:

Argentine Republic—B. S. Webb, Reconquista No. 46, Beunos Aires. Cable address: Canadian.

Australia—D. H. Ross, Box 140, G.P.O. Melbourne office, Stock Exchange Bldg., Melbourne. Cable address: Canadian.

British West India Islands and British Guiana—E. H. S. Flood, Bridgetown, Barbadoes. Cable address: Canadian.

China—J. W. Ross, 13 Nanking Road, Shanghai. Cable address: Cancoma.

Cuba—J. C. Manzer, 501 and 502 Antigua Casa de Correos, Teriente Rey 11, Havana. Cable address: Cantracom.

France—Phillipe Roy, Commissioner-General, 17 and 19 Boulevard des Capucines, Paris. Cable address Stadacona.

Holland—Ph. Geleerd, Acting Trade Commissioner, Zuidblaak 26, Rotterdam. Cable address: Watermill.

Italy—W. McL. Clarke, via Carlo Cataneo 2, Milan. Cable address: Canadian.

Japan—A. E. Bryan, 53 Main Street, Yokohama. Cable address: Canadian.

Newfoundland—W. B. Nicholson, Bank of Montreal, Water Street, St. John's, Newfoundland. Cable address: Canadian.

New Zealand—W. A. Beddoe, Union Bldgs., Customs Street, Auckland. Cable address: Canadian.

Siberia—L. D. Wilgress, Suifunskava Street, 10, Vladivostok. Cable address: Canadian.

South Africa—W. J. Egan, Norwich Union Bldgs., Cape Town. Cable address: Cantracom.

United Kingdom—Harrison Watson, 73 Basinghall Street, London, E.C.2, England. Cables: Sleighing, London; J. Forsyth Smith, Acting Canadian Trade Commissioner, 87 Union Street, Glasgow. Cable address: Cantracom; J. E. Ray, 4 St. Ann's Square, Manchester. Cable address: Contracom: J. Forsyth Smith, Century Bldgs., 31 North John Street, Liverpool. Cable address: Cantracom; N. D. Johnston, Sun Bldg., Clare St., Bristol. Cable address: Canadian.

Canadian Commercial Agents:

Australia—B. Millin, Royal Exchange Bldg., Sydney, N.S.W., Australia.

British West Indies—Edgar Tripp, Port of Spain, Trinidad. Cable address: Canadian; R. H. Curry, Nassau, Bahamas.

Norway and Denmark—C. E. Sontum, Grubbegd, No. 4, Christiania, Norway. Cable address: Sontums.

Have Other Help

Recently the British Trade Commission has made arrangements so that the services of its representatives can be made to serve any part of the British Empire where a trade commission is not already located. The list of British Trade Commissioners follows:

At Headquarters

C. Hamilton Wicks, 73 Basinghall Street, London, E.C.2.

Canada

Montreal—G. T. Milne, 367 Beaver Hall Square, Montreal. Telegraphic address: Britcom.

Toronto—F. W. Field, 257-260 Confederation Life Bldg., Toronto. Telegraphic address: Toroncom.

Newfoundland—G. T. Milne.

Australia

Melbourne—S. W. B. McGregor, Commerce House, Flinders Street, Melbourne.

Trade Commissioner's Office, Royal Exchange, Sydney.

New Zealand

Wellington—R. W. Dalton, P.O. Box 369, Wellington.

South Africa

Johannesburg—W. G. Wicklam (at present c/o Trade Commissioner's Office, Cape Town).

Cape Town—J. L. Wilson-Goode, P.O. Box 1346 Norwich Union Bldgs., Cape Town.

India and Ceylon

Calcutta—T. M. Ainscough, O.B.E., McLeod Buildings, 28 Dalhousie Square, Calcutta.

Straits Settlements

Singapore—P. J. McKellen (at present stationed at headquarters).

British West Indies and British Honduras

Trinidad—A. J. Pavitt, Port of Spain, Trinidad.

Must Be Specific

Above all else inquiries sent to any of these men should be specific and very much to the point. There are letters and catalogues sent out that might just as well be dropped in the waste paper basket here as elsewhere. British firms make a practice of working their trade commissioners for all they are worth. As an instance of this, one firm communicated to the Canadian office and presented a direct list of forty-two questions, each of which required a great deal of research work. The digging up of this material took up almost two weeks, and proved to be a valuable document for the enquirer and also for the office, as it was thus enabled to be in possession of a large amount of information that had not previously been available.

Point to Remember

When writing to the Trade Commissioners remember that they may know nothing of your business; they may be strangers to your best lines. Do not trust to a catalogue and a rubber stamp letter turning the trick. Ask fo these:

Prices that are paid for similar lines in the country you wish to enter.

Competitive lines that are now on the market.

Change in the markets and marketing conditions owing to the war.

Progress made by local firms making these lines. It is important to keep this information up to date as in nearly every country an effort is being made to produce at home the lines that have been extensively imported.

Value of the market. By this we mean an estimate of the possible amount of goods likely to be purchased in the district.

Merits of the competing lines. It is very necessary to know this in detail.

Differences in the selling methods employed. This includes the important matter of credit, terms, collections, etc.

What sort of representation a firm should have. Get a list of suitable firms or importers.

Change in tariffs. In fact get all information about this matter and keep it up-to-date as frequent changes are made.

Ask for the best way to ship and pack.

Use the trade papers of the lines you want to reach if such publications are available.

The British Commission

Although Canadian firms are more vitally interested in the Canadian Trade Commissioners, it is interesting to note the scope of the work carried on by His Majesty's Trade Commissioners.

The primary duty of His Majesty's Trade Commissioners appointed in various parts of the British Empire, comprises the collection of information in regard to opportunities that may arise for securing and developing the trade of the United Kingdom and such other parts of the British Empire as may express a desire to avail themselves of the facilities afforded by the Trade Commissioner service, but it is also a part of their general duty to endeavor to promote the trade of the British Empire as a whole, within the area to which they are appointed.

Instructions are also given to Trade Commissioners to report from time to time to the Board of Trade and to the Governments of such parts of the British Empire as may invite them to do so, all matters affecting, or likely to affect, the

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What Hardware Men Are Doing

How Retailers From Coast to Coast Are Keeping Seasonable Lines Before the Buying Public—Many Dealers Featuring Electric Goods, Especially Stoves, Grills and Fans

Consumers Hardware and Supply Co., Lethbridge, Alta., features in an attractively arranged double column ad. an electric stove. A cut of the stove is shown, and the ad. reads: "This handy little electric stove (in large display type) is just the thing for hot weather. We have it in three finishes at $3.75, $4.25 and $5" (the price is also given in display type). Below this coal oil stoves are listed and then in display type: "Electric Iron Special —high grade in every respect and fully guaranteed, regular $5.50, sale price, $4.00. Only a few left. We have all such seasonable lines as refrigerators, ice cream freezers, electric fans, doors and windows, etc., all at modest prices."

* * *

The Bond Hardware Co., Ltd., Guelph, Ont., under the heading of "Summer Goods" shows an illustration of a handsome hammock and then lists the following: Couch hammocks, complete, $30; canopy, $6.50; frame, $7.50; couch only, $17; hammocks, $3.75 to $10; park seats, $1.50 to $2.75; camp chairs, $1.50, $2.00 and $2.75. All prices are given in large type and at the bottom of the ad. both the firm's phone numbers are given in display type.

* * *

The Manitoba Hardware and Lumber Co., Ltd., Virden, Man., in a three-column advertisement eight inches deep features coal oil stoves. Under the heading in display type: "Keep Up With the Times," it says. "In the old days we all used the cook stove every day, no matter how hot it was. Times have changed now and thousands of people are using coal oil for cooking, especially in hot weather. Remember it is no trouble to demonstrate and we would be pleased to operate these stoves for you." In another section of the ad. a cut is shown of a lawn mower and some descriptive talk given about the lines the firm handles. Sections are also devoted to screen doors and windows, and washing machines.

* * *

The Lawrence Hardware Co., Ltd., Halifax, N.S., leads off a double-column ad. six inches deep on refrigerators by an illustration two inches deep showing a housewife putting away a roast chicken in the ice box. In display type the ad. reads: "Cleanable one-piece refrigerators. These are lined with one piece of pure porcelain throughout, no crevices for dirt to collect or germs to breed. Easily kept snowy white and sanitary, three feet wide over four feet high. Of rich gold oak with nickel trimmings, $90—none like it on the market. Other excellent refrigerators for household use at $14, $16 and $20, as well as the Imperial lined with pure white enamel at $42."

* * *

McAvity's, St. John, N.B., in a double-column ad. feature electric grills and show an illustration of one. Under the heading of "Electric Grills" (in display) they say: "Will broil, fry, stew and toast; cook a meal for two or three persons right at the table. Four degrees of heat and unique arrangement of heating coils adds greatly to their efficiency. Cooking above and below element may be done at the same time. Thousands of these grills giving satisfactory service. Low operating cost. Complete with six feet of heating cord and plug, $11.00." (The price is given very prominently in type ¼-inch deep).

* * *

Cochrane Hardware, Limited, North Bay, Ont., advertises as follows: "Keep Cool (in display type). Come and see our complete line of electric and labor-saving appliances. Winter's cold in summer's heat. Electric irons, $4 to $6; electric toasters, $5 to $8; electric grills, $8 to $11; electric hot plates, $5 to $11; electric percolators, $12 to $25; electric fans, $8.50; vacuum cleaners, $48. Also see our —— Electric Washing Machine. Fifty users in North Bay alone. Sold on its merits, $85."

* * *

T. W. Lewis, Qu'Appelle, Saskatchewan, in a double-column advertisement, under the heading of "Auto Accessories," lists the following: Tire gauges, spark plugs, Ford robe rails, tire covers, all sizes; top dressing; oil, medium and heavy; tires, blow-out patches, tire chains, patching rubber, fan belts; spark plugs, shock absorbers, carbon remover; auto enamel, priming cups, Ford cylinder head gaskets, Chevrolet cylinder head gaskets, tire pumps, radiator compound. No prices are given of any of the lines listed. There are no illustrations in this ad.

* * *

Carter Bros., Picton, Ont., in a double-column ad., under the heading of, "We Are Not Alarmist" (in display) say: "But we study the hardware markets and hope to save you money by advising immediate purchase of any of your needs. Prices are still going higher, due chiefly to labor that is demanding and receiving so much. Example—pure linseed oil that we sell to-day for $2.76 is to-day in Montreal, $3.15. Nearly every other line of hardware is following upward. Our prices will not be advanced while our present, large, well-bought stock lasts. We sell quality hardware for every purpose, at prices marked in plain figures, which are lower because of our larger turnover."

* * *

Chas. W. Mullett, Bancroft, Ont., says, in large type at the top of a two-column advertisement: "When You Need Tires or Other Accessories, Think of Us. We carry a full line of popular auto accessories and can quote you prices as low as any of the big auto supply houses. Let us tell you how you can make your car look like new with our auto enamel. You can apply it yourself and it dries quickly, giving a finish that any professional would be proud of."

* * *

Jackson & Co., Gore Bay, Ont., use a space two columns wide and 12 inches deep to tell about their "Harvesting Tools." They say: "We carry a good supply of tools and accessories necessary for the hay harvest, hay forks and hay fork ropes, barn door tracks and barn tracks and cars. We always carry a good supply of motor oil and greases. Good selection of graniteware and tinware. We have the —— mop. See our stock." In this ad. no prices are given. Illustrations are shown of a preserving kettle and granite pail, and also of a floor mop.

* * *

J. H. Ashdown Hardware Co., Ltd., Winnipeg, in a four-column ad. five inches deep, surrounded by a five-line border, feature "Electric Toaster Stoves." In a section at the left of the ad., set off by a single line border three inches square, is shown one of the stoves, and in big display type beneath: "Special, $2.50." Under the heading in large display type: "Electric Toaster Stoves Special, $2.50," the firm says: "Just about the handiest little electric stove made—and at such a small price—no need to be without one—order it to-day—it's exceptional value. Can be used for boiling, frying or toasting, and is complete with cord."

Overseas Trade Expansion Will Come

Senior British Trade Commission in Canada Outlines Important Views on Future Trade Developments as Between Great Britain and the Dominions — Education and Publicity Are Essential

THAT there will be a great expansion in trade relations as between Great Britain and Canada is the opinion of G. T. Milne, senior Trade Commissioner of His Majesty's Government in Canada. In an interview with HARDWARE AND METAL this week Mr. Milne pointed out that, while there has not been the expansion as yet which is so much to be desired, this will come in due course. There have been conditions in the Motherland to cope with which have made it essential to deal with these problems, and some of which are still unsolved, but there will be a solution of difficulties in due course and with inter-Empire preferential trade arrangements already assured, actual trade expansion with the Empire will come. There is abundant reason to hope for greater strides being made than ever before, and many considerations must be weighed and plans more fully developed.

Details to be Announced

There has been considerable anxiety in some quarters with regard to definite commitments by the British Government as to just what the preferential arrangements for the development of overseas trade will be, Mr. Milne pointed out. In view of the far-reaching effects, it has probably been considered essential to make no mention of a definite character regarding the details of trade development. The reasons for this are obvious. Some countries are in a position to reach out at this time for greater trade, and it would appear that they are in some instances getting a firm hold on new trade in various parts of the world. In the meantime, some writers have asserted that Great Britain was losing ground and that her trade would be measurably lost if she did not aggressively pursue a foreign trade policy.

Just at the present time there are many problems at home, but, aside from these the assurance of ratification of the great peace treaty by the signatory powers, and particularly the Great Powers, is of great moment. Great Britain, always aware of the necessity of knowing her ground well, is taking no chances. She will make sure that the treaty is accepted and approved by the various Governments. So soon as this is accomplished she can, and Mr. Milne thinks she then will, make due and definite announcement as to the details of her trade policy. It may be a little while in coming, but the announcements anticipated when the above agreements are effected, will be important. Something definite, as bearing on this point, will be forthcoming before very long, it is expected.

Great Scope Possible

Asked as to the possibilities for increased trade, and as to whether the development possible would be in agricultural or in manufactured goods, Mr. Milne expressed his conviction that there would be opportunities for manufacturers. "Already," he said, "there is a great deal of movement in manufactured goods going from Canada, and this will increase. There are many goods made in Canada which will find a ready market in the Old Country."

It is largely up to the manufacturers themselves, and Mr. Milne is an advocate of "sales organization." In this connection the Senior Trade Commissioner has been advising his home Government of possibilities of trade with Canada. He has made a study of the trend of buying here and of the probable requirements of Canadians in the matter of manufactured products. It will therefore be quite in order to quote from a recent commitment by Mr. Milne, and in which some interesting observations are set forth.

Demands to be Large

"The extent to which future demand for imported goods seems likely to be reduced," said Mr. Milne, "owing to increased prices, or to the substitution of goods of local manufacture, is a matter difficult to determine owing to conditions varying in different trades, but it may be safely said that while in Canada, as in the United Kingdom, some lines of manufacture have been expanded and others entirely new started during the war period, there will still be a large volume of commodities of various kinds imported into the Dominion, and that, in particular, goods of British manufacture will be in considerable demand.

"The place of sentiment in international commercial relations is, under normal conditions, regarded as being unimportant. The importer buys where he can do so to the most advantage, price being the determining factor. Too often quality considerations are subordinated to those of price, but the world situation created by the war has, to some extent, modified this attitude, and there is in evidence in Canada to-day a strong desire on the part of traders and consumers alike to knit more closely the commercial relations existent between the Dominion and the Mother Country.

"The Canadian public recognizes that the educative influence of the war on British industrial production has been considerable. The productive capacity of the mills and factories of the United Kingdom having been increased, it is urged that the best means for strengthening the commercial relations of the United Kingdom and Canada is for the British manufacturer to adopt more aggressive and intensive methods in selling his products.

The Geographical Factor

"The assumption appears to be dominant in certain quarters in the United Kingdom that the handicap which Britain suffers in competition with the United States, owing to the proximity of the latter to Canada, is so great that it cannot be overcome, and that efforts to increase the volume of British exports to Canada are largely wasted. This assumption is not considered by persons well versed in Canadian trade matters to be well founded.

Organization of Sales

"The somewhat passive attitude of British industrial producers in regard to the marketing of their commodities should, it is considered, give place to the adoption by them of an active constructive policy. An ordered systematic study of the absorption capacity of the market should be made before deciding the form of selling organization. This preliminary step having been taken, the best method of organizing sales will naturally suggest itself. For large and important lines of trade, nothing short of a branch establishment carrying ample stocks and engaged solely in their distribution will meet the case. In the case of smaller and less important lines of trade, some form of co-operation between firms engaged in the manufacture of commodities, which are in some degrees allied to but which do not clash with other lines, suggests itself as an effective method of dealing with this market. In this case also, however, thorough investigation of the possibilities of the market by someone with, if possible, some previous experience of Canadian conditions should be regarded as an indispensable precedent to further action.

"The experience of British firms shipping stocks on consignment have in some instances been unfortunate in the past. This has been due in some degree to carelessness on the part of the consignor firm. Trust has been misplaced with resultant loss. If the consignor principal firm is satisfied that the consignee agent has the requisite knowledge and experience in a given line of trade, but it is doubtful of his financial stability, the most satisfactory method of overcoming this difficulty is to arrange for the consignee firm to give a guarantee bond, as is done in the case of employees of corporations. This, it is stated, is done to some extent between Consignor

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EDITORIAL COMMENT

CANADA'S EXPORT TRADE

FACTORIES all over Canada are busy handling export business. This was expected. It was well known that the markets of the world were bare after nearly five years of war and that many of the European firms who formerly sent their goods around the world would not be able to even look after their home needs for some time. With increased factory production in Canada and a rich supply of raw materials to draw from it was only to be expected that dealers all over the world would turn to Canada. Their queries have been coming in thousands. They are still coming in thousands. Every mail brings letters asking for prices and goods from all parts of the globe. Naturally a great deal of business has developed and it is with keen satisfaction that many Canadian manufacturers are getting repeat orders, showing that their goods are not only satisfactory, but that they can compete in the markets of the world against others. Dealers in distant lands who are in need of goods will do well to get in touch with Canadian business houses and give them a chance to quote on their needs. In this issue of HARDWARE AND METAL will be found a large number of names of firms prepared to supply high quality goods at reasonable prices and make prompt shipment. These firms are worth getting in touch with and by giving them a chance to figure on their requirements dealers in various parts of the world may establish a relationship that will be mutually profitable not only now but in the years to come.

OIL BURNING EQUIPMENT

MANY hardware dealers have had unusually fine sales of oil stoves this summer. This was due not alone to the fact that it was an exceptionally long and exceptionally hot season. There is another big factor in the matter. In the minds of the public there has grown up a desire to get away if possible from the danger of coal shortages. Last winter and the winter before saw enormous sales of oil heaters and hardware dealers all over the country handled them in numbers such as they had never turned over before. This winter with a coal shortage imminent they are expecting another big call for the oil equipment. Oil is being used more and more instead of coal and wood, in stoves and ranges and it is stated that there is a steadily growing demand for equipment of this kind. Oil is being used on many of the big liners purely as a measure of economy. All this development is worth watching and is of special interest to hardware dealers. If oil is displacing coal and wood in the summer why not in the winter? If householders find that oil for domestic fuel is better and cheaper or even as cheap as coal they will probably quickly shift to oil. Oil certainly has the advantage of being more convenient than coal and at times may be procured a great deal easier. Many retailers are looking forward to a development in not only their oil business, but in the handling of oil-burning equipment. The stoves and heaters they have sent out so far, they state, have given every satisfaction and many inquiries are being made from people who would like to use oil in winter as well as in summer. This is a field which may be well worth developing.

HOUSING DIFFICULTIES

NOW that many of the Ontario municipalities have called for tenders under the Housing Commission's plans some interesting developments are taking place. In a great number of cases it is found that the tenders are high. Many of them are so high that the local housing committees are endeavoring to get local contractors and in some cases outside contractors to figure. Others are trying to revise their plans. This whole situation is interesting in that it reflects the advances that have taken place in prices. When many of these housing plans were formulated, not long after the armistice was signed, there was a general impression in the minds of the public that prices were going to come down. Many of the figures in connection with the plans were based on prices prevailing early in the year. Six months has seen a lot of changes in prices but as far as building materials is concerned they have been upward and not downward. This is one reason why the housing committees are getting figures that are so far in excess of their estimates. Not only have commodities such as lumber, brick, hardware, glass, etc., advanced, but wages are higher and working days shorter. There are new conditions also which were not considered when the plans and estimates for the dwellings were secured. It is questionable if the efforts of the committees to lessen the cost of the dwellings is advisable and hardwaremen might do

well to use all their influence against any move of this kind. As the houses stand they were designed to meet reasonable demands at the lowest possible cost. Any further paring is likely to result not only in really "cheap" houses being erected, but in the building of dwellings which in five years or even less will look just as cheap as they are and will be unsatisfactory to their owners and unsaleable. According to one report in a daily paper regarding some dwellings which were gone ahead with, "The cheap design and the cheap materials used seem to be the one great cause of comment. One returned veteran points out that the sides are being stained only where the specifications call for two coats of linseed oil." This is merely a comment before the buildings are finished. What will be said after the houses have faced the wear and tear of five summers and winters? Hardwaremen can do a lot to check troubles of this kind by standing out now for the erection of good homes and no skimping of materials to slightly lessen the cost.

SPEEDING UP TURNOVER

IT is rather interesting to note that a great many of the hardware dealers who have discussed with HARDWARE AND METAL recently the ways and means by which they have been increasing their turnover invariably mention the value of display tables, interior store displays and their show windows. It is a simple truth, but one that is sometimes lost sight of by some retailers, that display is one of the very first requisites of successful selling. Dealers who keep a careful track of sales frequently note that if a line is not moving as fast as they would like it is because they have not been showing it enough. Sometimes a dealer finds that all the goods he had on display in some particular line are sold and that he is not selling more because the rest of his stock is packed away in boxes or is hidden away somewhere in drawers. The average customer who comes into a store cannot reasonably be expected to make his maximum purchases of articles he does not see. Conversely, and the statements of many dealers prove this, customers who came in with the intention of buying only one article, take home half a dozen because they see displayed here and there about the store things they need. It never pays to have goods that people want, and will buy if they see, hidden away, gathering dust. The merchants who are making the biggest turnovers are those who keep their windows full of attractive displays and their stores arranged so that everywhere a buyer goes he will find something of interest. One sure way of increasing the interest in any article shown either in store or window is to attach to it a neat tag or cadr showing the price. This is perhaps the thing the average buyer is most vitally interested in and certainly the first thing he asks himself about it. It is a simple thing to let everybody that sees the goods know how much you are asking for them and it will pay well.

YOU CAN'T BE TOO CAREFUL

THAT there is a whole lot of truth in the claim of fire chiefs that ninety per cent. of the fires start through carelessness is brought home to hardware men by two cases which have recently occurred in hardware stores. In one instance, the hardware man and an assistant were pouring roofing paint from a barrel and a match was lighted to see if the paint was all out. An explosion followed in which the hardware man and his assistant were painfully burned and the oil house practically destroyed by fire. In another case which happened only recently, a hardware store in an Ontario town narrowly escaped being destroyed. It was found later that a couple of small boys had got some matches and finding some rubbish in the rear of the hardware store set fire to it. The flames worked their way through a cellar window and when the employees of the store smelled smoke and investigated were burning briskly within a few feet of a large oil tank in the cellar. Five minutes more and a blaze would have been in progress which would probably have swept the whole store. It is in just the simple ways mentioned above and by others just as trivial that fires start which cost Ontario many millions of dollars every year. Losses of this kind are absolute waste and are preventable through a little care. In the first case mentioned above the use of a flashlight would have prevented any possibility of fire or explosion.

It can be said in the second instance the hardware man was to blame for allowing rubbish to accumulate, especially in the rear of his store. This has been a prolific source of fires, many of them bad ones. Carelessness with matches, not only in the hands of children, but of others has been responsible for losses which run into hundreds of thousands of dollars annually. The authorities estimate that probably twenty per cent. of the fires to which they are called start from matches carelessly thrown away or from cigar stubs or cigarettes dropped or thrown away without any regard as to where they may fall.

ADVERTISING BUILDS

ADVERTISING builds sales. Backed by good store service, it wins permanent customers. It pays best only when customers come time and again. Merchants know this, and they know that their advertisements must be truthful before they can win permanent trade.

Five Points in Window Dressing

Sales Punch in a Display is Equal in Importance to the Other Four Combined—Things to Keep in Mind When You Are Dressing Your Windows — Good Window Displays Have Real Value in Dollars and Cents.

WHILE there are five big points to be considered in connection with a window display, there is one point which, in itself, is equal in importance to the other four. The features of a display upon which its value may be based are first of all its selling force. Then in order come its display value, its advertising worth, its originality, and last, its artistic effect. A great many window trimmers centre their efforts on the last point, losing sight to a great extent of the fact that it is not how pretty or how striking a window looks, but how much goods it will sell that determines its value. There are scores of windows which people will stop to look at because they are artistic, or because they contain something striking. That is as far as the value of the window goes. The people merely stop and look in and never once think of going into the store and making a purchase.

Makes Them Buy

It is the window that sends them into the store with the desire to buy that keeps the cash register playing tunes and makes the profits grow. Considered from an analytical standpoint, the features outlined about on the basis of one hundred points might be classified as follows: selling force 50 points; display value 15 points; advertising worth 15 points; originality ten points, and artistry 10 points. Some merchants would give the selling force of the window even a higher percentage and reduce the allotment given to artistic effect.

Certain it is that selling value is the big thing to keep in mind when arranging a display. The best result is obtained when maximum selling value is combined with each of the other features.

Is Important, Too

Unquestionably display and selling force go hand in hand. Goods well displayed are, it is often said, half sold, but the display must be a timely one. A great deal of its value consists in being seasonable. One reason why some merchants get much greater results than others from window displays is that they always pay the most particular attention to keeping their windows seasonable. A hardware dealer who put in a window full of hockey skates in July would not expect to sell very many, for the simple reason that people could not use them at the time. Very few dealers would do this, but a great many of them do not draw the line sharply enough in regard to seasonable lines. Often because they are busy they leave goods in for two or three weeks longer than they should be in, and firms who do this are losing real money because an attractively-arranged show window has a definite value in dollars and cents and will pay splendid returns according to whether it is kept up to the minute or not.

Don't Forget This

Never forget that with the great mass of the buying public your store windows reflect your store, and the service that may be expected from it. They have a distinct advertising value in this way. It is seldom indeed that unclean, poorly decorated windows are seen in a store where good service may be had. People are quick to find out all these things and to talk about them, just as they will go home and say they saw this or that article downtown in Smith's window, especially if it is some new line or up-to-the-minute feature. Just as surely they will remark, if some goods are mentioned and another store is named, "Oh, that chap won't have it, he never has anything in his windows that is new!" Can a firm have a worse advertisement than scores, perhaps hundreds of people talking this way about it? On the other hand it will get a great amount of advertising of the right kind from windows that are kept well dressed, clean and attractive.

May Be Inexpensive

To be effective a window display does not necessarily have to cost a lot of money. Some of the very best "pullers" are extremely simple and inexpensive. If the display is timely the goods move quickly when placed on display. Firm after firm from coast to coast can testify to the very excellent results obtained from simply-arranged windows which they filled with seasonable goods.

One of the most important matters in connection with any display is to give all prices plainly. This is the first thing that everyone wants to know. The woman on her way downtown whose eye is caught by your window will in a great many cases pass on again unless she sees prices. The same thing applies to the thousand and one people who stop to look in. If you have good goods and do not let them know how much they are, a very large percentage of people will conclude, without ever taking the trouble to walk into the store and find out, that the things are expensive.

Is Easily Arranged

It is a simple matter to attach a price card. Then there is no possibility of misunderstanding. Many firms go even further. They have neat little cards on which not only prices are printed in very plain figures, but the firm name as well. They say that this undoubtedly has a value in impressing their store and their goods in the minds of the buying public. Some firms go even a step further, especially when they are showing new electrical lines or goods with which the general public may not be familiar. They attach a card stating what the article is, its price, and the firm name. This is only a little service but it is one that has helped sell a lot of goods. A great deal of originality is often shown in designing these cards and also in arranging the displays.

This is a Test

Arranging displays is where the taste of the window trimmer reveals itself. Some window dressers can put a "pull" into a display by following out a few ideas of their own that other men could not accomplish with the help of elaborate fittings and expensive equipment. Originality counts in a case of this kind. One thing that many of the best firms always do is, when making a "drive" on some advertised line of merchandise, to display the advertising matter which is furnished by the firm. This can usually be worked into a display in such a manner as to have not only a sales value but an artistic and display value.

Don't Scatter Efforts

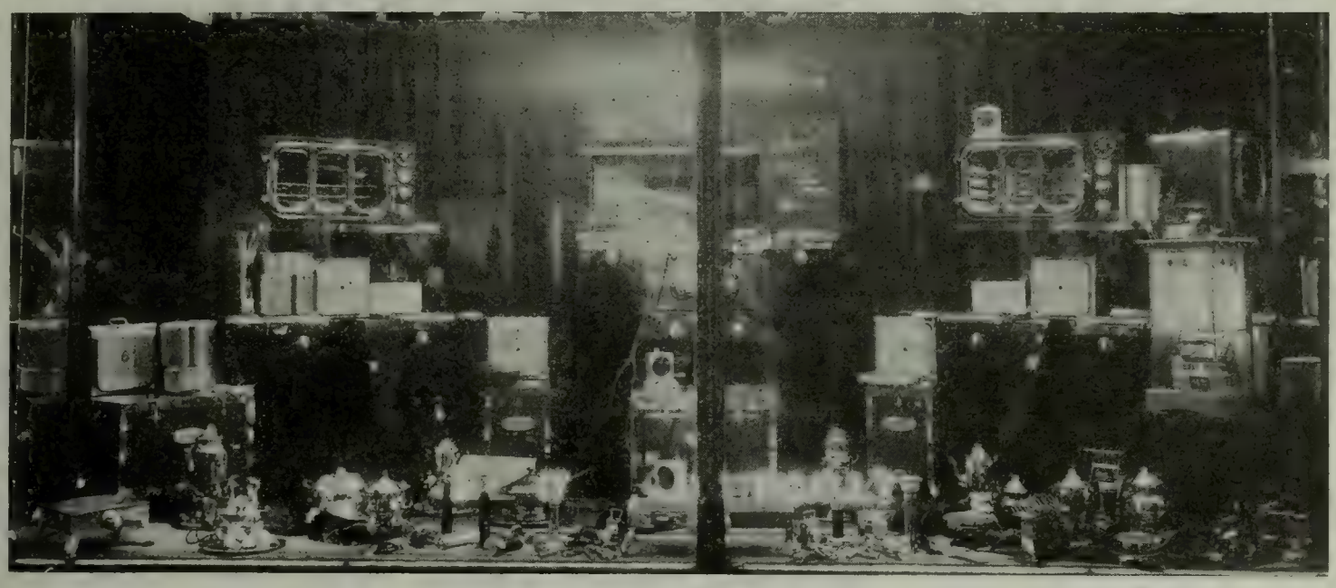
It is usually found good business to centre a display on one line rather than to fill a window up with half a dozen different lines. For instance, a display of kitchenware, or of tools or of paints will make more sales than a window in which an effort is made to show all three. The effect seems to be to distract the prospective buyer's attention from any one of the lines it is desired to sell with the result that none are purchased.

No matter how good a display is, it should never be allowed to remain in so long that it gets either soiled or stale. People like to be kept interested, and one of the best ways of doing this is to continually show them new goods, new arrangements of the goods and so on. One of the best helps in creating business is a window, and the best windows are often those where the appeal is simple and direct.

AMERICAN TOY OUTPUT DOUBLED IN TWO AND A HALF YEARS

"American toy-making establishments have doubled in number and output since America went into the world war," according to Fletcher D. Dodge, New York secretary of the Toy Manufacturers of the United States of America, Inc. At the midsummer convention of the organization held in Atlantic City he stated that the United States is independent of the rest of the world in supplying toys for its boys and girls.

Seasonable Windows Always Attract



A greater appreciation of the place of "things electrical" in the home is constantly being realized. It is window displays of this nature which do much to make people think along these lines and an attractive, sales compelling window is the type to keep before the eyes of your customers at all times.

Being just a little ahead of the season is always good business when the line you are selling can be termed seasonable. Good window displays do much to start the public thinking and those which direct the public's footsteps into the store have that sales punch which is the best point in this form of advertising.



Once again is the call in evidence for stoves and ranges. With some dealers it is always apparent, though perhaps modified, but in another two or three weeks activity will be general and dealers would do well to beat the season by arranging a good selling window on stoves and brightening up the interior display. Get the people thinking stoves. With a possible coal shortage, the stove which claims a saving in fuel should be in demand.

EVENTS IN THE TRADE

Business Changes

ALLISTON, ONT.—J. A. McCague, formerly of McCague & Watson, Stayner, Ont., has purchased the hardware business of J. J. Cain. Mr. McCague is planning on remodeling the store.

Obituaries

The death occurred in Toronto of George M. Reynolds, of Reynolds and Co., manufacturers of varnishes.

The death occurred at Barrie, Ont., of James Archer, superintendent of steamfitting for the Grand Trunk from Belleville to North Bay. Mr. Archer was a former resident of Port Hope, where he learned the tinsmithing business, and was later employed with R. Dunn & Co.

Fire Losses

The hardware store of Joseph G. Leonard, Beauharnois, Quebec, was destroyed by fire.

New Firms

The Ideal Plumbing & Heating Co., Limited, has been incorporated at Edmonton.

Leclerc & Frere, hardware, has been registered at Montreal by Edward Leclerc and Luger Leclerc.

Personals

H. H. Gill has been appointed Eastern sales manager of the Sharples Separator Co., with headquarters at West Chester, Pa.

A. L. Knight, formerly New England sales manager, has severed his connection with the Sharples Separator Co. to become Eastern sales manager of the Sharples Milker Co., and Paul D. Smith, formerly sales manager of the Pennsylvania-Ohio district, has been appointed office manager of the Chicago branch of the Sharples Separator Co.

Thomas Gardner, for eighteen years with Peaker & Son, and latterly the Brampton Hardware, is retiring, and will make his home at Caledon, Ont.

W. Forward has joined the sales staff of W. E. Brown's hardware at Strathmore, Alberta.

Trade Notes

R. Leblanc, Montreal, stove dealer, has assigned to Vinet and Dufresne.

La Compagnie Julien Lambert, hardware, Montreal, has been dissolved.

The Canadian Waterproof Glue Co. has been registered at Acton Vale, Quebec.

Partnership has been dissolved in the Mechanics' Tool Case Mfg. Co., of Toronto.

J. Singer & Co., plumbers, has been registered at Montreal by Jack Singer and Eli Jacobs.

The Brantford Scale Co. has started work on extensions which will double the capacity of its plant.

N. L. Martin has been appointed interim liquidator of the Electric Oil & Gas Heating Co., Limited, Toronto.

The Provincial Machinery Co. has secured premises in St. Thomas, Ont., and plans to manufacture phonographs.

Normandin Prance & Co., Montreal, manufacturers of brushes, has been dissolved, and J. B. Normandin registered.

The All Way Oiler Manufacturing Co. of Toronto has changed its address from 77 York Street, to 196 King Street West.

The Interchangeable Counterbore & Tool Co. of Canada, Limited, Walkerville, Ont., has been granted an Ontario charter.

The Pacific Box Co., Ltd., of Vancouver, B.C., has now in operation a pail factory and is manufacturing pails, kits and tubs.

The Dominion Hammock Manufacturing Co. of Dunnville, Ont., is adding to its plant by the erection of a new dyehouse.

More than 6,000 people attended the annual picnic of the Dominion Rubber System of Kitchener, Ont., held at Waterloo Park.

The Standard Oil Company of New Jersey has increased its capital stock to $100,000,000, this being almost double the former capital.

The thirty-second annual convention of the National Paint, Oil and Varnish Association will be held at White Sulphur Springs, Va., September 22 to 25.

Vaughn & Bushnell, 2116 Carroll Ave., Chicago, are equipping their plant for the manufacture of planes, and expect to be ready to make shipments by January, 1920.

Messrs. J. Coobes and F. Reid, of Fort William, Ont., have taken over the plant of the Copp Stove Company at Fort William and will make some of the lines of stoves formerly manufactured.

The following Toronto companies have been granted Ontario charters: the Dayton Airless Tire Co. of Canada, Limited, Loren Bros., and the Wilson Motor Body Co., Ltd.

The hardware store of J. M. Adam at St. Mary's, Ont., has been purchased for a bank, and Mr. Adam has secured the premises occupied by the Maxwell Co. on Queen Street, and will move there in a few weeks.

F. C. Moore, Western manager of the Hamilton Stove and Heater Co., has just recently returned from a business trip through the Province of Manitoba and part of Eastern Saskatchewan. Mr. Moore reports that the crop outlook in these districts is good and that business, particularly in the stove and furnace line, is very active. He states that the farmers throughout the country are doing considerable building despite the high prices of building materials, and naturally this is making a market for a great many lines handled through the hardware trade.

Montreal News

Arthur Barnett, of Lewis Bros., Ltd., is taking his holidays.

F. C. Dannenberg, with J. Wiss & Sons, Newark, N.J., was a trade visitor to Montreal.

Gordon Hale, of the Starke-Seybold Co.'s office staff, is away on holidays for a couple of weeks.

Edgar Briegel and W. G. McCutcheon, of the Caverhill-Learmont staff, are away this week on holidays.

E. C. Secar, Canadian representative for Henry Hobson & Sons, cutlers and electro-platers, London and Sheffield, England, was in Montreal this week.

Colonel Robert Starke, of Starke-Seybold, Ltd., wholesale hardware, has been indisposed for several days and confined to the hospital.

John A. Frazer, sales manager Lewis Bros., Ltd., leaves this week for a trip to United States points, including Rochester and Buffalo. Mrs. Frazer will accompany Mr. Frazer and the return trip will be made by way of Toronto.

The many friends of "Charley" Dufresne, formerly of Lewis Bros., Ltd., and late of Chicoutimi, whither he went recently to manage a hardware department, will regret to learn of his confinement in the Montreal General Hospital. "Charley" is now reported out of danger and expects to recuperate for several months before taking up work again.

Carland Campbell, who has been connected with the Walkerville Hardware Co., Walkerville, Ont., has accepted a position with Lewis Bros., Ltd., Montreal, and will assume his new duties on September 1st. Mr. Campbell will cover Western Ontario territory with the full line sold by Lewis Bros.

Royal Cluxton, manager of the Canada Paint Coompany, Ltd., Montreal, was suddenly stricken on Sunday with appendicitis. Mr. Cluxton was removed to the Royal Victoria Hospital where an operation was successfully performed and his friends will welcome the latest report of his favorable progress toward recovery.

Incorporations

London Clay Products Company, Ltd., head office London, Ont., capital $50,000, plans to manufacture and deal in building materials, sewer pipe, tile, etc.

Pressure Proof Rings, Limited, head office Sherbrooke, Que., capital $100,000, plans to manufacture and deal in piston rings and piston packing.

Canada Stoker Company, Limited, capital $40,000, head office Galt, Ont., plans to manufacture and deal in machinery, tools and hardware.

The Rudy Decorating Company, Ltd., capital $40,000, head office Windsor, Ont., plans to carry on the business of supplying interior furnishings, painting and decorating.

Soren Bros., head office, Toronto, capital $250,000, plan to manufacture and deal in tinware, graniteware, sheet metal goods and also brass, copper and aluminum ware.

Modern Home Builders, Limited, capital $100,000, head office, Windsor, Ont., plans to carry on a general contracting business.

The Dayton Airless Tire Company of Canada, Limited, capital $200,000, head office, Toronto, plans to manufacture and deal in rubber tires, tubes and rubber goods.

The Wilson Motor Body Company, Limited, capital $40,000, head office, Toronto, plans to manufacture and deal in automobiles, bicycles, motor trucks and accessories.

Wolverine Limited, head offices Toronto, capital $60,000, has been granted a provincial charter and plans to acquire the business now carried on by the Canadian Wolverine Company, Limited, manufacturers and dealers in plumbing supplies.

President Chinese Chamber of Commerce Speaks Before Montreal Kiwanis Club

BEFORE the Kiwanis Club of Montreal at the Queen's Hotel last Thursday, Fairman Wong, president of the Chinese Chambers of Commerce Association and general manager of Le Main & Co., gave a talk on the future possibilities of trade between Canada and China. Mr. Wong was accompanied by Mr. Way, a Chinese student at McGill, who acted as interpreter, Mr. Wong not feeling sufficiently confident of his English to trust himself in that language.

Wanted Trade Missionaries

In his main address Mr. Wong said that China was really one of the richest countries in the world, with enormous, undeveloped resources, despite the many centuries of its civilization. The Chinese Government and people are opposing to the best of their power the settlement being forced on them by the Peace Conference, but he remarked that in China's present position all it can do is protest. He declared that the Government is anxious to foster trade, especially with their next door neighbor across the Pacific, Canada, which is only a few days away by steamship, and towards whom China has the most friendly feeling. For the Government he expressed the hope that Canadians would seize the opportunity of extending their export trade by sending trade agents and commercial experts to cultivate business, and find just what goods were suitable for the Chinese trade. There was, he said, an especially good opening for the export of machinery, agricultural implements, automobiles, flour, lumber products and similar articles to China, these being in strong demand there, with plenty of money to pay for them.

After visiting the British Columbia coast he said he was convinced that there was a great future for trade between Canada and China, which is being reborn since the war, and is rapidly preparing to take its place in peace as it has done in the war.

Trade Possibilities

In his address Mr. Wong had stated that the possibilities for trade between Canada and the United States with China were very good, especially in steel manufactures and all kinds of agricultural implements.

One of the members asked him how this could ever come about so long as the present low scale of wages prevailed in China, with the high and continually increasing scales of pay on this continent.

When this had been translated to Mr. Wong, he replied, through his interpreter, that most of the labor in China was agricultural, and there was a keen demand for Canadian and American agricultural implements, because they were much better and comparatively cheaper than any that could be turned out in China. Even at the prices they were sold for the Chinese needed them, with other metal products and machinery, and must have them, which was the reason why the market prospects were so good.

Mr. Wong stated that the present Government is well disposed towards their friends of the United States and the British Empire, and welcomed all who went to China for business purposes. With these increasingly stable conditions, and improved trade since the war, Mr. Wong expressed the opinion that the republican system of government in China is there to stay, and that under its aegis Chinese trade with foreign countries would flourish.

Toronto Hardwaremen And Travellers' Picnic

The fourth annual basket picnic of the Toronto hardware merchants and travellers, held at Credit Grove, Port Credit, on Wednesday afternoon, was a most successful and thoroughly enjoyable outing in every way. The party, which numbered more than two hundred, gathered at Sunnyside at two o'clock. Automobiles were waiting and took them all out to Credit Grove. The hardware men had fixed things with the weather man and he handed out one of the finest afternoons for a picnic, warm, but not too hot. Everyone enjoyed the ride to the Grove and the sports which were started immediately on arrival.

The program included something for everyone, with plenty of good prizes. Competition was keen and the crowd was kept enthusiastic over the efforts the contestants made and the close finishes. The only casualty of the afternoon occurred when John Caslor, who was a contestant in the Three-Legged Race, took a header. As Mr. Caslor was getting over the ground at 'steen miles per hour he went down heavily and his shoulder was badly bruised by the fall. However, he was game, and not only ran in the race, but also in a consolation race and won.

During the afternoon ice cream was served to everyone, and each youngster on the grounds was provided with a toy balloon. A feature of the sports during the afternoon was a baseball match between the Hardware Merchants vs. the Travellers. The hardware dealers played a splendid game, but were weak in their hitting, the Travellers winning out by a score of 5 to 0. The batters for the winners were J. Booth and R. Baden.

In the evening a dance was held at the Lakeview Inn and special prizes were awarded for the best waltzers. After the dance the party returned to the city in autos.

The committee in charge of the arrangements and responsible for the success of the outing, comprised: J. C. McFadden, chairman; John Caslor, treasurer, and O. F. Morrison, secretary.

HOWLAND-WORTHINGTON

The wedding was solemnized on Saturday at Saint James Cathedral, Toronto, of Geo. W. Howland, vice-president of the hardware firm of H. S. Howland Sons & Co., Ltd., and Mrs. Norreys Worthington, formerly of Sherbrooke, Que. Mr. and Mrs. Howland have left to spend their honeymoon at Banff.

Says Impatience Won't Speed Building

Quebec Director of Housing Scheme Points Out Why Delays Are Necessary—No Loans to Individuals—Applications for Loan Assistance Already $17,000,000

DR. EMILE NADEAU, director for the Province of Quebec Housing Scheme as provided for by the Federal Government special fund of $25,000,000, says that time is required to mature plans for the expending of Quebec's apportionment of $7,000,000. To members of the Montreal City Improvement League and other citizens, Dr. Nadeau outlined what had already been accomplished and what was to be undertaken.

The Dominion Government, it was pointed out, have already approved of the plans outlined by the Provincial Government and this is considered an important development.

Loans to Municipalities

Contrary to the wish and expectation of many, the loans made would go to municipalities and not to individuals. This would ensure responsibility, and the municipality would, in turn, transmit the money to building companies, and groups of dwellings would be erected by them after the plan followed in England, where this community building scheme had been a success. In this connection the speaker outlined the plan of English "garden villages," and referred to the plan followed in this connection by Lord Leverhulme, the soap manufacturer. Reference was further made to the plans of the British Government in erecting homes for munition workers and to the proposal for further building of homes there under an apportioned loaning scheme entailing $800,000,000 outlay. This, it is stated, will build 100 garden cities.

It would be absolutely essential that land be available for the erection of houses at a reasonable price. If there was an apparent desire to quote an excessive price for the necessary land for the community the commission will secure land elsewhere.

The point was raised by one member that there might be difficulties in a community with regard to future ownership. Dr. Nadeau stated that those entering the plan would have to anticipate the requirements and abide by reasonable regulations to be decided upon.

British Plans Followed

In the matter of general plans providing for parks, playgrounds, etc., the British scheme will, it is expected, be followed. As yet the Civic Commission of Montreal had not applied for its apportionment. The tentative suggestions of the speaker were that the district of Montreal should receive $3,000,000; the cities and towns of the Quebec district $2,500,000, and the remaining cities and towns $1,500,000, but, up to date, the requests for assistance totalled $17,000,000, and in this large sum Montreal was not included.

A technical and advisory commission would be appointed, probably to assist Dr. Nadeau in his work to prepare plans for buildings, etc. The cost of this would require a levy of about 2½ per cent. of the various loans. It would be the work of this commission to prepare plans to be followed in the erection of all buildings. Houses would cost from $2,000 to $4,500, including land cost.

Dr. Nadeau voiced his hope that the plans, when carried out, would be a step in getting away from slumdom.

ASK REPRESENTATIVE OF RETAIL TRADE

The Manitoba Board of the Retail Merchants' Association of Canada has sent the following wire to Ottawa regarding appointment to Inland Trade Commission:

"Manitoba Executive Retail Merchants' Association of Canada respectfully request that a man with a full knowledge of the retail trade be one of the men appointed on the Inland Trade Commission."

PROGRAM FOR INDUSTRIAL CONGRESS PROMISES WELL

Important List of Speakers for the Gathering at Calgary, Alta., August 13

The forthcoming industrial congress at Calgary, Canada, August 13, 14, and the tour by special trains commencing at Medicine Hat, Canada, on August 11, and concluding at Banff, in the Canadian Rockies, on August 17, will be an event of outstanding interest and importance. The list of speakers given below will afford some evidence of the unusual nature of the gathering.

The congress will place before its visitors data in relation to the natural resources and industries of Alberta and the Canadian West, with the object that serious consideration may be given the economic development of the trade of the Dominion, the extension of markets, Oriental and Pacific trade routes, and generally the whole phase of the Western era now dawning.

Addresses will be given by the following men of international reputation:

E. W. Beatty, president Canadian Pacific Railway Co.

Henry Ford.

John N. Willys, president Willys-Overland Co.

Augustus L. Searle, general manager Peavy Grain Co.

D. B. Hanna, president Canadian National Railways.

A. R. Erskine, president Studebaker Corporation.

Harold McCormick, president International Harvester Co.

ON THREE WEEKS' TRIP

A number of members of the Automotive Equipment Association of the United States and Canada are making a three weeks' tour of the principal cities of Eastern Canada and the middle West. The Canadian part of the itinerary includes Montreal, Toronto and Hamilton. From Hamilton the party goes to Detroit and thence by boat to Port Arthur where they entrain for Winnipeg. After Winnipeg they will proceed to Calgary, Banff, Lake Louise and Regina. From this point they will disperse and return to their various homes.

Members of the Automotive Equipment Association who are in the party include: W. M. Webster, commissioner, Chicago; J. Ernest Millen, John Millen & Son, Limited, Montreal; Ludger Gravel Gravel, Montreal; A. J. Hopkins and J. W. Paton, Canadian Fairbanks-Morse Co., Limited, Montreal; N. Dwight Smith and L. A. Johnson, Northern Electric Co., Montreal; F. B. Caswell, sales manager, Champion Spark Plug Co., Toledo, Ohio; A. J. Hayes, sales manager, Champion Spark Plug Co., of Canada, Limited, Windsor, Ont.; R. R. Englehart, Davenport, Iowa; F. T. Chase, Frank Mossberg Co., Attleboro, Mass.; G. L. Brunner, Utica, N.Y.; H. A. Pegau, Omaha, Neb.; Fred. Campbell, St. Louis, Mo., and H. M. Dino, the Dino De Wees Co., Canton, Ohio.

Farmers Will Get Cash For Wheat

The decision of the Dominion Government as to how it is going to handle this year's wheat crop is of great interest, not only to all merchants, but to the manufacturers as well. As the United States has fixed its prices for another year at $2.26 per bushel, the decision of the Canadian Government to sell at prevailing world prices is likely to create a demand for the Canadian crop. The plan along which the Government will handle the wheat this year is as follows:

(1) A Board to buy and market the crop of 1919.

(2) A cash payment on account to be made to the farmer at the time he sells his wheat.

(3) The wheat crop of Canada to be sold by the Board at the prevailing world prices, and the surplus proceeds, after expenses are deducted, to be distributed to the original sellers of the wheat in proportion to grade and quantity.

(4) No speculating on exchanges or profiteering by handlers to be allowed in disposing of the wheat crop of 1919 to the disadvantage of either producer or consumer.

(5) A direct and immediate cash sale by the farmer, and a speedy movement of the crop along the usual channels of transport.

The personnel of the Board will be made known very shortly, as also will the initial cash payment to be made on account to the farmer at the time of the sale of his wheat.

How to Build Up the Home Town

By E. M. TROWERN, Secretary, Dominion Board, the Retail Merchants' Association of Canada, Incorporated.

THE place where most people congregate in a village is the country store. It is usually a Post Office, the place where the farmers exchange their eggs and butter, the committee room for the politician, the headquarters for countryside gossip, a meeting place for friends, and the place where the merchant is supposed to keep everything from a needle to an anchor. It is from these centres that the villages develop into towns, and the towns into cities. The more the merchant prospers, the better the village prospers, and so it is with towns and cities.

Goods in the retail stores in New York are of little value to the people of Canada. They want to be able to go into the shops in the place in which they live and examine the goods, price them, order them, and either take them home or have them delivered. They want to know also that the goods they select personally are the goods they get, and this is where the local merchant will always have the advantage over the mail order house system, which means that when you buy goods you must rely almost entirely upon the selection by other people, and not upon your own judgment. Perhaps the best illustration that can be given of the advantages of buying in the home town will be understood by those who are familiar with the question of selling boots and shoes at retail, and the correct fitting of the same.

Goods Not Satisfactory

Not long ago, the writer's attention was called to a rather singular circumstance. Visiting a small town in the cool of the evening, when the ladies of the town were visiting the Post Office for the evening mail, a merchant, well posted in the Boot and Shoe business, called attention to the fact that ten ladies out of twelve who passed were wearing mail order shoes. He discerned them by the way in which they fitted the feet. Some were too high in the heel, others too low; some too broad and others too narrow. They were not only uncomfortable but they interfered with the poise and carriage of the wearer. Had these shoes been purchased in the home town, these faults could have been avoided, much to the comfort and well-being of the wearer, and at perhaps less cost in the end. This illustration might also apply to a large number of other articles.

Merchant Should Emphasize the Point

The retail merchants themselves are not entirely blameless for this condition of affairs. Every merchant in business knows that the best way to shop is the legitimate way of shopping, and that is for the purchaser to see the goods, examine the quality, ascertain the price, and find out if they suit before the money is paid. The reason why these facts are not pointed out more prominently by the retail merchant is that they know so well that the above is the proper plan of buying that they believe the public generally should have the same information, whereas perhaps there is more ignorance existing among the general public with regard to the quality of merchandise than there is in connection with almost any other subject. Every merchant will bear testimony to the fact that there are many customers who have an idea that they know all about the quality of goods, whereas, as a matter of fact, they know very little, and it would pay them far better to explain their requirements to an honest merchant who knows his business, and secure his assistance in selecting the goods, and in this way they would secure better value, as well as the styles that would best suit them.

> The great city is merely a development of the small town. Every town is potentially a city, and has nothing to fear from the competition of the larger centre, providing that this competition is wisely met, and that the merchant of the smaller place makes the most of the really overwhelming arguments in his favor. The satisfaction, the convenience, and the promptitude of the service that the small store can offer are conditions that cannot be equalled by the strongest outside selling interest. But the people must be made to see and understand and this is the work of the merchant, and thus will he build up his town.

The citizens of every city, town or village should take a pride in their retail stores in their community. The better the stocks the merchants carry, the better the selection the citizens have, and the greater the number of people who purchase in the home town the better the opportunity the merchants have for increasing their stocks and carrying the latest styles. All citizens who send their money out of the town are injuring the business of the town to that extent, and they are doing an injury to those citizens who patronize the local retail merchants.

The Personal Element

Retail merchants select goods for the convenience of their customers. They study their requirements; they understand the extent of their purse, and the goods are always on hand, ready to be delivered at a moment's notice. Merchandise in Europe is of a very little use to the citizens of any city, town or village in Canada. The goods must be here, ready and waiting, and our system of distribution is so arranged that if trade is developed along natural lines, and those who receive their money from the town patronize the town, they are not only making it convenient for themselves but also for every other resident of that town. If the retail stores were taken out of the cities, towns and villages of Canada, it would be equivalent to destroying the commercial life of Canada.

Appearance A Large Factor

Although not generally mentioned, when the development of a city is questioned, the first thing that strikes a stranger when he enters any city or town is the character of the shops in that city or town. If they are poorly kept and poorly stocked, with unpainted fronts, the town can be considered to be on the decline. If the store fronts are well painted, and the stocks well kept, and the retail merchants alert to their business, the town is always prosperous, and it becomes an attractive place for the farmers and mechanics to congregate. It generally develops into a community hub, and the effect is reflected in the homes and in the surrounding farms. The nearer a good farm is to a thriving city, town or village, the more valuable the farm becomes, and the more valuable that farms become, the better will be the business done in the city, town or village. In this way the whole community thrives.

Buying in the home town, therefore, means very much more than appears on the surface. It benefits both the buyer and the merchant. It helps to improve the streets, to reduce taxation, to add to the enjoyment of life, to bring the goods that are made at a distance to a common centre where they are needed. It circulates money, giving all an equal chance to secure some of it, and in this way buying in the home town helps the merchants, lowers the price of goods to the consumer, aids the financial institutions, gives more money in taxes for better roads, better police and fire protection, helps the newspapers, enables the municipality to pay better wages to school teachers, assists in the erection of better churches and public institutions, and, finally, establishes better residential districts, and in this way prosperous cities and towns are built up. The object, therefore, of all loyal citizens should be to buy the things they require in the place in which they live.

THE CLERKS DEPARTMENT

It's One Thing to Desire a Good Job and Another to Determine to Get It

J. C. Penney, Who at the Age of 44 Owns and Operates 197 Stores, Tells About His Work—He Started Out With a Capital of $500

J. C. PENNEY, head of the J.C.Penney Co., started out with a capital of $500 in a small town. Now he owns 197 stores and is still developing his business steadily. In the American Magazine he tells how he picks his men, and says:

Last year, I, as an employer, talked with at least five thousand applicants for jobs. Many of these men were not out of work. They already had positions, but they wanted to make a change.

Part of my problem in picking those I wanted out of this mass of applicants was to find what was at the bottom of their desire for a new position. For that desire may be a sign of weakness or it may be a sign of strength.

Gives Him Clue

If I can get the truth about this one thing, I shall have a pretty good clue to a man's value in business. In response to my questions, he may unconsciously show that he can't stand criticism, that he resents being asked to work hard, that he hasn't the grit to live on a small salary until he has made himself worth a big one. He may not be able to get along with other men. He may be looking for a soft snap, an easy boss. If he is guilty of any of these things, I don't want him.

Sees No Future

But, on the other hand, he may want to change because he has come to the conclusion, after an honest effort, that his present job holds no future for him. He is willing to start at the bottom, to work hard, to get along on small pay; but he wants to see footholds above him by which he can climb. He may be in business where the very top isn't much of a height itself. He wants to go higher and he is bound to do it. That kind of a desire for change is a sign of strength—if it doesn't stop at being merely a desire.

Make a Move

I have to study very often the type of man who sticks at an unpromising job until he loses all hope, all initiative. And I want to say right here, if you can't see any future in your work, get out! Take a position at a lower salary, if necessary. If you lack the courage to make the plunge, all right! Stay where you are. But blame yourself, then; don't blame the job. And remember that "desire" is not "determination." They begin with the same letter but they don't end on the same pinnacle of success.

Must Have Vision

You notice that I said to get out if you can't see any future in your job. As a matter of fact, there is a future in most jobs. But it probably isn't there for you, if you can't see it. You must have a vision before you of something toward which you are striving. And if, even after opening your eyes and honestly looking for something worth attaining, you still can see nothing ahead—then you never will go far.

Lacked Courage

Many times I have been sick at heart over the crushed, discouraged men who have come to ask timidly for a position. Unhappy, hopeless, they feebly beat their wings against the bars, trying to escape from their prison. Had they made the attempt when they first realized that their job held no future for them, they probably would have succeeded. But they lacked the courage. When they came to me, they were still moved more by desire than by determination. Thy wanted rather than willed. And their attempt to escape was almost pitiful.

Chances For All

Don't misunderstand me. I do not mean to say that if you are middle-aged, discouraged, in a rut, it is impossible for you to get out of it. Although as a rule I prefer to hire young men, I have taken on middle-aged men who had got into a blind alley, but, through some revival of will and courage, had broken through the wall that blocked their way and had come to me for a chance to begin in another direction. And they made good. Courage is a quality which grows with use. It may take nerve to give up a position where you are doing fairly well and to take a lower one somewhere else. But if you have courage and ambition you can do it. The breaking away is the hardest part. But the man who does it when it does cost him an effort has the right stuff in him. The man who makes a change just for a change is merely a floater.

The Only Way

Real success has never yet been obtained except through sacrifice. My job is to try to develop men into good merchants; and someone asked me the other day how these men could help themselves in this process of development. My reply was:

"By study, more study, and then some more study."

I had the opportunity recently to look over the records of a New York business school which trains men by correspondence, and I confess that I was amazed at what I found. On its lists were over 1,300 presidents of corporations! There were 2,500 vice-presidents; 2.000 treasurers, 5,000 secretaries, and 11,000 managers. Do you realize what that means? Here were more than 20,000 men who had reached positions of high authority in business, but who were still eager to learn, to study, in order to become more efficient. That's the kind of stuff in a man which keeps him growing. It is perhaps a platitude to say that what you do in business hours does not count as much as what you do outside of them. But, like most platitudes, there's a lot of truth in it.

Only Picked 100

From among the five thousand applicants I examined last year I picked a hundred men. I was choosing them with a view to making them partners in our stores, but I think most employers also want men with the qualities for which I was looking. Of course I am glad to have a man understand the business. But there is something much more important than technical knowledge, and that thing is character.

One of the first tests to which I put an applicant is make our offer just as unattractive as possible. I tell him baldly that he will have long, hard hours of work. I describe the dull little towns in which he may have to live. I emphasize the small salary on which he must start. I make everything, except the ultimate goal of a partnership, as little tempting as possible. If the man is the kind that thinks through to the end, sees what he wants to gain, and is willing to pay the price for it, I'll find it out then and there. Men often smile, when I have painted the prospect in dreary colors, and say, "You can't frighten me. I want that job!" And if they are that kind, then we want them.

The Supreme Test

If they flinch at the picture I draw, they are not for us. Sometimes they hem and haw and say, "Well, of course, I have my wife to consider. I don't know how she'd feel about living in a little town."

When they talk like that I mentally reject them. Unless a wife is right behind her husband, encouraging him and spurring him on, she is more of a handicap than a helpmate. As a rule, a man with a nagging, selfish wife is not a success. He is discouraged and discontented. So when men suggest that their wives may protest, I agree with them—and they pass out of the door. I want a man who knows that his wife will go through anything to aid him in achieving success.

Must be Fair

Another quality which seems to me very important in a man is that he shall be fair and generous in his dealings with others. Recently I heard a story which illustrates my point: It seems that the manager of a chain store had run out of a certain line of goods and had appealed to the manager of another store in the chain for a share of the supply which this second man had on hand. This man consented—but sent some goods of poor quality which he had not been able to sell. He thought he was being very shrewd. But if I had the chance I would fire that man. He was not square. He hadn't the instinct of fair dealing. You can't build a solid, substantial house with decayed planks, no matter what kind of a veneer is put over their rottenness. That man's action was rotten, even though it was veneered with temporary shrewdness.

Makes Better Men

I am not orthodox, in a religious way, but I like to employ a man with what I should call the mind and morals of a

Christian. Somehow I think a man is better anchored who has a belief in a Supreme Being. His idea may not be the same as mine, but if he has one that really means something to him I find that he has a steadiness which other men lack.

I think it is a good thing for a man, a business man, I mean, to know something about the Bible. I was past thirty before I discovered that the Bible was a pretty fine business textbook! I do not mean to be irreverent when I say that Jesus and Moses were two of the greatest salesmen the world has ever known. Just take one of the Bible's stated principles—and there are scores of others which might be picked out —and see how it applies to business. I refer to the declaration that if a man would be first among you, let him become your servant. That principle is at the foundation of business success. I think it would be a good idea if the business colleges would include the Bible in their list of textbooks. I suppose its value lies in the fact that it teaches character, which is the very fundamental of success.

Studies His Face

In personal interviews I always study a man's fact, because his character is more or less plainly written there. I don't measure his eyebrows, or say that because his ear is formed like that of a criminal he must be dishonest. But experience has shown me that it pays to study a man's face. If he is furtive, sneaky, and unreliable, his eyes betray him by shifting constantly. If he is mean, spiteful, hard to please, his lips are thin and compressed. And while a receding chin may label wrongly a man who is really strong and forceful, it is usually the mark of indecisiveness.

I do not mean to say that these points are infallible. One of the most depraved men I have ever known could look me straight in the eye without batting an eyelash. But he was the exception that proves the rule.

Can Tell Quickly

One time when it pays to watch a man is when you ask for his references. If you do it suddenly and catch him off his guard, a man who has nothing to conceal answers without hesitation that he has worked for So-and-so. When men hesitate and look embarrassed it is the time to begin wondering why they do not speak up at once. We often find that such men have been discharged for reasons which they know would influence us unfavorably.

Men who talk too much or who jump at the chance too eagerly, without asking questions about the work, are also the kind of men to avoid. A boaster and braggart rarely makes good. And another thing: the man who changes jobs without knowing all about his new job is not displaying very much sense. A man should ask questions and show intelligent interest in his new work.

Likes Confidence

Because I want men who have self-confidence I watch for signs of nervousness and timidity. I have found that many men come to an interview of this sort with a feeling of "Well, I don't suppose I'll get the job, but I might as well try." Such men, of course, make pretty poor salesmen. They are the kind who lack initiative, dash, personality and, almost always, ability. We don't condemn a man just because he is nervous, of course, but we do expect his nervousness to wear off when he has been talking a few moments.

Of course, what we especially want is what you might call partnership material. And to fit this requirement men must be workers and salesmen, but also able and willing to train other men. This is the way I put the scheme to them.

Become a Partner

Suppose you come to one of our stores and, after you have proved your ability as a salesman, you become head man, or assistant to the manager. While you have been working there the manager who trained you has been seeking the opportunity to open new stores in other towns. When he finds the right town, he recommends you as the prospective manager of the new store. If we approve the recommendation, we then put you in charge of a tryout store. If you make good, you become manager of one of our stores with the privilege of buying a one-third interest with the money loaned to you by me, or the senior partner. In other words, you are now a partner in a store.

An Endless Chain

Now begins the working of the endless chain. You, as manager, must train a head man in your store, and in time recommend him as manager for another which you desire to open. When he is placed in charge and makes good in a tryout store, he is then sold a one-third interest in a new store, and, as manager, proceeds to train another man. In this way, new stores are constantly being opened.

Every employer is always looking for men who really love to work. Yet work alone is not enough to make a man truly successful. Thousands of men can echo that, some of them very bitterly. They have worked, they say, but have not reached any real height of success. Unorganized work, work performed without an eye fixed on the ultimate goal, is generally futile. A writer has said that a man of ordinary mind, body, and attainments, if inspired by some high ideal, accomplishes far more in life than the man of the finest mental and physical equipment who drifts.

Requires Attention

Unlike the famous epigram of the cowboy who said, "I have always liked my business, but it has never attracted my attention much," a man's business must attract his attention. History has shown us that everything really worth while was accomplished because something did attract someone's attention very much. When Herschel, the astronomer, was working with his instruments, he often refused to take his hands from his work, even to eat his supper. So, in order that his work might go on, his sister Caroline often fed him with her own hands. Meanwhile, Herschel himself was so absolutely aborbed in his work that he did not even know he was eating. It is that type of concentration and unswerving purpose that wins in life.

On Small Salary

In training men we always start them on a small salary, partly because we want to see how they will manage on it. We figure out what it will cost a man to live in a small town, and in accordance with what the volume of business justifies. How he gets along is not only a clue to his character, but it shows what his business capacity is. If he finds ways and means to eliminate waste in his own affairs, to practise economy, to get good value for every dollar of his income, it is fairly safe to conclude that he will be able to run a business on those same sound principles.

We even make our managers live within their salaries, without drawing on their profits. Some men in business often get their pockets mixed, you know. Instead of living on the money in their own pocket, they draw some from the pocket of their business. Instead of running the business as something distinct, they confuse themselves with the business, and soon begin to think that they and the business are one; that the profits can be used as desired, and that the current cash is always available for their needs or pleasure.

Needed in Business

Some managers, for example, want to buy a home or an automobile with the profits of the first year or two of the business. They do not realize that, though they have earned their dividend, the profits must stay in the business until it has flourished sufficiently to warrant the drawing out of a few thousand dollars. In addition, managers are expected to take their profits and open up new stores in which to put their head men. But, unless they are saving, this cannot be done.

In training men we have the unusual advantage of being absolutely confident that our managers will help us in every way possible. It is to their interest to do so, you see, because until they have a man properly trained they cannot put him in charge of a store. Therefore, they encourage and aid him in every way, whereas under other systems a manager who sees a man coming to the front worries for fear he will take his job away from him. Then, instead of aiding him, he either discharges him or holds him down as much as possible, this naturally being to the detriment of the business.

Other Essentials

Yet, while hard work and determination are factors, there are other things which must be considered. We ask our men if they are going along doing every day the things they did yesterday in the same old way, or whether they are studying, trying to improve themselves in order to prepare for the larger duties and responsibilities which may arise.

In twenty years, the entire personnel of an organization changes to a large degree. Therefore I ask a man if it is his aspiration to be the president, or one of the board of directors? Or, is he saying to himself, "Oh, there's no chance! I can never get there." If they are doing that, I point out that they certainly will not get there if they do not see the possibility and make the effort.

Encouragement Pays

Each year, as I see more of men, my belief that encouragement and cheer always pay increases a hundredfold. Time and again I have seen men who were about to give up in despair get back on their feet simply by knowing that someone believed in them.

I remember once that a young man from my own home town was about to quit his job in one of our stores. His friends and my friends had told me, when I put him to work, that he had never been any good, and never would be. They even told him that fact; but wanting the chance to see for himself how he would turn out, he asked for a job and I gave him one.

In less than a year I heard how discouraged he had become. He was out in Idaho, in the dead of winter; and knowing the situation there at that time I sat down and wrote him a long letter, telling him I believed that he could make good and that I would be bitterly disappointed if he didn't.

Stayed and Won Out

As I afterward learned, the same day he got my letter a letter from his home town arrived scoffing at his pretentions of being a business man and telling him that he had better quit, and come home and have a good time.

He said that if my letter hadn't arrived the same day he would have given up the ship. Encouraged by my faith in him, however, he remained in Idaho and won out! To-day he is one of our most successful men.

To help men succeed, you have got to have faith in them. And you must let men know that you do believe in them. I remember another time when faith and encouragement helped another man to make something of himself. This man, put in charge of one of our stores, fell down on the job. He came to see me, and when I asked him if he thought he could make good if given another chance, he said he thought he could. Whereupon I offered him another job on the spot.

"But I haven't a cent in my pockets," he told me. "I can't even move my wife and children to that town."

Loaned Him $50

I loaned him fifty dollars, and he packed up and went to the store to which I had

(Continued on Page 66.)

NEW HARDWARE GOODS

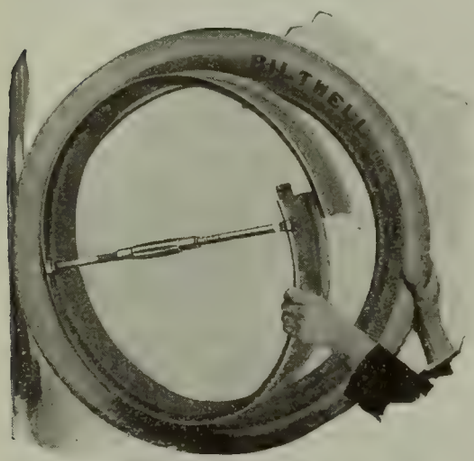
OFFERED TO CANADIAN HARDWAREMEN

STEP PLATE

The Tyler Manufacturing Co., 64 Pearl Street, Boston, is putting on the market a safety step plate. The new type has a separate centre in colors, and the plates are supplied bearing the names of popular makes of cars in the centre. These foot-plates, it is claimed, provide a sure footing at all times, and thus help in preventing accidents. It is stated that they keep the inside of the car clean, that they are easily cleaned by washing or brushing, and that they may be readily attached to any car.

SPLIT RIM EXPANDER

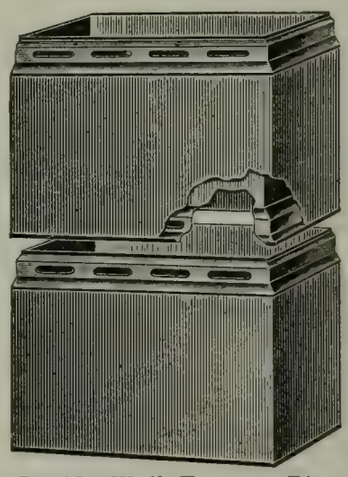
The Universal split rim contractor and expander, manufactured by the Moss-Ochs Co., 9801 Manor Ave., Cleveland, Ohio, makes tire changing easy, it is stated. Any car owner, it is claimed, with this device, can change tires on the road quickly. It is stated that all that is necessary is simply to clamp the tool on the rim and twist the buckle to expand or contract, the tire being quickly removed or replaced. It is claimed that this is the only tool of its kind that will operate successfully on every size and make of split rim, and that it unlocks, contracts and removes a rim in a few seconds without prying, hammering or damaging the rim or casing. It is stated that the tool will pay for itself many times over in the saving of tubes, casings, rims and clothing.



Universal Split Rim Expander

DOUBLE WALL FURNACE PIPE

Double wall furnace pipe, manufactured by the A. H. Power Furnace Co., 1-3 Hayden Street, Toronto, will, it is claimed, give more heat with less fuel, and is quicker and easier to erect than other kind. It is made, it is stated, with an air space all around. This, it is claimed, makes it an absolutely safe pipe and will prevent fires due to over-heated piping. The double wall furnace pipe, it is stated, is perfectly insulated, and is the most efficient and least hazardous pipe on the market. It may be installed, it is stated, in old as well as new houses.



Double Wall Furnace Pipe

FIRELESS COOKER

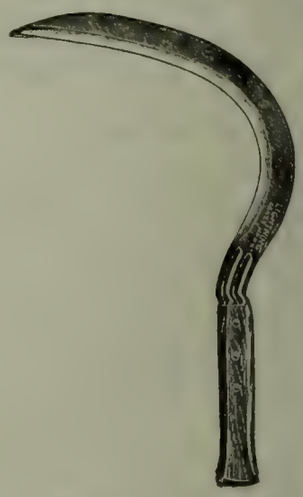
The Thermiso fireless cooker is manufactured by the Thermiso Company, whose selling agents in Canada are Joseph Taylor & Son, 53 Yonge Street, Toronto, and J. Arthur Painchaud, 40 St. Ursule St., Quebec. This cooker, it is claimed, has maximum heat retaining power, because it is cylindrical in shape and has ample and uniform thickness of insulating space in all parts. It is made, it is stated, of galvanized sheet steel in three sizes. It has an adjustable nest cover. The cooker, it is stated, is built on the same principle as a thermos vacuum bottle and it is claimed it will keep food, beverages and waaer hot or cold for a long time.



Thermiso Fireless Cooker

GRASS HOOK

The "Lightning" Grass Hook, manufactured by the Dunn Edge Tool Co.,



Lightning Grass Hook

Wiebusch & Hilger, Ltd., exclusive sales agents, 106 Lafayette Street, New York, has a blade, it is stated, of tempered steel, oil finish, ground sharp and polished on cutting edge. It is specially designed, it is stated, for easy and very rapid cutting, having a flat tang riveted to a hardwood handle. The offset handle, it is claimed, saves the knuckles.

KLOSET KLEAN

Kloset Klean, manufactured by the Chamberlain Desolvo Co., Ltd., of Toronto, is made, it is stated, for cleaning closet bowls only, and, it is claimed, it will keep them clean and sanitary. It is also claimed that it will not in any way injure the bowl or affect the pipes or plumbing connections. It is claimed that it will work quickly and thoroughly and that it leaves no fumes, no odor and no dirt.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

HARDWARE markets continue to show firmness. This is shown in a higher level of prices on brass goods, such as compression bibbs, stop cocks, stop and waste cocks and some lines of valves. Even at the new levels established, which approximate an 8 to 10 per cent. increase, the market is strong and no signs of any let-up are apparent. The situation in copper is the principal contributing factor.

The advance in ready roofing prices mentioned last week has become general. The market at the new levels is very firm and the outlook seems to be that the peak is still to be reached.

Cotton goods have come in for a further general revision upward. The lines affected include cotton rope, sash cord, awning cord and clothes lines. Lamp wick has also joined the advancing list and candle wick is also higher.

An advance in cartridge belts, gun cases and similar lines made in part or whole of leather has been recorded. This is a sharp jump and extends to practically the entire list. Brass curtain goods, such as curtain rings, pole sockets and kindred lines, including furniture handles, have reached higher levels.

The upward move in turpentine continues, another 13c per gallon being added to quotations prevailing last week. This establishes a new high record and the outlook seems to be for a continued firm market. Overseas demand for turpentine and rosin is heavy and insistent which, with the short crop, is boosting prices skywards.

Linseed oil has steadied down somewhat and whereas a slight advance is shown, the record jumps of past weeks are not revealed. The flaxseed market is rather a nervous one, buying, or the absence of it, moving prices up or down quickly. Supplies of oil are none too heavy, but buying has eased off, which is helping out in this respect.

MONTREAL MARKETS

MONTREAL, July 31—Price tendencies are still upward and some important advances are recorded. Sleigh bells of all kinds are advanced and further advances are probable for padlocks. Rat and mouse traps are up ten per cent. and prices on Reach goods withdrawn, advances being contemplated for this line. Jack screws are higher and drills and screw drivers of North Bros.' make are marked up about 10 per cent. All the regular lines of mirrors are advanced about 10 per cent. Cotton goods of all kinds have been revised upward and this includes rope, twines, wicks, clothesline, etc. Some of the lubricating oils are ruling with an easier undertone, but remain unchanged. Sisal rope is also ruling easier in tone, but without change as yet. Black sheets are firming and advances may be made for tinplate soon. Old materials are active and firm. Ingot tin is higher in price.

Sleigh Bells Advance; Jack Screws, Drills

Montreal.

SLEIGH BELLS, SCREWS, DRILLS, ETC.—Advances are in effect for all kinds of sleigh bells. This affects the string and team and shaft varieties. Some of the new prices are as follows: No. 033 per string, $1.05; No. 041, 85c; No. 096, $1.25; No. 79, $3.45; team bells, polished, No. 2, $5.40; No. 3, $6; No. 4, $8 80; No. 5, $10, and No. 6, $13. The corresponding prices for the rough finished are: $4.50, $5.50, $7.50, $8.80 and $11.20. The "Swiss" team bells are quoted at: No. 3, $8.80; No. 4, $10.50, and No. 5, $15.80. Jack screws are now quoted at a discount of 50 per cent. North Bros.' drills and screwdrivers are advanced about 10 per cent.

Rat and Mouse Traps Advance; Sport Goods

Montreal.

TRAPS, BASEBALL GOODS, ETC.—Advanced prices are in effect for rat and mouse traps of the Victor make. The increases approximate 10 per cent. Prices have been withdrawn on Reach baseball and other goods made by this firm and this presages an advance, the jobbers state. Increases in these lines may be very considerable.

Mirrors Advanced; Cotton Goods, Too

Montreal.

MIRRORS, TWINES, ETC.—Advances are made in the various lines of mirrors usually handled by the hardware trade. The approximate increases will amount to about 10 per cent. Cotton goods of most kinds are up in price. Wrapping twine in 3-ply balls is quoted at 77c per pound, and at 80c in 4-ply. In cones, the 3-ply is quoted at 75c. Sash cord is quoted at 77c, 76c and 75c per pound in Nos. 6, 7 and 8 to 12, respectively. Cotton clothes lines in 30 ft. are quoted up at $2.85 per dozen, 40 ft. at $3.60, and 48 ft. at $4.25. Cotton rope, 3-16 is quoted at 69c, and at 68c for ¼ inch and larger. Awning cord, No. 3½ is quoted at $3.30 for drab, and $2.65 for white, and at $5 and $4.25 for the No. 4 respectively. Cotton oil stove wicks are quoted at $1.10 per 32 yards for "A," $1.60 for "B," and $2.55 for "D." Oil stove wicks 3 by 8 are quoted at $6.60; 4 by 8 $9.25, and 5 by 8 $11.80.

Lubricants Easier; Gasoline; Oils Held

Montreal.

OILS AND GASOLINE.—There has been somewhat of an easier tone on

lubricating oils, but there are no changes and the distribution for the season having been pretty fully made there is simply a good sorting movement. Prices are held on coal oil without change at 21 to 24 cents per gallon. There has been a splendid movement of gasoline and gasoline lubricating oils. The better grade of gasoline is a big seller. Motor grade still holds at 33c per gallon.

Sisal Rope Easier; No Declines Yet

Montreal.

ROPE AND CORDAGE.—Just now there is not a great deal of business passing in rope. Sisal is ruling with an easier undertone, and while declines are not suggested as likely, there might be a revision downward if the market changes much for the raw material. Manila fibres are firm. One report stated that there has been a reduction in the production in the Philippines of 25 per cent. through drought conditions. This may not be definite but the conditions there have, at least, caused some alarm. The price basis still holds as follows: Pure manila, base, 34c; British manila 30c, and sisal 27½c.

Firm But Unchanged Are Wares and Stoves

Montreal.

WARES AND STOVES.—At this season of the year there is not a big present movement of various wares, but there is quite a seasonable outturn, the manufacturers report. Placing orders for fall delivery have been good. It is not improbable that there will be some changes an various wares made of tinplate as soon as the present manufactured stocks are disposed of. Stoves are, seasonably speaking, moving out fairly well and the undertone is very firm.

Firm Market on Wire and Wire Nails

Montreal.

NAILS AND WIRE.—Basic prices for raw material make the undertone a firmer one for there is a bigger and wider distribution in the larger centres of the States. This reflects here in a steadied undertone and the probabilities are that full values will be maintained. Standard wire nails and cut nails are unchanged at $4.75 per keg, while steel smooth wire No. 9 base is $5 per hundred pounds.

A Steadier Trade For Various Bars

Montreal

STEEL AND IRON.—The jobbers make no complaint of the volume of trade secured for iron bars and steel. There is not a heavy movement at this season of the year but it is quite satisfactory now. The undertone is, if anything, a firmer one and declines are not anticipated.

Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 22
Black Diamond too steel, per lb.	0 22
Black Diamond cast steel, lb.	0 22
Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75

BRIEFS FROM THE WEEK'S MARKETS

Cotton goods have all advanced again this week, sash cord, cotton rope, lamp wick, etc., being affected.

* * *

Linseed oil stepped up another nickel this week. Three dollars is about the lowest figure any place.

* * *

Compression bibbs are higher along with other brass goods. The advance is about 10 per cent.

* * *

Turpentine is up another 13c per gallon. Two-dollar turps is not far away now.

* * *

Mirrors have advanced about 25 per cent. "Looking up," one might say.

* * *

Yankee drills, screw drivers and kindred lines are up about 10 per cent.

* * *

Cartridge belts, gun cases, etc., are on the upward move.

* * *

Brass curtain rings, pole sockets, furniture handles, etc., have followed the advancing hosts. The advance equals about 10 per cent.

* * *

Door bells show an increase of 10 per cent. this week.

* * *

Soldering coppers at 44c per pound are up 2c over former figures.

Tinplate May Go Up; Black Sheets Firmer

Montreal.

SHEETS, PLATES, ETC.—There is indication now of some advances being made for various sheets. The low levels obtaining for some time, and particularly in view of firming tendencies in the south for some of these lines, may have to be revised, and if they are this will mean an increase. This will apply to tinplate particularly. In the meantime one jobber has advanced his prices for black sheets 25c per cwt.

	Per 100 lbs.	
BLACK SHEETS—		
10 gauge	$5 50	$6 25
12 gauge	5 55	6 20
14 gauge	5 60	6 35
16 gauge	5 70	6 50
18-20 gauge	6 25	6 35
22-24 gauge	6 30	6 40
26 gauge	6 35	6 50
28 gauge	6 65	7 00
GALVANIZED SHEETS—		
10¾ gauge	$8 35	$9 25
28 gauge	8 30	8 85
26 gauge	....	8 50
22 and 24 gauge	7 70	8 35
20 gauge	7 50	8 35
18 gauge	7 50	8 35
16 gauge	7 30	8 00

NOTE——These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Good Movement of Lead Products

Montreal.

LEAD PRODUCTS.—There is this to report on these products, and that is that the demand over each succeeding month totals up very well. There has been considerable plumbing work and this means that the made-up lines sold are considerable. Price tendencies are on the firm side for the pig market has been pretty well maintained.

Lead pipe	0 12½
Lead waste	0 13½
Lead traps and bends	15c
Lead wool, lb.	0 13
Lead sheets, 3 to 3½ lbs., sq., ft., lb.	0 12½
Lead sheets, 4 to 8 lbs., sq. ft.	0 09½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra.	
Solder, guaranteed, lb.	0 35½
Solder, strictly, lb.	0 31
Solder, commercial, lb.	0 29
Solder, wiping, lb.	0 27
Solder wire (8 gauge)—	
40-60	0 35
45-55	0 37½
50-50	0 40¼
Zinc sheets, casks	0 17
Do., broken lots	0 18

Activity Reported In Old Metal Trading

Montreal.

OLD MATERIALS.—A speculative element has entered and there has been considerable trading as between the smaller buyers. They feel that a demand will come from the manufacturers soon and that this will be very considerable and ensure them good prices. As a consequence they are taking a chance and paying good prices. The quotations for the week are unchanged but full prices are maintained.

Dealers' Buying Prices—		
Pipe scrap, ton		12 00
Stove plate, ton		15 00
No. 2 busheling	7 00	8 00
Old rubbers, boots and shoes	0 07	0 08
Overshoes, lumbermen's rubber boots		0 05
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires		0 03½
Automobile tires		0 04
Yellow brass	0 09	0 10
Red brass	0 17	0 18½
Light brass	0 07½	0 08½
Scrap zinc	0 07	0 08
Heavy copper	0 20½	0 22
Wrought iron, No. 1, per gr. ton		16 00

Ingot Tendencies Are More Steadied

Montreal.

INGOT METALS.—Comparing the present with even a month ago there has been a decided change for the better. Prices have been advancing on some lines, and in general there is a better basic condition. Tin is higher this week.

COPPER.—After a steady increase almost daily for some time, copper has rested and still holds at 27c to 28c. There is some movement although buyers are inclined to purchase sparingly at these figures.

TIN.—Higher prices are obtaining in England and the quotations are advanced

here. Fifty-nine cents is the base price this week.

LEAD.—Supplies have been held quite steadily and 7¾c per pound is named as the local quotation.

ANTIMONY.—At 10¾c per pound there is a fair but moderate amount of trading.

ALUMINUM.—Little interest is manifest in this. The price holds without change at 35c per pound.

SPELTER.—No new feature is reported. There has been a seasonable sale for the product at 10c per pound.

PIG IRON.—While manufacturing interests have been buying somewhat more freely of late, there is no local change and prices hold at $48 per ton.

TORONTO MARKETS

TORONTO, July 31—Higher prices on cotton goods are again in evidence this week, sash cord, cotton rope, awning cord, lamp wick, etc., all being affected. Gun covers, cartridge belts and kindred lines show a substantial advance also, with increases being evident in quotations just issued on automatic hand drills, screw drivers, mirrors, door bells, brass curtain goods, such as rings, pole sockets, etc. Ingot metals have shown activity again with tin and copper registering advances. Solder is higher and manufactured lead products are ruling with a very firm undertone.

Sash Cord Makes an Advance

Toronto.

SASH CORD.—The revision which has occurred in the price of cotton products has affected the figures which are being named on sash cord. An advance of 2c per lb. is shown in the new figures issued this week, the No. 6 now being quoted at 77c per lb.; the No. 7 at 76c, and the Nos. 8 to 12, 75c.

There has been an increase in lamp wick, which registers an advance in proportion to that named on the various other cotton products.

Cartridge Belts, Etc., Go Higher

Toronto.

HUNTING CLOTHING.—There has been an advance in various lines of hunting clothing and gun covers, cartridge belts and kindred lines. One jobber stated that on one line of gun covers which they have not had to buy for two or three years, they found that in replacing their stock they had to raise their prices from around $7 to about $16. This will give some idea of the rise in the market in these commodities in the past two or three years. Other lines have been quite similarly affected.

25 Per Cent. Jump Shown in Mirrors

Toronto.

MIRRORS. — New prices which have been named in the trade this week on mirrors provide for a sharp advance. New quotations which are now given out show an advance over former figures of about 25 per cent.

Automatic Drills, Screw Drivers Up

Toronto.

DRILLS, SCREW DRIVERS.—There has been notification come through, it is understood, of an advance in the price of Yankee automatic hand drills and screw drivers. As a matter of fact it is understood that the entire list of the Yankee products has been affected by the new prices which are out, and which will show a fairly substantial increase.

Higher Prices Named on Cotton Rope, Lines

Toronto

COTTON ROPE, CLOTHES LINES.—There has been a further advance recorded this week in the price of cotton rope. Quotations which are now in effect are for ⅛ in., 82c per lb.; 5-32 in., 81c; 3-16 in., 77½c, and ¼ in. and up, 76¼c to 76½c per lb.

Higher prices are being asked on cotton clothes lines, the figures now available being for the 30 ft., $2.80 per doz.; 40 ft., $3.35 to $3.40; 48 ft., $4.05 to $4.10, and 60 ft., $5.05.

New Prices Named on Awning Cord

Toronto

AWNING CORD. — The continued strength of the cotton market is reflected in a further advance this week in the price of awning cord. Quotations which are now being made to the trade are for the white, No. 3½, $2.40 per doz.; No. 4, $3.85, and No. 4½, $5.25 to $5.30. The prices which prevail on the drab are for No. 3½, $2.90 per doz.; No. 4, $4.30; No. 4½, $5.75.

Soldering Coppers Up 2c lb.; Door Bells Higher

Toronto.

SOLDERING COPPER, DOOR BELLS.—An advance of 2c per lb. is shown in the new price of soldering copper which is given out this week. The quotation which is now being named to the trade for the 3 to 8 lbs., which represent the base, is 44c per lb.

Door bells, a new price on which has been issued this week, show an advance over former levels of 10 per cent.

Brass Curtain Trimmings Higher

Toronto.

BRASS CURTAIN TRIMMINGS.—Brass curtain rings, curtain pole sockets, furniture handles and the various lines which are allied with these have undergone an advance during the past week amounting to 10 per cent. The stiffening market in copper is considered a contributing cause.

Compression Bibbs Undergo Revision

Toronto.

COMPRESSION BIBBS.—There has been a revision upward in practically all lines of brass goods and those which have not yet been changed will be revised very shortly and new quotations will show a higher level. The advance approximates from 8 to 10 per cent., and the lines affected include compression bibbs, stop cocks, stop and waste cocks, radiator valves, etc. The complete list with quotations which are now prevailing appear in the current market quotations.

Cordage Shows No Change; Twine

Toronto

CORDAGE, TWINE.—The market is still marking time and no developments of particular interest to the trade are reported during the week. The market on sisal is very weak, and that lower prices will prevail seems to be generally conceded. Whether this will extend to the manila is still problematical. However, in the meantime business is just a little bit quiet with the outlook considered quite satisfactory. Quotations which are now being made to the trade are unchanged for the pure manila at a base of 34c per lb.; British manila, 30c; New Zealand hemp, 30c, and sisal at 27½c. Sisal lath yarn is holding at 27½c per lb. base. Binder twine repeat business is not up to early expectations, owing to failures of grain crops in many localities.

Stove Outlook Good; Wares Move Well

Toronto.

STOVES, WARES.—Indications seem to point to a very active season in stoves and ranges. Stocks do not seem by any means too heavy, and, as far as can be learned from the manufacturers, production does not seem to be shaping up quite as heavily as they had hoped and this may result in a distinct shortage later on. Dealers are being urged to take delivery of their supplies early as there does not seem to be any indication that lower prices will prevail, and for those who want to have a stock to supply their customers, early buying will give them this desired result.

There is a very nice amount of business coming to hand on the various grades of wares and whereas booking business for fall is still curtailed somewhat, manufacturers view the outlook with optimism. Stocks are being ac-

cumulated as rapidly and in as great volume as possible to take care of the rush which is expected to develop at a little later date.

Oils Continue Active; Gasoline Too

Toronto.

OILS, GASOLINE.—Business continues to come along quite briskly in the various lines of lubricating oils and gasoline. Trade has been remarkably good all season in these products and there is no indication of any let up as yet. Prices have been maintained on a steady level, the quotation which is prevailing on gasoline being 32c per gallon, which is an unchanged figure. Quotations on coal oil range from 20½c to 23½c per gal., according to grade. These figures are steady at the advance which was put into effect two or three weeks ago.

Nails Hold Very Firm; Wire Firm Too

Toronto.

NAILS, WIRE.—Advices from the U.S. indicate that another maker has advanced his prices on wire nails 25c per keg, and the tendency seems to be towards firmness all the way through the market. Locally the situation shows no change from the past two or three weeks although there is an undertone of strength. Quotations are maintained at $4.70 per 100 lbs. base for the wire nails and $4.75 for the cut nails.

The situation in wire products is without any material change. There is a very nice volume of business coming to hand from all accounts and quotations are very firm at the base of $5 per 100 lbs. for smooth steel wire. Kindred lines are unchanged, in line with the usual extras from this base.

Bars Unchanged; Business Very Fair

Toronto.

IRON AND STEEL. — There have been no price changes recorded in the market on iron and steel during the week. The volume of business which is coming to hand seems to be very fair and jobbers are able to handle the business very satisfactorily. Receipts from the rolling mills are in line with the requirements of the jobbers.

Common bar steel	$4 00	$4 25
Common bar iron	4 00	4 25
Angle base	4 25	4 50
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk steel	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel	4 00	4 25
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45

Wrought Pipe Firm; Tubes Unchanged

Toronto.

WROUGHT PIPE, BOILER TUBES. —A very firm market prevails on wrought pipe though no actual change in quotations is yet effective. Prices appear in current market quotations.

Boiler tubes reveal a little more activity than they have for some time past and quotations are unchanged at the following levels:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1¼ inch	27 00	.....
1½ inch	28 00	.....
1¾ inch	30 00	26 00
2 inch	30 00	26 00
2¼ inch	33 00	28 00
2½ inch	40 00	32 00
3 inch	46 00	38 00
3¼ inch	.....	45 00
3½ inch	56 00	42 00
4 inch	70 00	54 00

Solder Moves to Higher Levels

Toronto.

LEAD AND ZINC PRODUCTS.—Solder has undergone revision upward this week, and prices being named to the trade to-day are for the guaranteed, 35c to 37c per lb.; strictly, 34c to 35c; commercial, 32c to 33c; wiping, 31c to 33c; wire, 35c to 40c. This is due to the firm market in lead and sharp advance made this week in tin prices.

Manufactured lead products are very firm and an advance seems to be the outlook on this line. There has been no change this week from prices shown herewith.

Lead pipe, list, per lb.	$0 12½	
Lead waste pipe, list, per lb.	0 13½	
Do., over 8 inches, list, per lb.	0 14½	
Above subject to discount of 10%.		
Lead traps and bends	15%	
Lead wool, lb.	0 11	0 12½
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 12	0 13
Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	$0 35	0 37
Solder, strictly, lb.	0 34	0 35
Solder, commercial, lb.	0 32	0 33
Solder, wiping, lb.	0 31	0 33
Solder, wire, lb.	0 35	0 40
Zinc sheets, per lb.	0 17	

Sheets Rule With Firm Undertone

Toronto.

SHEETS, PLATES.—Sheets are ruling with a firm undertone and there seems to be some prospects of higher prices being named. A very fair volume of business is being handled and outlook in this respect is good. The quotations being named to the trade are as follows:

14 gauge	4 85	5 10
16 gauge	4 95	5 20
18-20 gauge	5 80	....
22-24 gauge	5 85	....
26 gauge	5 90	....
28 gauge	6 00	....
3-16 inch plate	4 90	6 25
¼-inch boiler plate	4 50	5 80

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS.

10¾ oz.	$7 80	$8 10
U.S. 28	7 40	7 70
U.S. 26	7 10	7 40
22 and 24	6 95	7 25
18 and 20	6 80	7 10
16	6 65	6 95
12 and 14	6 50	6 80

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

No New Developments in Corrugated Sheets

Toronto.

CORRUGATED SHEETS. — No new developments are reported in corrugated sheets. Trade is very good and outlook promising. Eavetrough, conductor pipe and kindred lines are active and market rules with a firm undertone. Prices on these lines appear in current market quotations and are unchanged. Quotations on corrugated sheets follow:

Corrugated Sheets—	Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Scrap Market a Little Quieter

Toronto.

OLD MATERIALS. — Business has eased away a little from the brisk tone shown the preceding couple of weeks, but this is not considered an ominous sign by any means. Prices show no change from following levels:

Dealers' Buying Prices—	
Tea lead	0 03½
Heavy lead pipe	0 05¼
Pipe scrap	6 00
Stove plate, per ton	13 00
No. 2 busheling	11 00
Yellow brass	0 09
Red brass	0 16¾
Light brass	0 07
Scrap zinc	0 06
Heavy copper	0 18
Wrought iron, No. 1, per gr. ton	14 00
No. 1 machinery cast, per net ton	18 00
Heavy melting steel	13 50
Old rubbers, boots and shoes	0 07
Overseas, lumbermen's rubber boots	0 04½
Bicycle tires	0 02½
Automobile tires	0 03¾

Tin Shows Sharp Jump; Copper Higher

Toronto.

INGOT METALS.—In a market where advances are quite rapid, there very often develops quite a wide range of quotations. This is shown this week in prices quoted on spelter, lead and antimony. Tin is up 4 to 5 cents per pound, and copper has advanced another cent.

COPPER.—The market is somewhat quieter but there is a strong undertone and higher prices have been named locally, to-day's figure being 27c per pound. There is a very nice volume of business being done.

TIN.—A sharp advance of from 4 to 5 cents per pound is shown in this metal this week in new price of 60c per pound which has been established. Greater activity is shown in sales.

SPELTER.—Quotations show a wide range of from 10c to 11½c per pound with the prospects pointing to the higher figures being generally adopted. A fair volume of business is offering.

LEAD.—Little change in prices is shown this week though the range has widened towards a higher level. Buying is quite brisk with quotations ranging from 7c to 8c per pound.

ANTIMONY—A somewhat stiffer feeling is apparent in this metal. Prices are named at from 10c to 11c per pound, which represents a 1c advance in some

quarters. There is a good amount of business being handled.

ALUMINUM.—New developments are lacking though somewhat greater activity in sales is noted. The price remains unchanged at 35c per pound.

LONDON MARKETS

LONDON, Ont., July 31—One of the difficulties many hardware dealers in this district are experiencing is to get enough goods to supply the demands. Many lines are scarce and very hard to get. A splendid volume of business is offering, not only in London, but throughout the whole district. Prospects for fall and winter business were never better. Collections are excellent. Building figures in London are surpassing all expectations and this is creating a brisk demand for many lines. Prices of all hardware goods are very firm and many lines are either advancing or are about to advance.

Coaster Wagons Have Been Advanced

London, Ont.

COASTER WAGONS. — Auto wheel coaster wagons have been advanced about fifteen per cent. The new prices have not yet come to hand.

Ready Roofing Likely To Advance Again Soon

London, Ont.

READY ROOFING.—Prices of ready roofing have advanced ten cents a square and, it is expected, will undergo another revision upward shortly. Firm situation in felt is given as a contributing factor.

Copper Rivets and Burrs Are Higher

London, Ont.

COPPER RIVETS, BURRS.—Steadily increasing prices of copper have resulted in advances being made in copper rivets and burrs. The advances on the list prices are as follows:

Copper rivets with usual proportion of copper burrs, that is to say, weight of copper burrs not exceeding 1-3 of combined weight of copper rivets and copper burrs, list plus 5 per cent. Before there was a discount of ten per cent.

Copper rivets with copper burrs where the burrs are more than 1-3 of the combined weight of the copper rivets and copper burrs; copper rivets, now list plus 5 per cent.

Copper burrs up to 1-3 combined weight of copper rivets and copper burrs, list plus 5 per cent.

Copper burrs in excess of 1-3 of combined weight of copper rivets and copper burrs, list plus 40 per cent.

Copper burrs only, list plus 40 per cent.

Braided Awning Cord, Mason Lines Higher

London, Ont.

BRAIDED AWNING CORD, MASON LINES.—New and higher prices for braided awning cord are now in effect as follows: No. 3, $2.10 doz. hanks; No. 3½, $2.40; No. 4, $3.85; No. 4½, $5.25.

Mason lines are higher, the quotations being, No. 18x100 feet, $1.85 per doz.; No. 18x100 feet, yellow, $1.95 per doz.

Twisted cotton clothes lines are also higher, the new prices being, 30 feet, $3.35 doz.; 48 feet, $4 doz.; 60 feet, $5 dozen.

Seine Twine and Cotton Rope Higher

London, Ont.

SEINE TWINE, COTTON ROPE.—New and higher prices in effect on seine twine are as follows: No. 18 and larger, 1 lb. spools, 91c lb.; No. 18 and larger, ¼ lb. spools, 92c.; No. 15 and smaller, 1 lb. spools, 92c; No. 15 and smaller, ¼ lb. spools, 93c. Cotton rope quotations have also advanced, the prices being 3-16 in. 74c per lb.; ¼ in. and larger 73c per lb.

Lamp Wick, Candle Wick Are Revised Upwards

London, Ont.

LAMP WICK, CANDLE WICK.—Higher quotations on lamp wick are on the following basis: No. 0, 80c per roll of 32 yds.; No. A, $1; No. B, $1.40; No. I, $2 25.

Candle wick is now being quoted at 80c per lb.

Brass Moulding Hooks Are Reduced Slightly

London, Ont.

BRASS MOULDING HOOKS. — This line has been reduced slightly, the new quotations being, for No. 119, 60c per gross; No. 127, $1.20 per gross.

Snow Shoes Being Booked For Fall

London, Ont.

SNOW SHOES.—Snow shoes for fall booking are quoted as follows: Boys' No. 3 10x33 in., $2.40 pair; Ladies' No. 23, 11x36 in., $3.10; Men's tramping No. 22, 12x42 in., $3.50; Men's club No. 20, 14x42 in., $4; Men's shanty No. 30, 16x42 in., $4.35.

Sash Cord Prices Revised Upwards

London, Ont.

SASH CORD.—Cotton goods have advanced and higher quotations on sash cord are as follows: No. 6, 77c per lb.; No. 7, 76c per lb.; Nos. 8 to 12, 75c per pound.

Advance is Made in Price of Lampblack

London, Ont.

LAMPBLACK.—New and higher prices are in effect for genuine Germantown lampblack as follows: ¼ lb. pkgs, 40c lb.; ½ lb., 33c; 1 lb., 26c; assorted pkgs., 33c.

Both Wood and Felt Weatherstrip Higher

London, Ont.

WEATHERSTRIP.—Both wood and felt weatherstrip are higher for fall, the list prices being as follows, and subject to a discount of 55 and 5 off. No. 60, list 5c ft.; No. 61, 5c; No. 61½, 7c; No. 64, 10c.

Tinned Picture Wire is Slightly Lower

London, Ont.

TINNED PICTURE WIRE.—Prices of tinned picture wire have been reduced slightly and quotations are now, 25 ft. x No. 0, 50c doz.; No. 1, 60c; No. 2, 75c; No. 3, $1; 25 yds. x No. 1, $1.40 doz.; No. 2, $1.90; No. 3, $2.35.

Food Choppers and Bread Mixers Advance

London, Ont.

FOOD CHOPPERS, BREAD MIXERS.—Both Universal food choppers and bread mixers have been revised upwards, the new prices being: Universal food choppers, No. 0, $21 doz.; No. 1, $25.50; No. 2, $31; No. 3, $39.50. Universal bread mixers are quoted at the following figures: No. 4, $40.75 doz. and No. 8, $49.75.

Prices of Bolts May Be Advanced Shortly

London, Ont.

BOLTS, COACH SCREWS. — Prices on bolts are very firm and it seems possible may be advanced shortly. Quotations are as follows:

Bolts: Carriage—⅜ diameter and smaller, 6 in. long and shorter, 35%; ⅜ diameter and smaller, longer than 6 in., 20%; 7/16 diameter and larger, 15%. Machine—⅜ diameter and smaller, 4 in. long and shorter, 40%; ⅜ diameter and smaller, longer than 4 in., 25%; 7/16 diameter and larger, 25%.

Coach screws, 50% off list.

Tire bolts, 50% off list.

Stove bolts, 65% off list.

Rope is Firm; Nails May Advance

London, Ont.

ROPE, NAILS.—Rope is in steady demand and very good sales are reported. No change is shown in prices, which are as follows: Pure manila, 34c per lb. base; British manila, 30c; New Zealand hemp, 30c; sisal, 27½c. Nails are very firm and an advance in prices is expected. Quotations are at present: Wire, $4.70 base; cut, $4.75 base.

White Lead in Oil is in Good Demand

London, Ont.

WHITE LEAD IN OIL.—White lead in oil is selling well and the price is very firm, quotations being as follows: Pure, in tons, $16.35 per 100 lbs.; less than tons, $16.70.

Turpentine Firm; Rosin Advancing

London, Ont.

TURPENTINE, ROSIN.—Turpentine prices are very firm and the market is strong. Quotations are as follows: 1 bbl. lots, $1.95 Imp. gal.; 2 to 4 bbl. lots, $1.94 Imp. gal.; 5 gal. lots, $2.05.

Rosin has been very strong and advances are expected. Prices are at present: Casks, $9.50 per 100 lbs., gross weight; small lots, 12c lb.

Linseed Oil Prices Are Holding Steadily

London, Ont.

LINSEED OIL.—The linseed oil market remains very firm and good sales are being made. Prices are as follows:

	Raw.	Boiled.
1 to 2 barrels, gal.	$3 30	$3 33
3 to 5 barrels, gal.	3 29	3 32
6 to 9 barrels, gal.	3 27	3 30

Less barrels, add 10c gallon to above.

Wood Screws May be Revised Upwards Soon

London, Ont.

WOOD SCREWS.—Prices are very firm and it is expected that an advance may be made before long. Quotations are: F.H. bright, 77½ per cent.; R.H. bright, 75 per cent.; O.H. bright, 75 per cent.; F.H. brass, 55 per cent.; R.H. brass, 52½ per cent; O.H. brass, 52½ per cent.

WINNIPEG MARKETS

WINNIPEG, July 31—Price changes during the week are again fairly numerous, the majority showing declines over former quotations. Among these will be noticed such staple lines as shovels, spades, scoops, coil chain, log chains and tin plate, while lead pipe, lead waste and linseed oil advance.

Business in all lines is very brisk and many jobbers are working overtime to keep abreast of the rush. With harvesting operations started in many districts there is a heavy demand for all such lines as valves, packing, oilers, forks, etc.

Fifty Cent Drop in Annealed Wire

Winnipeg.

ANNEALED WIRE. — Prices on annealed wire have been revised downwards during the week and show a reduction of 50c per 100 lbs., making the base price for No. 9 $5, head of the lakes, and $5.50 f.o.b. Winnipeg. Net selling prices from Winnipeg stock is given herewith: No. 9, $5.50; No. 10, $5.56; No. 12, $5.70; No. 14, $5.90; No. 15, $6.05; No. 16, $6.20 per 100 lbs.

Reduction Made in Scoops and Shovels

Winnipeg.

SCOOPS, SHOVELS. — New prices just to hand from the manufacturers show a general revision in all lines of shovels, spades and scoops, all of which show a reduction on previous quotations. To-day's ruling prices on the various lines are as follows:

Shovels: Jones and Bulldog—"Black,, No. 2 D.H. round point, $15.95; L.H. round point, $15.95; D.H. square point, $15.95; L.H. square point, $15.95; Contractors No. 3, $14.15; $14.15; Corporation No. 3, $16.20 dozen. Olds and Fox—"Black" No. 2, D.H. round point, $13.75; L.H. round point, $13.75; D.H. square point, $13.75; L.H. square point, $13.75 dozen.

Spades: Jones and Bulldog—$15.95 dozen. Olds and Fox—$13.75 dozen.

Scoops: Jones' Rivetted—"Black," No. 6, $22.65; No. 8, $23.15; No. 10, $23.65 dozen. Jones' Socket—"Black," No. 5, $20.25; No. 6, $20.50; No. 8, $21.00; No. 10, $21.50 dozen. Black Cat and Crescent—"Black," No. 2, $18.10; No. 4, $18.60; No. 5, $18.85; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10 dozen. "Moose"—No. 2, $19.50; No. 4, $20.00; No. 5, $20.25; No. 6, $20.50; No. 8, $21.00; No. 10, $21.50 dozen.

For full polished add $1.00 dozen net to above prices. For half polished add 50c dozen net to above prizes.

Prices of Cow Chains Will be Very Firm

Winnipeg.

COW CHAINS.—Bookings are now being taken by the Winnipeg jobbers for cow chains for fall delivery at present prices. Prices on this commodity are very firm and no further changes are to be expected this season. To-day's market prices are confirmed as follows: Open ring, No. 1-0, $2.60, special, $2, three chain, $2.60; No. 2-0, open ring, $2.90, special, $2.15, three chain, $2.90; No. 3-0, open ring, $3.15, special, $2.50, three chain, $3.15; No. 4-0, open ring, $3.95; No. 5-0, open ring, $5.05 doz.

Reduction Shown in Coil and Log Chain

Winnipeg.

COIL CHAIN, LOG CHAIN. — Coil chain and log chain prices have been revised downward during the week, based on new prices received from the manufacturers, all lines showing a reduction of from 50c to $1 per 100 lbs. To-day's market prices on the various lines are given as follows:

Coil Chain, "electric welded," 3/16 inch, $17.25; ¼ inch, $15.75; 5/16 inch, $13.00; ⅜ inch, $10.25; 7/16 inch, $10.00; ½ inch, $9.75 per 100 lbs. "Fire welded," ⅜ inch, $11.25; 7/16 inch, $11.00; ½ inch, $10.50; ⅝ inch, $10.30; ¾ inch, $10.20.

Log Chains, with hook and swivel, ¼ inch, $17.50; 5/16 inch, $14.75; ⅜ inch, $12.00; 7/16 inch, $11.75; ½ inch, $11.50 per 100 lbs.

Open Prices Only For Formaldehyde

Winnipeg.

BLUESTONE, FORMALDEHYDE.—Bluestone and formaldehyde are being booked for delivery up to March 1, 1920, but only at open prices, as it is said market conditions do not warrant manufacturers naming a price at such an early date.

Lead Pipe and Waste Are Revised Upward

Winnipeg.

LEAD PIPE, LEAD WASTE.—Lead pipe and lead waste, which have been declining steadily for some time, reacted during the week, prices advancing $1 per 100 lbs., making to-day's market price as follows: Lead pipe, $13.40 per 100 lbs.; lead waste, $14.40 per 100 lbs.

Slight Reduction in Tin Plate Price

Winnipeg.

TIN PLATE.—A slight reduction is recorded during the week on tin plate, which declined approximately 2½ per cent. below former quotations, with only a limited demand. To-day's market prices are given herewith:

Tin plate—	Full Boxes	Half Boxes
1C, 20 x 28 inches, each	$22.50	$11.75
20 x 38 inches, each	27.00	14.00
20 x 39 inches, each	.....	16.25
1X, 20 x 28 inches, each	26.00	13.50
20 x 38 inches, each	31.90	16.00

Bale Ties Drop 50 Cents a Hundred

Winnipeg.

BALE TIES.—Following a reduction by the manufacturers, new prices have been issued on bale ties, showing a drop of 50c per 100 lbs., both at Winnipeg and the head of the lakes. Good sales are reported in this commodity, particularly in districts where there has been plenty of rain. Prices now ruling are given as follows: 14 ga., Winnipeg, $6.75 per 100 lbs.; head of the lakes, $6.25 per 100 lbs.

Linseed Oil Shows Very Firm Tendencies

Winnipeg.

FLAX SEED.—Flax seed prices continue to advance with the result that a further increase is reported during the week on linseed oil, which moves up another 10c per gal., making to-day's selling price as follows: barrel lots, raw linseed oil, $3.10 gal., boiled, $3.13. A good number of sales is also reported even at this figure.

Very Strong Market For Turpentine

Winnipeg.

TURPENTINE. — Turpentine prices remain unchanged during the week, after a rise of 35c per gal. last week, and sales are reported around normal with fairly good stocks. To-day's ruling price is confirmed as follows: Barrel lots, $2 gal.; ½ barrel lots, $2.03 gal.; 5 gal. lots, $2.05 gal.; 1 gal. lots, $2.05 gal., plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., July 31.—The American Iron and Steel Institute has just given out the complete statistics of production of steel ingots and castings, rolled iron and steel, etc., in 1918. These statistics put the matter in a somewhat new light, by reason of the divergence between production of ingots and of rolled steel. During the year the trade had the benefit of monthly reports of the steel ingot production, and last April a preliminary statement of the year's total was given, agreeing almost precisely with the final total now given. It turns out, however, that the rolled steel output was a much smaller proportion of the ingot output than usual. This was due, of course, to the heavy cropping of ingots required by shell steel specifications, but so much was said about uses being found for discard steel that one had some reason to suppose that this heavy cropping would not operate to decrease greatly the production of finished rolled steel. If, for instance, one-third of the ingot was cropped, that steel would be lost as regards shell material, but if it was rolled into light rails, or angles for cots, or concrete reinforcing bars, it would constitute rolled steel. The fact, however, is that while in 1912 and 1913 the total output of finished rolled steel was 76 per cent. of the steel ingot production, in 1918 the proportion was only 69 per cent. That difference of 7 per cent. meant, on the 43,051,022 gross tons of ingots produced in 1918, no less than 3,000,000 gross tons of rolled steel, or 250,000 tons a month. This information helps to explain, to an extent, why the director of steel supply found the supply of steel so much below what he wanted, when nearly every month the statistics of ingot production seemed rather favorable.

The production of ingots in 1918 was 1 per cent. under that of 1917, while it was 4 per cent. above that of 1916. Thus the three great war years ran quite closely together. The 1918 production was 42 per cent. greater than the production in 1912 and 1913, years that showed practically the same tonnage, and by far the best tonnage years before the war. The rolled steel output in 1918 was 29,581,778 tons and the rolled iron output 1,573,976 tons. The rolled steel output was only 28 per cent. more than the 1912-13 output, while the rolled iron output actually showed a decrease of 5 per cent. from these pre-war years. The total of the two was 26 per cent. greater in 1918 than in 1912-13, while ingots showed an increase of 42 per cent

The production of sheared plates, ¼ in. and thicker, was 3,445,284 gross tons, or more than 2,000,000 tons increase over the 1913 output. This was due to the pressure for ship plates, and the increase was accomplished only by the building of many new plate mills. Some of the mills, however, were not completed until nearly the end of 1918, and thus the present capacity is much larger even than the heavy output in 1918. Undoubtedly there will be a surplus of plate rolling capacity for many years.

Production of shell steel is not shown in the statistics. The rolled rounds are included with "merchant bars," which showed a gain in 1918 of about 2,500,000 tons over the 1913 output, while the steel for forged shells was included with "rolled forging blooms and billets," which showed an increase of over 1,000,000 tons. As there was no other demand of importance that would swell the production of either merchant bars or forging steel, it may be assumed that the production of shell steel in the United States was somewhere in the neighborhood of 3,500,000 gross tons.

Other lines of rolled steel showed about the same tonnage in 1918 as in 1912 and 1913, except that some showed rather sharp decreases, rails, for instance, falling off about a million tons, to 2,540,892 tons.

Production of steel ingots at present may be estimated as being at the rate of about 35,000,000 gross tons a year, which would be 71 or 72 per cent. of capacity, taking capacity at 49,000,000 tons. While a 35,000,000 ton rate would show quite a decrease from the 43,051,022 tons actually produced in 1918, the output of finished rolled steel would not show a corresponding discount, for it may be assumed that the proportion of rolled steel to ingots is back to the 76 per cent. recorded in 1912 and 1913, and thus it would be equal to a rate of about 26,500,000 tons at the present time, this comparing with the output of 29,581,778 tons in 1918. The difference is less than last year's output of shell steel, and thus one may say that in all rolled steel outside of shell steel the present production is at a greater rate than the average of 1918.

Steel Demand

Demand is improving somewhat, even in this summer period, usually so dull in the steel trade. Merchant steel bars are mentioned in particular. For some time there has been heavy demand from the cold drawn steel makers, producing shafting and screw stock, and now there is much more widespread demand, the current orders being not much below capacity. Demand for butt weld sizes of pipe continues to improve. As for lap weld, the mills are turning away more business than they accept, being filled up on account of the oil boom.

Export demand is not as heavy as a month ago. The slump in exchange is probably responsible for some of the decline in European buying. Japan and China are still mentioned as being the best buyers. In their case there is no difficulty about exchange, and transportation conditions are particularly good as the Japanese vessels operate under quite favorable conditions. While the export market is somewhat quieter, it is not expected that there will be any material decrease in exports over the average of the past few months, exports having been reported at about 400,000 gross tons a month, in pig iron, billets and finished steel products.

Prices

The balance of probability is that there will be no general advances in steel prices in the near future. All possibility of there being declines is regarded as removed. It is true that a few independent producers have been disposed to advance prices, but such advances when made have not been followed by others. It was July 10 when the Wheeling Steel & Iron Co. advanced butt weld pipe $5 a ton, and lap weld pipe $10, but up to date no other producer has advanced pipe. A fortnight ago the Youngstown Sheet & Tube Co. advanced nails 25c a keg, staples $2 a ton and the extra for coppering wire $5 a ton. A few days afterwards the Cambria Steel Co. made some advances in its wire products, but not the same advances as had been made by the Youngstown Co. Cambria advanced both polished and cemented coated nails 25c a keg, but also advanced plain and barb wire $2 a ton, products which the Youngstown Co. did not advance at all. The Steel Corporation continues to be opposed to the making of any price advances, at least before the end of the year.

On the Side

CLOTHES AND COFFEE

When in the army I was accompanied by a sergeant that, to hear him talk, was one of the brainiest men Uncle Sam had hired. On pass one Sunday, in a certain town, a young woman we met on the street asked us if we cared to go to her house and have a cup of coffee. On arriving we were introduced to her mother, who made excuses in regard to her appearance. She remarked: "I'll go and put on the percolator."

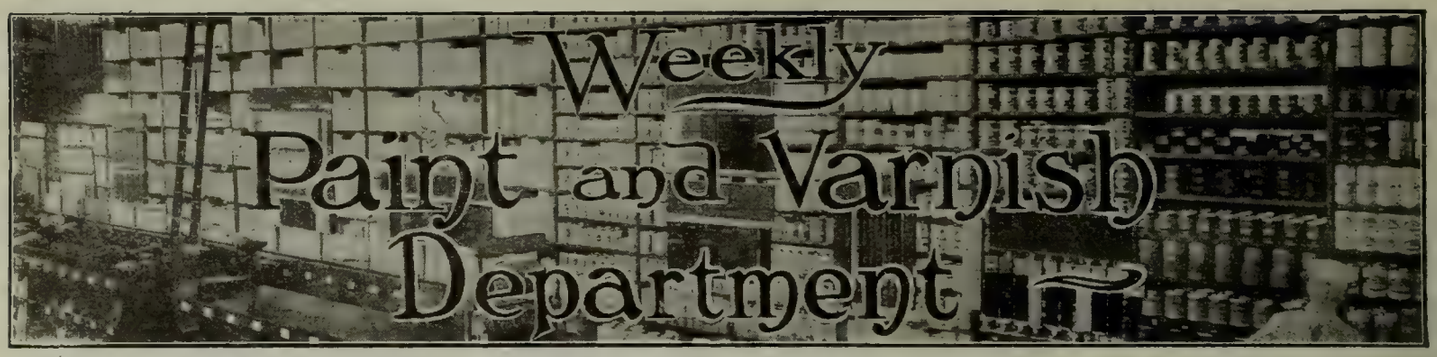
The sergeant said: "O, you look all right the way you are."—T. F. in the Chicago Tribune.

TIP FOR BURGLARS

A Pennsylvania man advertised a liberal reward for a bunch of keys he had lost. That night the finder of the keys entered the man's office, unlocking the door to the office and his safe with the keys, and took $184. Burglars, as well as chicken thieves, read advertisements.

RETAIL CLERKS MEET

Tom Mellalieu and James MacArthur Conner addressed a well-attended meeting of the Retail Clerks' Union, held recently in the Labor Temple, Toronto. This association has been organized some weeks and is adding to its ranks every week.



"Oh Ye of Little Faith"

Loss of Belief in Paint as Means of Protection and Preservation Spells Loss of Business —Morale Represents Three-Quarters of Selling Campaign—Consider Relative Values and Paint is Cheap

LACK of faith engenders lack of initiative and lack of enterprise and fosters slow business and little profit.

If you have lost faith in the service and efficacy of paint, quit selling it.

Some paint dealers have developed the spirit of a knocker, whilst they try to show the face of a booster—it can't be done—no paint dealer can profitably serve two such diametrically opposite business masters.

If a man loses faith in the fact that paint is a vital necessity to mankind, he had best quit when he loses that faith. If he does not believe that paint is an economic necessity then his sense of values are out of perspective. If he does not realize that the relative value between paint and the materials it protects have scarcely changed, then it is high time for him to cast about and see where he is at.

Increased Value

Paint as a means of protection and preservation has taken on an increased value to the consumer, beyond its actual rise in cost.

Go out into the market for lumber, structural steel, and labor for their erection, and compare prices with those that existed five or six years ago. Then consider the protective and preservative value of a gallon of paint against the three or four hundred square feet of surface it will cover two coats.

Figure the Problem

Figure the problem soberly. Isn't paint worth its price? The value of the service that paint can give has risen in proportion as lumber, steel and labor have risen. From this standpoint the actual price of the paint can soon be forgotten.

It is the purpose of this article to go into the whys and wherefores of the rise of the cost of paint. That doesn't concern the consumer in so far as the paint merchant's selling plans are concerned.

What one should be concerned about is, whether the value of service of paint has increased or lessened.

Protective Services Greater

The protective service of good paint has increased. Relative to the value of property, paint is more needed to-day than ever before and costs less from the fact that each square foot it preserves costs more.

Why Lack of Faith?

Then why the lack of faith shown by not a few merchants in selling paint?

Is it cold feet, or lack of backbone?

Because the prices of paint had to go up, purely from fundamental conditions existing in the markets for raw materials, do you do your customer any less service in selling him paint?

If a man thoroughly maintains his belief in paint, not merely as an article to be bought and sold, but as an article that renders mankind an economic service, he is going to forge ahead and make his paint department a success.

A Few Questions

Will the price of paint maintained to a standard quality under present conditions lessen the sanitary safeguards that it provides on walls, woodwork and floors? Will it, because of price, become any less the insurance than it has been against weather and decay? Will its decorative results, become of less assistance in renting or getting a good selling price for a piece of property?

Paint of good quality has lost none of its cunning nor its service in these respects.

Prove Your Faith

Then why lay down to a customer who raises these objections and lose a good sale?

Such arguments should bring out the qualities of your salesmanship, and your ability as a merchant. Overcoming them will prove your faith in paint and service.

Laying down to such arguments as the customer brings up and letting him run all over you prove both lack of faith and lack of ability to go against the stream of fight.

Expense of Doing Without Paint

Lots and lots of customers are coming into the stores of retail paint dealers to-day and exclaiming: "Paint prices are too high, I won't pay that for paint."

Have you ever stopped such men and pointed out to them what it is costing them to do without paint? Have you ever seriously undertaken to imbibe into your sales staff the fact that it is not so much the high cost of paint as it is the high cost of doing without it that will much sooner put a hole in the property owner's pocket book?

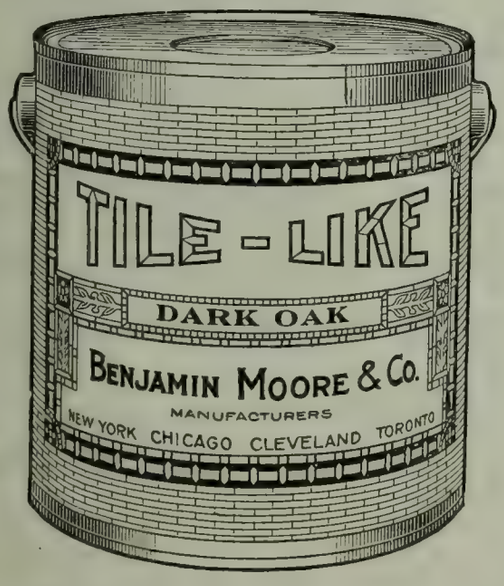
Of course if you haven't faith in paint you can't do it; but it you have an everlasting stand-patter's belief that you have a commercial mission in benefiting the physical, material, and aesthetic welfare of your customers you can do it.

(Continued on page 68.)

Tile-Like Finish

"Save the surface and you save all" *Paint & Varnish*

A Varnish and Stain Combined



Put up in large and small size cans

For use on hard or soft wood floors, old furniture, wicker furniture, porch chairs, linoleum or oilcloth, etc.

Tile-Like is the greatest renovator of old furniture you can sell in your store. Makes everything look like new.

For beautiful effects and great durable wearing qualities recommend Tile-Like. It's sold at a reasonable price and there are splendid profits in it for the dealer.

Write to-day for our agency proposition. It will put you in touch with a line of Paint and Varnish products that are being recognized by the public as the **"best money value"** on the Canadian market to-day.

Benjamin Moore & Co., Limited

One of the Largest Paint and Varnish Industries on the American Continent

Toronto **Halifax** **Winnipeg**

The Brush Department

Sell More Brushes by Creative Methods

Everyone Who Has a House, a Store or Building is a Prospect, Also Every Farmer, Every Painter and Every Mechanic—Keep Your Stock Well Displayed

IN a previous article mention was made that a hardware man might possibly triple his brush business this year, and emphasis was laid on Painters' and Household brushes, with special effort to sell the better grades, as these yield greater profit to the dealer and greater satisfaction to the customer. This will carry you a long way to a triple brush business, but there are other ways to speed up sales of which mention should be made here.

The Steady Demand

Brushes are always in steady demand, but to the hardware merchant who will realize the opportunity this demand can be multiplied by creative methods. Every householder, every farmer, every mechanic, every painter, every building in your community is a prospect, with floors to sweep and scrub and clean, with inside and outside walls to paint, with windows to wash, clothes to brush, and chins to lather, and shoes to polish; one customer may wish to brush out his furnace pipes, or he may require an automobile brush to clean his car, or a brush to clean his horse or cow, or even his dog.

Or it may be a brush to get the cobwebs down, or a brush to scrub his back, or to clean his milk cans, or his separator tubes, or closet bowls, or even to tar his roof, or stencil his fruit boxes. This list of creative business ideas for brushes is a never ending one.

Keep Them Displayed

There are a hundred ways and means of getting your customers interested in brushes, no matter how many you now sell. Selling more is only a matter of getting them out of drawers and beneath the counters, displaying them attractively, and telling of their usefulness.

Did you ever make a canvass of your fellow merchants? Every drug store, barbers' shop, every pool room, every dry goods, jeweler's, grocer's, in fact ever kind of store, have floors to be swept twice every day. They need a hair floor broom, 16 or 18 in. wide, to sweep them with. Here is a fertile field for your labor, but that is not all. They will need other brushes, floor oil and the like, and your solicitation of them will get you better acquainted and will bring trade to you from them whenever hardware goods are needed.

Mail Order Paint Firm To Seek Canadian Trade

Under a Chicago date line the American Paint Journal runs the following:

The mail order houses evidently are finding the paint and varnish business a good thing and certainly they have been working it to a frazzle this year, and coincident with the rumors that the "Big Five" packing houses contemplate entering the paint and varnish field, along with edible oils, etc., it has also been said that the mail order houses intend to develop their paint and varnish trade on broader plans than before.

This has some confirmation in the announcement that Sears-Roebuck & Co., Chicago, will erect a large factory for the manufacture of paint and varnish exclusively. The factory site fronts 400 feet on Filmore street and the B. & O.C. T.T. Railway, and 147 feet on Kosture Avenue. The ground was purchased from Lucy Kimball Battle, of St. Louis, for $20,100.

The plans are being prepared by Architect Geo. C. Nimmons & Co., and it is said the building will be five stories high, will cost approximately $400,000, will cover the greater portion of the lot and will be equipped with the most modern machinery and labor-saving devices to facilitate quantity production.

Obviously the company has an optimistic view of the future paint possibilities. It is said that while they will take an aggressive part in the distribution of paint products throughout the United States and Canada, they also plan to sell paint direct to consumers throughout the civilized world.

FINDS ELEVATOR USEFUL

It was an advertisement of a well-known elevator company in HARDWARE AND METAL *that caught the eye of the manager of the Miller Hardware Company, of Virden, Man. It read: "Put in a freight elevator and double your floor space."*

It so happened that this firm was making little use of a large flat over its store. It was customary to place the larger articles of heavy hardware in the basement as a narrow stairway presented difficulties in the way of storing them upstairs. The elevator was installed at a figure below the hundred dollar mark (for this was before the war) and the firm virtually doubled its floor space. Not only is the upper flat filled to capacity with stock, but the elevator runs through to the basement, and a pull of the rope conveys the heaviest articles up or down.

"The price of these things is ridiculously low," said the manager, "so low in fact that even the poorest merchant in the country cannot afford to do without one. It has been worth its weight in gold to us. Any carpenter can instal it."

FIRST LARGE VESSEL

The first large steel cargo vessel built in Australia was launched at Walsh Island, Newcastle, in May, 1919.

CHINA PRODUCING CEMENT

The cement requirements of North China will probably soon be supplied by domestic production. One large concern is said to control this industry in North China, and its plant is located at Tangshan, a small town about one hundred miles north-east of Tientsin, on the Peking-Mukden Railway. It is equipped with modern machinery, and secures its supply of limestone on the site of the works.

IT'S ONE THING TO DESIRE A GOOD JOB

Continued from page 55

sent him. Two months later, I got back my fifty dollars, and a few years later I was in their house having supper with them. Backed by faith and courage, he had achieved success and was on the road to prosperity.

But it wasn't until a friend of his told me that I learned how the fifty dollars had been paid back in two months. This man, his wife, and his children had lived on bread and water in order to return the loan.

Faith and encouragement will work wonders in a man. Yet there must be a foundation in the man himself to work these wonders on. Remember that it is up to you! If you are not getting along where you are, first study the whole situation honestly and see whether the trouble isn't with you and not with the job.

But if you make up your mind that the job is wrong, or, at least, the wrong one for you, and if you have the nerve and the will and the faith in yourself and in humanity to do it, break away, and start out for a goal you can see and one you will fight to reach.

Brushes that Pay

Build up a profitable brush trade by recommending and selling brushes that give satisfaction --- maximum wear with efficient service, resulting in satisfied customers and bigger sales. Boeckh's Rubber Set Brushes enable you to do this.

BOECKH'S RUBBER SET BRUSHES

are guaranteed to give complete satisfaction. The bristles can't come out, and users are assured of a finished job, unspoiled by imperfections and streaks caused by loose bristles.



Further interesting particulars and prices will be cheerfully submitted.

The BOECKH COMPANY, Ltd.

TORONTO, CANADA

"OH YE OF LITTLE FAITH"

Continued from page 64

Have You the Right Line?

Perhaps you have lost faith in the brand of paint that you handle. If such is the case, then switch your account and be quick about it. Like as not you are doing an injustice to the manufacturer who is selling you. You and he had better part company right away. Get a brand of paint you can believe in and put large-sized chunks of faith in along with your selling talk and advertising.

If you are selling a man who is engaged in any manufacturing business it will not be difficult to show him why prices have gone up, and that the relative service value of paint has not gone down. The chances are he is up against the same proposition in the product that he is putting out.

Relative Values

It can be easily shown to farmers that the same amount of wheat that bought a gallon of paint five or six years ago will buy more paint to-day than it did then. Butter and eggs and bacon and lamb look smaller besides a gallon of paint than they did five or six years ago.

The laboring man and the mechanic do not have to work as many hours to-day to buy a gallon of paint as they did five or six years ago.

And yet that gallon of paint will protect property that is of a great deal more value to them to-day than it was that length of time ago.

What is there to lose faith in, in selling paint, good paint, paint that is made to protect and preserve and maintain the value, comfort and luxury of the home?

Means Loss of Money

Again let it be repeated that if you are losing faith, you are losing money, and when you lose these you are letting the whole foundation of your business morale slip away from under you.

Napoleon said that three-quarters of a victorious army consisted in morale, the other one-quarter, guns, ammunition and officers.

Keep Up Your Morale

If you are letting the necessity of present high prices rob you of your morale, the three-quarters of your business necessary for success, then it is high time to take stock of your own mental attitude towards your goods.

Paint selling has behind it sufficiently numerous and sound economic arguments to maintain a good aggressive business fight.

Think over these ideas about faith, morale, and belief in your goods and it is a pretty safe guess that prices will take care of themselves.

SAYS WINDOW GLASS OUTPUT WILL SHOW A DECREASE

Among the speakers at the convention, National Association of Window Glass Mfrs., in Atlantic City, was H. S. Wherrett, vice-president and chairman of the commercial department of the Pittsburgh Plate Glass Co. He stated that the plate glass outlook was most encouraging and that as the stocks of the country were below normal, and the manufacturers having plenty of orders on their books, there would be a demand for all the plate glass produced this year. H. R. Hilton, statistician of the association, stated that the total window glass manufactured in the United States in 1919 will not exceed 6,500,000 boxes, a decrease of about six per cent. from that of 1918.

Putty and White Lead in Oil May be Advanced

THERE is every reason to anticipate advances for both white lead in oil and putty. The immediate reason for this is the higher prices now obtaining for linseed oil, and in view of the fact that costs were based on oil at around $2 when putty prices were last fixed, it is obvious that the cost to manufacture has greatly increased.

The Montreal makers feel that there will be early increases made for putty. The market has ruled with a strong undertone for some time past, and with new high prices each week for linseed oil the prospect of revised prices becoming effective for putty have become a stronger possibility. With quotations over $3 this week on oil the likelihood of advances materializing before the week-end is a very strong one.

White Lead in Oil, Too

While the content of linseed oil required to compound dry lead into the commercial white lead in oil is rather small, the price of oil has so soared since last prices were established that new manufacturing costs have been established. In addition to this there has been a firming of the pig lead market within the past week or two. This leaves the cost of pig lead higher than for some time past, and there is prospect of further advances being made. Corroders anticipate that there will be advances therefore in the commercial mixed commodity soon. The change, if made, will probably come within the next week or ten days, perhaps sooner.

SUBSTITUTES FOR LINSEED OIL ARE BEING DISCUSSED

Discussing the linseed oil situation as it exists at present, the "Paint, Oil and Drug Review" says:

"Whatever the advantages of linseed oil may be as a vehicle for paint, and they have been shown by the experience of centuries to be many, they are to a great extent offset at the present time in the minds of many manufacturers by a prohibitive price, and as a result the sales of soya bean oil, china wood oil, perilla, and many grades of fish oil have begun to jump. It may be that the present scarcity will prove a blessing in disguise by teaching grinders generally the good qualities of a number of substitutes already known and perhaps turning the attention of chemists and scientific paint men generally to the development of new vehicles as yet unknown.

The most important property of linseed oil is, of course, its "drying quality," which means that when exposed to the air it undergoes a change which gives it an elastic semi-solid surface. This process can be hastened by the use of certain chemicals. Other oils have the same property in greater or less degree and the chemical dryers for linseed are far better understood than those for fish oil, for example, and yet no New Englander has to be told that after a paint mixed with fish oil once dries it has a surface which will far outlast any linseed oil paint, and the same may prove true of other oils.

It is not the purpose of this article to boost any paint vehicle to the detriment of any other, but simply to call the attention of the trade to the wide and interesting field for investigation and the intriguing possibility of large profits for the man who discovers a vehicle which will give the trade relief from the present embarrassing situation. This has been brought about by a combination of circumstances which includes not only a shortage in the American crop of flaxseed and of vessels in which to import a foreign supply, but also the very large and increasing demand for linseed oil from various other lines of manufacture, notably soap and linoleum, not to mention oleomargarine and other food products, which are an important factor in the foreign demand. It is no time to lie down and cry over spilt milk. The situation demands all the adaptability and ingenuity which the American business man can apply and that is more than any other nation in the world has yet developed. The point is that now is the time to put your chemists and practical men on the job, and it is safe to say the results will justify the effort."

JAPANESE LACQUER WARE INDUSTRY

The lacquer ware industry forms a prosperous trade in the Fukui Prefecture of Japan. During the year 1918, $274,430 worth of this product was manufactured, as compared with $20,000 worth in the preceding year. The rise is the price must be noted, of course, in making this comparison.



Varnish Advice

Now that most buyers realize so thoroughly the necessity and economy of careful discrimination in varnish buying, they appreciate more than ever reliable advice as to what finishes to select for their finishing operations.

The dealer has many opportunities of posting his customers along this line and earning their permanent good will.

The long record of Berry Brothers' Varnishes, Enamels and Stains for uniform quality and dependability makes them safe to recommend and easy to sell.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co. - - Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd. - - - Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.
A. M. Bell & Co., Ltd. - Halifax, N.S.
Lariviere, Inc. - - Montreal, Que.
L. H Gaudry & Co. Quebec, P.Q.
Wood, Vallance, Ltd. - Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd. Edmonton, Alta.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

Walkerville, Ont. No. 20

Liquid Granite FLOOR VARNISH Luxeberry WHITE ENAMEL

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, July 31.—Stronger tendencies characterize the putty markets and also those for white lead in oil. There may be early advances for both and this is made the more probable owing to late advances for linseed oil which, for raw, is now quoted at $3. There is a strong undertone also to turpentine and advances of 12c to 20c per gallon were made during the week. A price of $2 per gallon will not be far off if the tendencies are maintained. Shellacs are up 50c per gallon again. The paint market is firm all through and business is reported as seasonably better than a year ago.

Another Advance Puts Linseed Oil Over $3

Montreal.

LINSEED OIL.—The low price for linseed oil this week is an even $3 for raw. This means an advance of 5c within the week. The price of flax reached $6.25 for July and there is no encouragement that permits of relief even being suggested. Few will name prices at all and there is little to go around. One of the saving features of the situation, perhaps, is that of a somewhat modified demand from the trade, otherwise the tendencies are strongly upward.

	Imp. Gal.
Raw—	
1 to 4 barrels	$3 00
5 to 9 barrels	....
10 to 25 barrels	....
Boiled—	
1 to 4 barrels	$3 02½
5 to 9 barrels	....
10 to 25 barrels	....

NOTE.—Owing to fluctuating seed markets jobbers, generally, are not quoting. The basis is decidedly nominal.

Turpentine Up, Too; May Yet Reach $2

Montreal.

TURPENTINE.—The demand for turpentine has somewhat lessened but the price merrily climbs and there is no sign of abatement just now. A price of $1.82 per barrel is quoted by one jobber, and another quotes $1.95. Supplies are never certain, and the outlook is for continued high prices.

Turpentine—	Imp. Gal.
1 to 4 barrels	$1 82 $1 95
Small lots	....

(Packages extra.)

Some Say More Money For Putty

Montreal.

PUTTY.—There is strong probability of advances coming along at once for putty. This is due to the situation on linseed oil where the increases have been so great that those making putty feel that an advance is imperative. Had the demand been greater the probability is that prices would have advanced some weeks ago. In the meantime a decidedly strong undertone prevails.

	5 ton	1 ton	Less Quanty.
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%. 15 days, net 60.

Some Say New Prices For White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—With several of the jobbers in this line, the tendencies reported are strongly pointing to a revision of price upward. Linseed oil has not only greatly advanced since prices were last named, but there has been an advancing pig lead market. Increases may be shortly put into effect. In the meantime the prices are unchanged and standard grade is quoted at $15.50 per cwt. in 5-ton lots; $16 in ton lots, and $16.35 in small quantities.

Better Trade is Stated For Paints

Montreal.

PAINTS AND SPECIALTIES. — In spite of the advances made for prepared paints, the sales reported by the manufacturers are very satisfactory. True, business has somewhat lessened, but there is still a great deal of activity, and many orders are received. From a seasonable standpoint there has been better business than was looked for and this indicates a good spirit in the country, with painting being undertaken regularly. Specialties are moving well, too.

Fifty Cent Advance Made For Shellac

Montreal.

SHELLACS.—Constantly increasing prices and scarcity have made it necessary to again revise the price on shellac. The white and the orange are both affected, and new price on the former, per gallon in tins, is $6.55, and orange in gallons, $6.05. The usual differentials apply on other sizes.

TORONTO

TORONTO, July 31.—Turpentine prices are now the highest in the history of the trade, and with steadily increasing overseas demands, accelerated by Germany coming into the market, and a crop estimated at one-half of normal pre-war years, the market is expected to be very firm. To-day's quotations are at $1.95 per Imperial gallon. Linseed oil has advanced, but only slightly, the quotations to-day being $3.30 for raw and $3.33 for boiled. Rosin prices are steadily climbing, and even higher markets are looked for as crop reports indicate that supplies will be short. Shellac prices have been advanced this week. While no increase has as yet taken place in white lead in oil, a rise is expected at any time. This would affect putty prices also.

Turpentine Reaches Highest Prices on Record

Toronto.

TURPENTINE.—All past records have been shattered in prices of turpentine, and still higher prices are looked for as a result of the way in which overseas orders are coming in. Two of the largest American producers have notified their customers that their entire output for the season has been disposed of and that they are out of the market. The whole turpentine situation centres around the fact that with a production that will be at best, only half of that of pre-war years, there is a tremendous demand. Germany is now coming into the markets, and before the war took from 2,000,000 to 3,000,000 gallons yearly, and from 700,000 to 800,000 casks of 280 pounds each of rosin. The German demands, added to the orders pouring in from England and other countries and an increased home consumption, together with a short crop, creates a situation that is perhaps unparalleled in the history of the trade. From the standpoint of Canadian buyers the situation is still further complicated by the fact that at the present rate of exchange about six cents per Imperial gallon is added to the cost. To-day's quotations in Toronto on turpentine are $1.95. Rosin prices have been climbing steadily, and grades of rosin that a year ago were selling at $9 are now in great demand from $21 to $22. The rosin crop is reported short. Deliveries of both turpentine and rosin are slow, and this is causing considerable annoyance. Quotations on turpentine are as follows:

Turpentine—	Imp. gal.
1 barrel (barrel included)	.... $1 96



Paints & Varnishes For All Purposes

Brandram-Henderson Paints and Varnishes have a reputation for excellence owing to the exacting care used in the selection of all materials and the thorough methods of manufacture.

The buyers from the markets of the world recognize our ability to supply paint and varnish products of the highest quality. With four large factories in Canada, in which white-lead is corroded for the domestic market, linseed oil is crushed and refined, dry colors are chemically produced and paints, varnishes, enamels, stains, are manufactured for both home and foreign trade, excellent service and quality products designed specifically for buyers' requirements are assured. Canada has excellent facilities in shipping ports on both Atlantic and Pacific ensuring prompt and satisfactory transportation service.

With Respect to Linseed Oil

In the centre of the largest flax-growing districts of Canada are located the oil crushing and refining mills of the Alberta Linseed Oil Company, Limited, owned and operated by Brandram-Henderson, Limited.

A constant supply of linseed oil of maximum quality is thereby assured to the various manufacturing plants of Brandram-Henderson, Limited.

The output of the mill also permits of furnishing supplies of linseed oil, either as raw, boiled or refined to the many customers of the Company.

The following representation in various countries has been arranged:

South Africa
H. Parker Wood, Capetown, Durban, Johannesburg.

New Zealand
A. S. Paterson Co., Limited, Wellington, Auckland, Christchurch, Lyttleton

Russia
Russian Land Reclamation Co., Vladivostock, Petrograd

Japan, Siam, Dutch East Indies, India
Sino Northern American Co.

Cuba
T. Geddes Grant, Limited, Riera, Toro & Von Twistern, Inc., Havana, Cuba

China
R. Martins & Co., Limited, Shanghai

Australia
W. A. Lingham, Sydney, N.S.W.

West Indies
T. Geddes Grant, Limited, Bridgetown, Barbados; Port of Spain, Trinidad; Georgetown, Demerara.

Newfoundland
Bowring Brothers, Limited, St. John's.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

2 to 5 barrels (barrel included)	....	1 94
5 gallon lots	....	2 05

Very Firm Market For Linseed Oil

Toronto.

LINSEED OIL.—Not for a long time has there been a more sensitive market than just now for flaxseed. The slightest demand sends it up, and a slowing up in buying causes it to react instantly. Prices of seed, which went up to $6.40 during the week, have dropped back today to $6.26. Prices of linseed oil have advanced to $3.30 for raw and $3.33 for boiled. In spite of the high prices there is a steady demand. Crop reports vary widely, many of them apparently lacking authenticity, but it would appear that prospects look better in the West than they did a short time ago. The range of quotations is as follows:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	$3 30	$3 33
3 to 5 barrels, gal.	3 29	3 32
10 barrels and over	3 27	3 30
	Boiled	
1 to 2 barrels, gal.	....	3 33
3 to 5 barrels, gal.	....	3 32
10 barrels and over	....	3 30

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

Prices of Shellac Again Advancing

Toronto.

SHELLAC.—Prices of shellac have been advanced during the week by some firms, the increases ranging from fifteen to fifty cents per gallon. Supplies are reported scarce and the markets very firm, with prospects that they will continue so. Prices of white shellac range from $5.45 to $6.55, and of orange from $5.25 to $6.05.

Orders Still Good For Prepared Paints

Toronto.

PREPARED PAINTS.—Orders continue to come in steadily for prepared paints from all parts of the province, and the business to date is much larger than at the same time last year. The manufacturers have had one of the best seasons in their history.

White Lead in Oil Likely To Advance

Toronto

WHITE LEAD IN OIL.—There is every indication that an advance in white lead in oil is due before long as a result of the steady increase in the quotations on lead and the steadily rising prices of linseed oil. In anticipation of higher quotations some fairly large orders have been placed at present quotations. Business in general is reported as satisfactory. Prices are as follows: Five ton lots, $15.85 per 100 pounds; one ton lots, $16.35, and in smaller quantities, $16.70.

No Changes Shown in Window Glass or Putty

Toronto

GLASS, - PUTTY.—There is little change in the situation as far as window glass is concerned. Prices remain stationary. A fair volume of business is being handled.

Putty prices are firm and in many quarters an advance is looked for before very long. Quotations are as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 35	$5 60	$5 95
Do., 100 lb. iron	6 20	6 45	6 60
Do., 25 lb. iron	6 45	6 70	6 85
Do., 12½ lb. irons	6 70	6 95	7 30
Bladder, in barrels	7 10	7 35	7 50

OVERSEAS TRADE EXPANSION WILL COME

(Continued from page 45.)

principals and consignee agents in Canada.

Overseas Functions for Trade Associations

"One notable feature among the many changes which have affected British industrial production during the war period has been the organization in many United Kingdom industries of associations, representative of the interests of an industry as a whole, as distinguished from the individual interests of the component members. In relation to the export trade of the United Kingdom these associations seemed to be called upon to play an important role, and it is submitted that they can more conveniently and more adequately than any other organization, official or otherwise, undertake the investigations to which reference has been made in the preceding paragraph. It is not suggested that an investigation undertaken by these associations will of itself suffice; among the more important industries it is considered that the trade association should have a permanent overseas organization to assist its members in organizing their selling campaigns and to keep the local market informed on matters of interest to the local importer and consumer.

"If these suggestions or some modification of them were adopted, it is felt that the products of British industry would be assured of a wider measure of support than they have had in the past owing to inattention to local requirements or to defective distributing methods.

Sentiment in Favor of British Goods

"In order that the prevalent sentiment in favor of British goods may be taken advantage of to the fullest extent, it behooves British manufacturers to organize their selling campaigns without delay. Well considered policies, the execution of which is entrusted to experienced men familiar with local conditions, will merit and receive support, while those characterized by hesitancy, due to ignorance of local requirements and by a degree of parsimony that makes failure sure, will meet with a chilly reception. Policies of the latter character react not only on their imitators but indirectly on British trade as a whole."

Must be Publicity

As set forth at the beginning, Mr. Milne believes that there must be an increased interest manifest in the development of trade relations. To this end the public and those interested in matters of trade should avail themselves of the advantages afforded by the established offices of overseas trade. Much valuable information is to be had for the asking, and the Senior Trade Commissioner or any of his associates will always be glad to extend every information possible to those interested. It is but natural that a full appreciation of the possibilities of trade can be grasped only when facts are secured and plans mapped out accordingly. Education and increased publicity will go far toward a real solution of what has been a curtailed trade programme heretofore.

SENIOR TRADE COMMISSIONER PROMOTED

G. T. Milne for some time past the senior trade commissioner for Canada and Newfoundland, has been transferred to the commercial diplomatic service at Havana, Cuba.

It is somewhat over a year since Mr. Milne came to Montreal, and during his term of office here new branches of the service have been opened in various parts of Canada. There will be additions to these in the course of time.

In speaking with Mr. Milne, HARDWARE AND METAL was informed that the change would bring the senior trade commissioner a little nearer the territory which he formerly made his home—South America. It was in the Latin-America territories that Mr. Milne saw much service, and through his association with the people and their language and customs he developed great interest in this field. In the territory to which he is now assigned, there will, Mr. Milne stated, be great trade opportunities and development, the per capita trade of that country being greater than most countries in which the British Department of Trade and Commerce is interested. Mr. Milne will leave shortly for his new field, but as yet his successor has not been named.

IMMENSE DEMAND FOR BETTER GASOLINE

A Montreal refiner stated to HARDWARE AND METAL this week that if the present demand for the higher grade of gasoline continues it will be impossible to supply the trade with their requirements. "If the car users continue to use this more highly refined gasoline there will be a shortage. And, as far as we are concerned the regular grades are just as satisfactory at this time of the year. We find it so in our own experience."

It appears from further enquiry that there has been a disposition upon the part of the dealer to recommend and push the sale of the better grade gasoline. This gives him, perhaps, a little greater profit, and he is probably pushing its sale for this reason, but with the production of high-test gasoline only a moderate one, the supply will, this refiner asserted, soon run itself out.



Solid Die Plates
Armstrong's Adjustable Stock and Dies
Pipe Cutters and Vises.

We are the sole manufacturers of these lines previously made by Butterfield's.
Their quality is well known among the trade. You do your customers a service by having a complete stock on hand.
Write us for our complete catalogue and price list and find out that our prices are right.
Prompt attention to all enquiries and orders.

Rapid Tool & Machine Co. Ltd.
Lachine, Que. Branch: Iberville, Que.

It's Impossible!

So said a man who heard our claims about WINDSOR SOLVENT STAIN. He didn't believe that the stain could be put on over former varnish, penetrating the varnish and the wood itself, **changing the color completely,** from OAK to MAHOGANY, or GREEN, or WALNUT, and **LEAVING THE ORIGINAL SURFACE FINISH.**
WE QUICKLY SHOWED HOW IT IS DONE.
THINK, MR. DEALER, OF THE POSSIBILITIES IN THIS!
DEMONSTRATION is very simple.
If you are not already handling this wonderful line of stains, get in touch with us at once.
PROFIT and MORE TRADE for your Paint Department.
This is only ONE of our many superior lines.

STANDARD PAINT & VARNISH CO.
LIMITED
WINDSOR, ONTARIO
Makers of "New Era" Paint

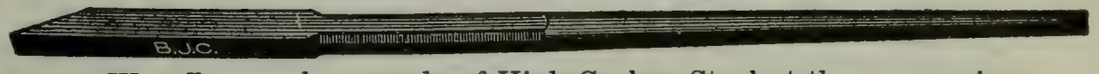
Our Canadian soldiers made Canada famous by winning great victories in Flanders. The Canadian Arrow Head Vanadium Steel Saws are making Canada famous, by winning the battle of popularity throughout the world.



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — —B.B. Caps 25%, B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; centre fire pistol, add 35% list; centre fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M. net; empty shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers——Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, add 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No. 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 9 60
No. 2, dozen	12 00
No. 3, dozen	9 60
No. 4, dozen	1 00
No. 5, dozen	13 00
No. 6, dozen	15 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 23%.
Standard Quality, 23 and 10%.
Side Lace Leather, lb., $1.75-$1.95.
Cut Lace Leather, lb., $1.90-$2.20.
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100, lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

BOARDS, IRONING— —

No. 1, dozen	$21 00
No. 31, dozen	$11 00
No. 32, dozen	12 00
No. 35, dozen	26 00
No. 36, dozen	30 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and larger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends, 25%.
Plow Bolts, 30%.
Elevator Bolts, 25%.
Fancy Head Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list), 25%.
Whiffletree Bolts, 25%.
Nuts, square, blank, add to list, 75c.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list. $1.25.
Stove Bolts, 65%. Tire Bolts, 50%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ... 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 41
Rods, base ½ to 1 in., round	0 39
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$12 50
30-gal., Standard	11 00

BOARDS (Wash) Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond Ring (glass)	6 30

F.O.B. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4,000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2,000), 40-2½%.
Chicago Screen Door (3,000), 16 2-3 per cent.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

CHAIN

	Proof Coil		Welded	
	Mont'l	Tor'to	Mont'l	Tor'to
3-6 in.	$22.75	$21.40	$.....	$27.40
¼ in.	16.75	17.75	20.60	23.60
5-16 in.	14.75	14.60	16.40	18.40
⅜ in.	13.00	13.40	15.00	17.25
7-16 in.	12.75	13.15	14.40	16.65
½ in.	12.50	12.80	14.15	16.50
⅝ in.	12.35	12.75	13.85	16.15
¾ in.	12.25	12.70	13.50	16.00
⅞ in.	12.05	12.40	13.40	15.80
1 in.	11.90	12.30	13.30	15.65

Electric Welded

	B.B.	B.B.B.
⅛ in.	19.00	22.00 .....
3-16 in.	18.00	20.00 .....
¼ in.	15.00 16.00	18.00 .....
5-16 in.	13.50 13.50	16.50 .....
⅜ in.	11.60 12.25	14.60 .....
7-16 in.	11.50 12.00	14.50 .....
½ in.	11.25 11.80	14.25 .....
⅝ in.	11.00 11.55	14.00 .....
¾ in.	9.75 11.25	12.25 .....

F.O.B. Toronto, Montreal

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17 25	$.....
5-16 in.	14 25	17 25
⅜ in.	13 00	16 00
7-16 in.	12 75	15 45
½ in.	12 55	15 25
⅝ in.	12 25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; f.o.b. Toronto.

Cow ties, 20%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen $33 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. John, N.B.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $21.00; No. 1, $25.50; No. 2, $31.00; No. 3, $39.50.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F.o.b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths	$6 85
17—7strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 41	0 42
Soft sheets, base, 16 oz. and heavier	0 42	0 43
Tubing, lb.	0 46	0 47

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal, Montreal, Toronto

Ordinary, 52 sheets	$7 75	$7 35
Do., 60 sheets	7 85	7 45

COKE, TIN PLATES

	Per box
IC, 20x28 base	$18 00
IX, 20x28 base	21 00
IXX, 20x28 base	23 00
IXXX, 20x28 base	26 00

F.O.B. Toronto.

TERNE PLATES

IC, 20x28, 112 sheets $19 00
F.O.B. Toronto

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

Bush 15 50
F.O.B. Toronto, London.

Sheet Lead

Any Size.
8 Ft. Wide. Any Length.
In slatted Rolls,
Ensuring safe delivery.

Lead Pipe

Any Size
From $\frac{1}{8}$" up to 12"
Any Length
In Coils or Lengths

Traps and Bends

We make all sizes.
Try us for these.

Babbitt Metal

All grades.
The following are Three Specials.

Aluminoid
For light countershaft work.

Harris Heavy Pressure
For most all general work.

Imperial Tough
For Automobile and Gasoline Engine Bearings.

White Cotton Waste

In 100 lb. Bales.
Atlas Grade best for Hardwares.

Solder

Strictly Bar Solder is Hardwareman's friend.

THE CANADA METAL COMPANY, Limited

TORONTO MONTREAL WINNIPEG VANCOUVER

Buy "BON-TON" Cream



Canada's National Metal Polish
Has no superior.
Polishes in **half the time** with less labor.
Retains its brilliancy.
Contains **no acid** or injurious chemicals.
Order a case **to-day** from your wholesaler.

Manufactured only by

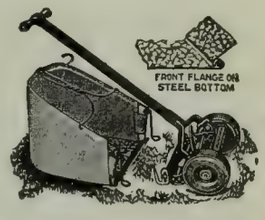
Stuart & Foster, Limited
Toronto, Can.

"EASY EMPTYING" GRASS CATCHERS

"Favorably Known the World Over."

Rigid — Light — Durable

Many exclusive patented features and strong selling points explained in catalog.



THE SPECIALTY MFG. CO.
St. Paul, Minn., U.S.A.

The Shingle Stain

Soligum

WOOD PRESERVATIVE & STAIN

Made by Major & Co. Hull, Eng.

Prices on application

Send For Agents' Terms
Distributors:
STURGEONS LIMITED
TORONTO

HARLAND'S *Air Spar* VARNISH

Purchased from Canadian Aeroplanes, Ltd., thoroughly tested by their engineering department. Fully guaranteed by Wm. Harland & Son as to its efficiency for canoe and boat work, floors, or any interior or exterior use. Very durable. Put up in Harland's sealed 1-gallon cans. While the lot lasts at—

PER GALLON **$3.50**

Write or wire for quantity price. Copy of Harland's guarantee letter supplied with each order.

W. WALKER & SON, LIMITED
Wholesale Hardware Merchants **1228 Yonge St., Toronto**

CLOCKS

Big Ben	$3 00
F.O.B. Montreal, Toronto, London	
Good Morning, each	1 30
Lookout	1 70
Sleepmeter	1 80

Hamilton

CROWBARS, $9.60 per 100 lbs.

DRILLS—

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

List each.			
⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	40%
Straight Shank	40%
Straight Shank, wire	40%
Taper Shank	40%

DOORS

See Screen Doors.

F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 30%-35%; cast bushings, 30-35%; unions, 40-45%; plugs, 35% off list. Net prices Class B, black, 21c lb.; Class C, 14c lb.; galvanized, Class B, 30c lb.; Class C, 21c lb.

Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼".	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼".	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $9.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs and under	22 50
Sleepmeter	1 80
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee pairs.
4-inch	$ 2 63	$ 2 23
5-inch	3 24	2 80
6-inch	3 50	3 15
8-inch	4 73	3 59
10-inch	8 40	6 30
12-inch	10 41	10 15
14-inch	11 90	10 32

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 35%.

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lighting	12 50
Heath's	12 50
HOES, Grub	$10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 85
Mrs. Potts, No. 50, nickel-plated, set	1 90- 1 95
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 34
Hercules, 4 to 10 ft.	0 36
Hercules, 12 to 14 ft.	0 41
Faultless, 4 to 10 ft. only	0 32
Ontario, 4 to 10 ft. only	0 29
Shelf Lock, 4 to 8 ft. only	0 24
Gardner, No. 1	0 21
Do., No. 2, bolted	0 21
Dominion, No. 3	0 25
Do., No. 4, bolted	0 28

Single and Fruit Picking

10 ft. to 16 ft.	22c ft.
18 ft. to 20 ft.	25c ft.

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.
20 to 32 ft.	$0 26
36 to 40 ft.	0 29
44 ft.	0 32
Over 44 ft.	0 42

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby $4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$11 00
Dowswell	11 25
Noiseless	15 50
Hamilton	12 50
Ottawa	11 50
Peerless	11 50
Snowball	17 00
Momentum	18 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	110 00
Seafoam, engine drive	50 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	11 50
Popular, No. 2	11 00
Economic	13 50
Champion	18 50
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	51 50
Do., do., electric	111 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	59 50
Perfection, electric	119 50
Gem	18 50
Winner	17 00
Connor Improved	10 75
Jubilee	10 25
Canada First	21 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$13 00
Pick, doz.	13 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

RAMSAY'S

"Save the surface and you save all" *Paint & Varnish*



"Save the surface and you save all" *Paint & Varnish*

RAMSAY'S

Mid-Summer Business Getters



"The Right Paint or Varnish To Paint or Varnish Right"

A. Ramsay & Son Company

Makers of Property Preserving Paints & Varnishes for 77 years

Toronto MONTREAL Vancouver

Distributors:

Edmonton District:
Revillon Wholesale Limited, Edmonton

Calgary District:
The McDonald Baker Co., 818 8th Ave. W., Calgary

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 85
36-inch, per roll	6 25
48-inch, per roll	7 95
60-inch, per roll	8 60
72-inch, per roll	9 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	....
U.S. Navy (spun)	21 50
Plumbers (spun)	9 00

F.o.b. Montreal, Toronto.

OILS

	Montreal	Toronto
Royalite, gal.	0 20½	0 20½
Palacine, gal.	0 23½	0 23½
Gasoline, net, gal.	0 33	0 32
	Gallon	
Black oil (Summer)	0 14½	0 13½
Black oil (Winter)	0 16	0 15
Imperial Kerosene Tractor	0 59	
Capital cylinder	0 62	0 58
Machine oil, regular grades	0 36	0 36
Standard gas engine oil	0 40½	0 37
Parafine	0 25	0 21

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list.	0 90
Polarine A, list	1 00
Gargoyle Mobiloil, list	1 30

List, less 25% on above.

Fuel oil, bbls. net	0 08
Fuel oil, tank cars, net	0 07

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	0 70
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 78
Surprise Fibre	0 66
Tarred felt, per cwt.	3 90
Cyclone (dry)	....
Cyclone (tarred)	....
Joliet (dry fibre)	....
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 100 lbs.)	4 75
Straw, sheathing, dry, per cwt.	3 05
Do., Do., tarred, per cwt.	3 20

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast	
1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—	
5 to 6 lbs., doz.	$11 00 $11 25
6 to 7 lbs., doz.	12 00 12 25
Rock—	
7 to 8 lbs., doz.	13 00

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$....
¼ in..	4 53	6 66	5 13	7 26
⅜ in..	4 53	6 66	5 13	7 26
½ in..	5 99	7 57	6 84	8 42
¾ in..	7 53	9 66	8 68	10 81
1 in..	11 14	14 28	12 84	15 98
1¼ in..	15 07	19 32	17 37	21 62
1½ in..	18 01	23 10	20 76	25 85
2 in..	24 24	31 08	27 94	34 78
2½ in..	38 90	49 73	....	....
3 in..	50 87	65 03	....	....
3½ in..	64 86	81 88	....	....
4 in..	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$27 94	$34 78	$31 64	$38 11
2½ in..	40 66	51 48	46 51	57 35
3 in..	53 17	67 32	60 82	74 97
3½ in..	66 70	83 72	75 90	92 92
4 in..	79 03	99 19	89 93	110 09
4½ in..	88 00	113 00	107 00	132 00
5 in..	103 00	132 00	125 00	154 00
6 in..	133 00	171 00	162 00	200 00
7 in..	175 00	224 00	211 00	259 00
8 L in..	184 00	235 00	221 00	273 00
8 in..	212 00	271 00	255 00	314 00
9 in..	254 00	324 00	305 00	376 00
10 L in..	235 00	301 00	283 00	349 00
10 in..	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham. Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 80%.

4½" and larfer, 70%.

4" and under, running thread, 50%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list.	3 00
12-oz. bottles, doz., list.	6 00
1-qt. can, doz., list.	15 00
½-gal. cans, doz., list.	24 00
1-gal. cans, doz., list.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz.. each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton

Size	Case	Doz.	Case
¼ pts., 3 doz.		$1 15	$3 40
½ pts., 3 doz.		2 10	6 00
Pints, 2 doz.		3 15	6 00
Quarts, 2 doz.		4 65	9 00
½ gal., 1 doz.		8 40	8 40
Gal., ½ doz.		....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Amazon, 1 ply	$2 05
Amazon, 2 ply	2 35
Amazon, 3 ply	2 70
Samson, 1-ply, roll	2 40
Samson, 2-ply, roll	2 85
Samson, 3-ply, roll	3 40
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Everlastic, 1-ply	1 90
Everlastic, 2-ply	2 20
Everlastic, 3-ply	2 55
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 45
McCombe Sp., 1-ply	1 70
McCombe Sp., 2-ply	1 95
McCombe Sp., 3-ply	2 30
Panamoid, 1-ply	1 70
Panamoid, 2-ply	(95
Panamoid, 3-ply	2 30
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 70
Black Diamond Ready Roofing, 2-ply	....
Black Diamond Ready Roofing, 3-ply	....
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 25
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto and Montreal.

ROPE

	Lb.
Pure Manila basis	34
British Manila basis	30
New Zealand hemp basis	30
Sisal basis	27½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis. On application	
Cotton, ⅛ in.	0 82
5-32 in.	0 81
3-16 in.	0 74-77½
¼-in. and up	0 73-76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 751 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (66½), $5.85; 465 (69), $1.80; 171 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel.	$3 95
103, 50 ft. Reliable Jr. Steel	4 05
243, 50 ft. Rival Steel.	3 50
1243, 50 ft. Rival Jr. Steel.	3 50
603, 50 ft. Metallic	3 00
604, 66 ft.	3 30
403, 50 ft. Linen	2 15
	Dozen
713, 50 ft. Ass Skin	5 40
714, 66 ft. Ass Skin	6 50
143, 3 ft. Steel Pocket.	7 10
145, 5 ft. Steel Pocket.	9 65
175, 5 ft. Linnine Pocket.	5 55
165, 5 ft. Cotton Pocket.	1 60

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 90	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00

Printing Ink
Dry Colors



Electrical Insulating Liquids and Compounds





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WINNIPEG TORONTO VANCOUVER
CANADA

SCREEN DOORS
Kasement No. 1—2 ft. 8 in., $28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	77½%
Wood, R.H., bright	75 %
Wood, O.H., bright	75 %
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	20

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 10
18 and 20	7 10
16	6 95
14	6 80

F.O.B. Hamilton and Toronto.

SHINGLES, METAL

Standard, galvanized	$10 00
Standard, painted	8 00

Discount 7½%.

SIDING, METAL

Standard, galvanized	$8 50
Standard, painted	6 50

Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
Base, 3 to 8 lbs., 44c, f.o.b. Toronto and Hamilton.

SOLDER, BAR
See weekly report

SPOUTS, SAP

Eureka, per M	$13 50	$16 50

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	$ 7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz.	$2 60
Sampson, doz.	7 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	45 and 5	45 and 5	45 and 5
Draining Tools	45 and 5	45 and 5	.....
Hollow Back Scoops	45 and 5	.....	45 and 5
Sand Shovels	45 and 5	.....	45 and 5
Hollow Back Shovels	45 and 5	.....	45 and 5
Hollow Back Coal Shovels	45 and 5	.....	45 and 5
Riveted Back Scoops	45 and 5	45 and 5	45 and 5
Miners' Spring Point Shovels	45 and 5	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, nickeled fittings, Cyco ball bearing	$48 00
Club, Jap. Cyco bearing	102 00
Champion, nickeled fittings	40 00
Champion, japanned fittings	34 00
Grand, nick., Cyco B.B.	61 00
Grand, jap., Cyco B.B.	55 00
Grand Rapids, nick., Cyco B.B.	45 00
Grand Rapids, jap., Cyco B.B.	39 00
Parlor Queen, nick., Cyco, B.B.	51 00
Princess, nick., Cyco B.B.	46 00
Standard, nickeled fittings	42 00
Standard, jap. fittings	36 00
Universal, nick., Cyco bearing	43 00
Universal, jap., Cyco bearing	37 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, nickeled	$98 00
Household, japanned	88 00
Superba, nickeled	114 00

F.O.B. factory, Niagara Falls, Ont.
Prices guaranteed by manufacturers against their own decline to Dec. 31, 1919. Also stock by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 90
Attachments, set	8 25

F.O.B. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 and 10%
Shoe findings list adopted July 5, 1917	Net List
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1	$ 2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.
F.O.B. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb	0 71 -0 77
4-ply wrapping, lb	0 73½-0 80

Montreal.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.O.B. Newmarket.

VALVES %

Compression work, standard	44
High grade	40
Fuller work, standard	40
Basin cocks, No. 0, standard	35
Nos. 1 and 2	35
Bath cocks, compression	45
Flatway stop and waste cocks, standard	44
Roundway stop and waste cocks, standard	44
Brass steam cocks, standard	Net list
Radiator valves, standard	31
Do., removable seat	Net list
Globe, angle and check valves, standard	23
Do., Jenkins Disc	22
Jenkins Valves	10
Standard Gate	35

F.O.B. Toronto.

Penberthy Brass Valves

Compodisk Valves	15-5%
Gate Valves	25%
Regrindinf Valves	15-2½%
Swing Check Valves	10-2½%

WARES, ETC.
Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%; White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30% and 5%. 33 1-3%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10% less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots in 3 doz lots, list, plus 10%, less 10%.
Nickel-plated Ware, 50%.
F.O.B. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS
Rain plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00. 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1⅛ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$4.75	$4.00	$4.75
Section, ½lb., per 100 lbs.	4.75	4.50	4.50
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

WHEELBARROWS

Navvy, steel wheel, doz.	$60 00
Garden, steel, doz.	64 25
Light garden, doz.	46 80

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

Cut Hay Wire.	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	5 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.

Smooth Steel Wire.

Nos. 0-9 gauge, base	5 00

Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

IF YOU CONVINCE

a prospective buyer that she should have a washing machine and wringer—one point is settled.

To satisfy her and uphold the reputation of your store you must supply absolutely dependable goods.

The first point is up to you—the second up to the manufacturer.

So choose a line that is favorably established.

Such a line is made by Dowswell, Lees & Co., Ltd. The name has a real sales value—because for thirty years it has represented the best in washing machines and wringers.



Arrow Brand Wringers

TO CLINCH A SALE THE NAME "DOWSWELL" CARRIES CONVICTION



THE
SEAFOAM
Electric Washer and Wringer. Convenient to operate ---Absolutely safe.

Wrings while it washes, washes while it wrings.



DOWSWELL, LEES & CO., LIMITED
HAMILTON, CANADA

Makers of every type of hand or power washing machine of merit. Also ARROW BRAND Clothes Wringers.

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.90 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	11-12c	12

COLORS (DRY)	Per lb.
Raw Umber, No. 1. 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 09½
Do., pure, 100 lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs	0 15
Imp. green, 100-lb. kegs	17-19
Chrome green, pure	0 35
Chrome yellow	26-41
Brunswick green, 100-lb. kg.	12-14½
Indian red, 100-lb. kegs	15-20
Indian red, No. 1, 100-lb. k.	06-10
Lamp black	0 23-0 25
Venetian red, best bright	07-09
Venetian red. No. 1	0 05½
Drop black, pure dry	0 09¼
Golden ochre, 100-lb. kegs	0 12
White ochre, 100-lb. kegs	05½-06
White ochre, barrels	0 04½
Yellow ochre, barrels	0 03½
French ochre, barrels	06-10½
Spruce ochre, 100-lb. kegs	0 07-8
Canadian red oxide, bbls.	0 03½
Super magnetic red	0 05
Vermilion	0 40
English vermilion	2 60
F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1 lb. tins—

Venetian red	23-30
Indian red	0 30
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	25-28
Greens, pure	28-38
Siennas	0 34
Umbers	0 34
Ultramarine blue	45-48
Prussian blue	1 00
Chinese blue	1 00
Drop black	0 35
Ivory black	0 36
Signwriters' black, pure	38-40
Lampblack	23-40
Marine black, 5-lb. irons	0 20
F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$7 47½
C.P.C. Albagloss	4 12½
B-H "White" Enamel	7 47½

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50 1-lb. pkgs.	$25 00
Case No. 8—100 ½-lb. pkgs.	28 00
Case No. 9—200 ¼-lb. pkgs.	35 00

Discount—
French medal (prices withdrawn).
English common sheet 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags. 0 24

GLASS	Single	Double
Per 100 ft.	Thick	Thick
Under 25	$16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.

F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE			
Plates up to 1 foot, each			$0 80
Plates from	1 to 2	feet, each	0 90
"	2 to 3	"	0 95
"	3 to 4	"	1 15
"	4 to 5	"	1 35
"	5 to 7	"	1 50
"	7 to 10	"	1 70
"	10 to 12	"	1 75
"	12 to 15	"	1 85
"	15 to 25	"	1 95
"	25 to 50	"	2 15
"	50 to 75	"	2 20
"	75 to 90	"	2 25
"	90 to 100	"	2 30
"	100 to 120	"	2 60
"	120 to 140	"	2 90

Plates 101 to 110 wide containing not over 100 ft. each... 3 00
Plates 111 to 120 wide containing not over 100 ft., each... 3 40
Plates 101 to 110 wide containing over 100 ft., each 3 40
Plates 111 to 120 wide containing over 100 ft., each 3 75
Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs. Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 35
Crown Diamond	16 00	16 35
Crown, Pure	16 00	16 35
Green Seal	16 00	16 35
Ramsay's Pure	16 00	16 35
Moore's Pure	16 00	16 35
Tiger, Pure	16 00	16 35
O.P.W. Dec. Pure	16 00	16 35
Red Seal	16 00	16 35
O.P.W. English	16 20	16 55
Elephant Genuine	16 50	16 85

B.B. Genuine Lead, less than tons, $18.50, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$10 50	14 50
Genuine, 100-pound kegs, per cwt.	11 50	15 50
Less quantity	13 25	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

LITHARGE
Tons or over (cwt.)..... $10 75
Smaller lots (cwt.) 11 75

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 95
Elephant, colors	4 55
B.-H. English, white	5 05
B.-H. English, colors	4 85
B.-H. Floor	4 00
B.-H. Porch Floor	4 55
Minerva, white	4 90
Minerva, colors	4 65
Crown Diamond, white	4 80
Crown Diamond, colors	4 55
Crown Diamond, floor	4 00
B.-H. Fresconette, white	3 60
B.-H. Fresconette, colors	3 50
Moore's House Colors, white	5 00
Moore's House Colors, colors	4 80
Moore's Egyptian Paint, white	4 00
Do., colors	3 85
Moore's Floor Paint	3 75
Moore's Sani-Flat	3 75
Moore's Porch and Deck Paint	4 90
Moore's Mooramel	....
Jamieson's Crown Anchor	4 30
C.P.C. Pure, white	6 05
C.P.C. Pure, colors	5 55
O.P.W. Canada Brand, white	4 80
O.P.W. Canada Brand, colors	4 50
O.P.W. Canada Brand, floor	3 75
O.P.W. Flat Wall, white	3 60
O.P.W. Flat Wall, colors	3 50
Ramsay's Pure, white	4 90
Ramsay's Pure, colors	4 60
Martin-Senour, 100%, white	5 05
Martin-Senour, 100%, colors	4 80
Martin-Senour, Porch Paint	4 55
Martin-Senour, Neutone, white	3 60
Martin-Senour, Neutone, colors	3 50
Senour's Floor Paint	4 00
Sherwin-Williams, white	5 05
Sherwin-Williams, colors	4 80
Sherwin-Williams, floor	4 00
Sherwin-Williams, porch floor	4 55
Flat Tone, white	3 60
Flat Tone, colors	3 50
Lowe Bros., H.S., white	5 05
Lowe Bros., H.S., colors	4 80
Lowe Bros., hard drying floor	4 00
Mellotone, white	3 75
Mellotone, colors	3 60
Sanitone	3 60
Maple Leaf, white	5 05
Maple Leaf, colors	4 80
Maple Leaf, floor	4 00
Pearcy's Prepared, colors	4 25
Pearcy's Prepared., white	4 50
F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs.	$0 48
In kegs, about 250 lbs.	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY

	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 65	$5 95
Bulk, 100-lb. drums	6 50	6 80
Bulk, 25-lb. drums	6 75	7 05
Bulk, 12½-lb. irons	7 00	7 30
Bladder, in bbls.	7 00	7 70

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

ROSIN

Barrels, 100 lbs.	$9 50
Less, per lb.	0 12

SHELLAC
Pure White, gal. (1 gal. tins), $6.56; pure Orange, gal. (1 gal. tins), $6.05; Gum Shellac, TN, $1.00 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	2 75
O.P.W. Presto	2 75
Lingerwett	2 55-3 00
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.35-$1.46 gal.; gal tins	$1.57-$1.68
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of	40%
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
C.P.C. Sun Varnish	3 33
C.P.C. Sun Spar	4 63
C.P.C. Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	3 90
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 52
M-S Marble-Ite Floor	3 91
M-S Wood-Var	3 91
M-S Durable Spar	5 11
M-S Finest Interior	3 34
Elastic Interior	3 14
Mar-not	3 90
Quick Action House	2 65
Rexspar	5.12
Smear-Not	3 34
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 50
Luxeberry granite	4 50
Luxeberry spar	5 62
Ramsay's Universal	3 68
Crown Diamond Floor	3 65
F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40
F.o.b. Montreal, Toronto.

WASTE

Cream, Polishing	$0 21

WHITE

XXX	0 18
XX	0 16¾
X	0 15¾
XC	0 13½
Japanese	0 13
XXX Extra	0 19
XX, grand	0 17¾
XLCR	0 16½
X Empire	0 15¼
X Press	0 14

COLORED

No. 5	0 13¾
No. 1	0 12¾
No. 7	0 11¾
No. 1A	0 10¾
No. 1B	0 09¾
Fancy	0 15
Lion	0 16½
Standard	0 12
Popular	0 10½
Keen	0 09

Above lines subject to trade discount for quantity.

WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 45
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 35
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 53 0 62
Johnson's	0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 50
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls. $3 00

WOOD ALCOHOL	Per gal.
In five gallons	2 20
In barrels	2 15

$4 extra for barrels.
F.o.b. Montreal, Toronto, London

Why Not Stock Them?

WE are Washing Machine specialists. For twenty years we have been manufacturing home laundry equipment exclusively. Our "1900" Cataract and "1900" Agitator Electric Machines are the best designed Washers on the market. They are mechanically perfect and give wonderful satisfaction.

A liberal profit is allowed on all "1900" Washers and Wringers. Our complete line includes washers that operate by Hand, Water Power, Engine Power and Electric Motor. We also have a full assortment of sizes and grades of superior, beautifully finished hand and power wringers. The profit made by carrying the "1900" line is limited only by the "prospects" within your reach.



"1900" Agitator Electric



"1900" Cataract Electric

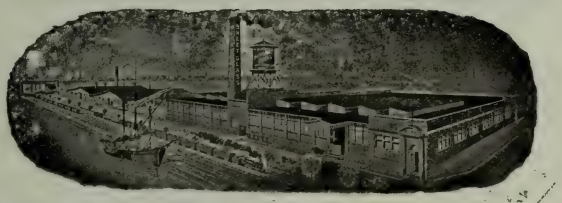
Extensively Advertised And the Dealer Gets the Benefit

Every dealer who proves his worth is handed all the inquiries from his territory resulting from our twice-a-year advertising campaigns.

If, at the present time, you do not carry a line of washing machines, or are looking for "something better," you will profit by writing our "Wholesale Department."

THE "1900" WASHER COMPANY
537 Yonge St. - Toronto

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $3.25; C.B. Caps, $4.10; 2 2Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Double Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch, 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 20%; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $12.25. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, .7½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 85
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 74c lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60-10%
Class B and C, off new list	20%
Bushings	20%
Unions	40%
Nipples 4" and under	55%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS WINDOW

	Single	Double
Up to 25 in.	$15 50	19 50
26 to 40	16 50	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GPASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 15
Cold Blast, regular	1 15

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4 $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherweight, $9.95.

IRON, GALVANIZED

Apollo and "Fleur Premier de Lis"

10¾ oz. or 28 Eng.	$9 40
28 Am. or 26 Eng.	9 00
26 Am. or 26 Eng	8 70
24	8 55
22	8 55
18 and 20	8 40
16	8 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's Uo. 50 set	2 15

Mrs. Pott's common and iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

20% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$1 90
3	2 50
4	4 50

Barn Door

5	2 95
8	3 20
9	5 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O-Cedar Polish, No. 1	$12 00
O-Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 00	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.		6 30
	30 in.	7 65
	36 in.	9 00
2 in. mesh x 24 in.		3 05
	30 in.	3 60
	36 in.	4 20
	48 in.	5 60
	60 in.	6 95
	72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in. $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 56c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 46c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.64; Silkstone colors, $3.40; Silkstone white, $3.50; Stephens' Barn Paint, $1.45.

POLISH

O-Cedar—

	Doz.
4 oz.	$ 2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$ 2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

Bon Ton—

¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
Gal.	15 00
½ gal.	9 00



Stephen House Paint Especially Adapted for Service in Canada's Extreme Climate

How much do jobs, on which poor paint is used, really cost? How many customers do you lose through selling certain brands of paints and varnishes on which profits are greater, but on which you have your doubts as to quality wear, etc.?

Think it over.

If you are not satisfied with your paint for this season, if you feel that your increase will not be as great as you deserve, get in touch with us at once.

We have a special proposition to make you.

THE G. F. STEPHENS CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG AND CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 833	1071
inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 76
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER, Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ...; 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 45c lb.; No. 8, 46c; No. 10, 50c; No. 12, 54c.

Five-lb. assorted boxes, No. 8, 52c; No. 10, 55c lb.

Copper Burrs, No. 7, 45c; No. 8, 46c; No. 10, 50c; No. 12, 54c.

ROPE

Sisal, 28¼c base; pure Manila, 35¼c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 66c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER

Star—	Quire.	Ream.
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—		
00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%, flat head, brass, 35%; coach, 45%. Set Screws, 40%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, nickeled	$101 00
Household, japanned	91 00
Superba, nickeled	117 00

F.O.B. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to Decenmeber 31, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $15.95; D.H. Sqr. Pt., $15.95; L.H. Rd. Pt., $15.95; L.H., Sqr. Pt., $15.95; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 5, $20.25; No. 6, $20.50; No. 8, $21.00.

SOLDER. Per pound, 35 to 36c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; barrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$22 50
20 x 28 I.X. box	26 00
20 x 33 I.C. box	27 00
20 x 33 I.X. box	31 90
Terne plates	24 00

TRAPS, GAME—	Doz.		
	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 66
Cotton, 3-ply, balls	0 69
Cotton, 4-ply, cones	0 70
Cotton, 4-ply, balls	0 73

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, retinned, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Ligh Galvanized Pails and Tubs, list, plus 20%.

Heavy Galvanized Pails and Tubs, plus 80%.

Jap. Coal Hods, list, plus 35%.

Galvanized Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

WHITE EEAD

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB

Lyman, 4-point, $4.85 Winnipeg; Glidden Cattle, 2-pt., $4.65 Winnipeg; Baker, 2-pt., $4.55 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized, Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.75 Winnipeg; $6.25 Fort William. Brass snare wire, per lb., 80c.

WIRE, ANNEALED

No. 9, $5.50; 10, $5.56; 12, $5.70; 14, $5.90; 15, $6.05; 16, $6.20 per 100 lbs.

WRENCHES (NUT)

Agricultural—	Doz.
6 inch.	$6 70
8 inch.	8 00
10 inch.	9 40
12 inch.	12 00
15 inch.	16 80

Perfect Handle—	
6 inch.	12 00
8 inch.	14 40
10 inch.	16 80
12 inch.	21 60
15 inch.	28 80
18 inch.	38 40

WRENCHES (PIPE)

Stillson—	Each
6 inch.	$1 00
8 inch.	1 15
10 inch.	1 25
14 inch.	1 75
18 inch.	2 50
24 inch.	3 65
36 inch.	6 75

Trimo—	
10 inch.	$1 60
14 in.	2 10
18 inch.	3 00
24 inch.	4 35

Always Ready—	Dozen. Black.	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Eze, $62.55 per dozen, Reliance,

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED



THE BIG MARKET

IS AT HAND

In the big demand for Labor Saving appliances that has been developed by the education of the housewife to a realization of the fact that she need not be a household drudge.

The Eden dominates its market

Because its construction is time tested.
Because it has twenty-five inimitable and exclusive features.
Because it is nationally advertised.
Because it is sold on a Golden Rule Policy.

Because it does what it is built to do—it washes clothes and washes them to snow whites, quickly, easily and economically.

THEREFORE:—YOU SHOULD SELL THE EDEN and reap the harvest of prosperity that is in sight.

GREAT WEST ELECTRIC COMPANY, LTD.

CANADIAN DISTRIBUTORS

WINNIPEG MANITOBA

Distributors of LACO TUNGSTEN and NITRO LAMPS

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Aluminum Ware
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Art Glass
Leeks and Potts, Limited, Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto.
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Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Crown Cycle & Motor Co., Montreal.
E. G. Gooderham, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
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The All-Way Mfg. Co., Toronto, Ont.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
The Bunyan Mfg. Co., Cleveland, Ohio.
The Burrowes Mfg. Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durkee-Atwood Co., Toronto, Ont.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. K. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
The Prismolite Sales Co., Westfield, N.Y.
Will. B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
H. A. Shaler Co., Waupun, Wis.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal.

Automobile Hoods (Ford)
The Burrowes Mfg. Co., Toronto.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Automobile Signals
The Bunyan Mfg. Co., Cleveland, Ohio.

Awnings
Finnie & Murray, Ltd., Winnipeg.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Windsor, Ont.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Usona Mfg. Co., Windsor, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Ont.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
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Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

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Canadian Canoe Co., Ltd., Peterboro, Ont.
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
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Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg.
The Steel Co. of Canada, Ltd., Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

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Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.

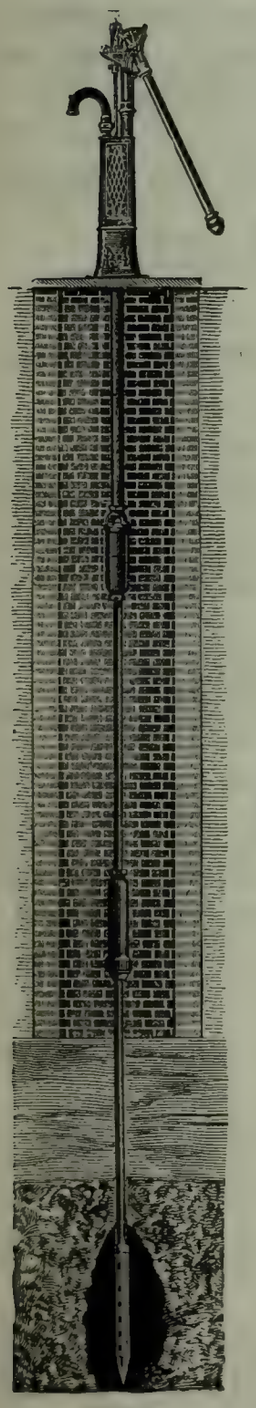
The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Myers Pumps

For General Service



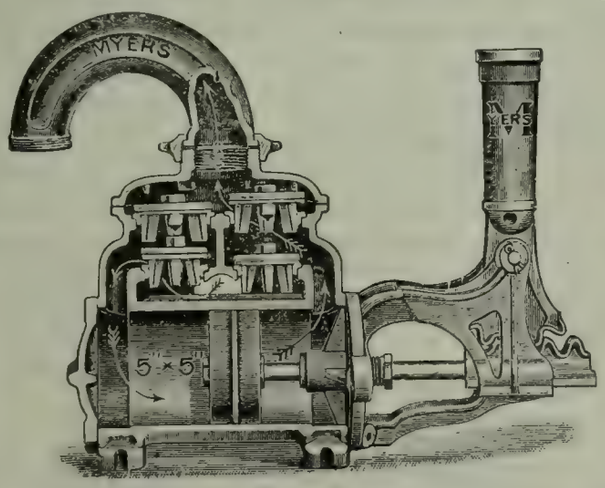
You are safe in recommending Myers Pumps. Well designed and correctly made, they meet the requirements of general service.

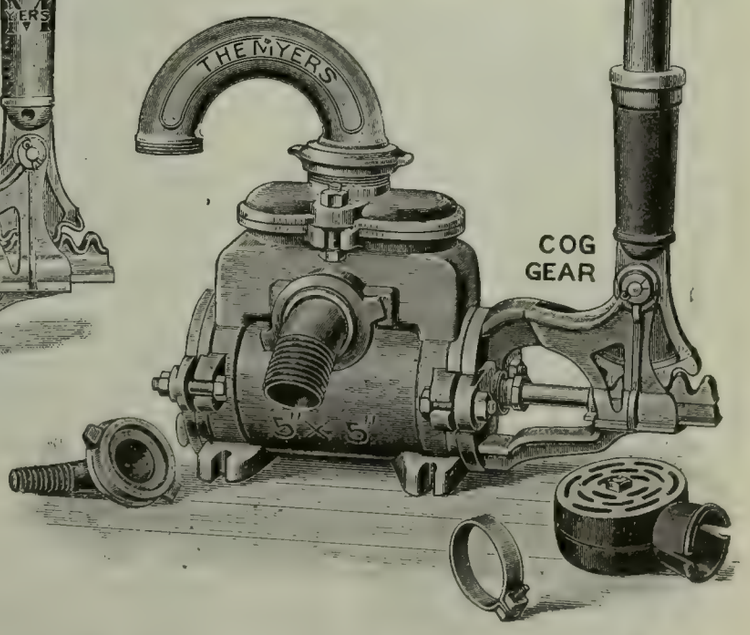
Myers Cog Gear Double-acting Force Pump is ideal for filling Thresher Tanks, Washing Out Boilers, Irrigation Purposes, Pumping Water from trenches, Shallow Wells, Cellars, Barnyards, etc.

An easy working pump, by means of the reversible cog gear head, the power required to operate is reduced one-third. Will throw an abundance of water with the least of pumping labor. Large and direct waterways, ample valve capacity, compact and extra strong, etc., etc.

Myers Deep and Shallow Well Pumps have solved the well pump problem. The correct principles embodied in these pumps are productive of maximum service at minimum cost. Their adaptability to meet all well conditions demanded of a good pump is indicative of extraordinary efficiency.

Made with cog gear, ratchet handle and double-acting; anti-freezing; with new adjustable base and union spout; brass lined lower cylinder, tapped on outside, brass upper cylinder; patented glass valve and rubber gaskets. Myers pumps fill so many conditions and give such complete satisfaction that the dealers handling them have much to gain in addition to the profits.





Write for complete information and prices of Myers Pumps

THE J. H. ASHDOWN HARDWARE COMPANY, LIMITED

CALGARY WINNIPEG SASKATOON

THE BUYERS' GUIDE

Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Burlap
Dominion Oil Cloth Co., Ltd., Montreal, Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Brushes, Shaving, Manufacturers
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Ltd., Peterborough, Ont.
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mig. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement. Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Bails
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont
Williams & Co., J. H., Brooklyn, N.Y.

Containers
Containers Limited, 350 Sorauren Ave., Toronto.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.

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E. VICTOR VALLANCE
Winnipeg, Canada
Hardware Manufacturers' Agent
Energetic Representation
"Covers the West and Sells the Best"

THE BUYERS' GUIDE

Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Drain Pipe Cleaners
Herbert Terry & Sons, Redditch, Eng.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Pemberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Windsor, Ont.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Common Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fanlight Openers
Jas Cartland & Sons, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Harrington & Richardson Arms Co., Worcester Mass.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures
Barton-Netting Co., Co., Ltd., Windsor, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
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Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Usona Mfg. Co., Windsor, Ont.
Ward & Gladstone, Manchester, Eng.

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Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

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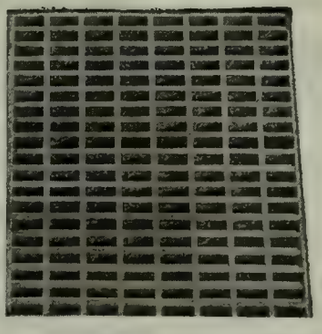
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Whitman & Barnes Mfg. Co., St. Catharines, Ont

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Fdry. & Machine Co., Ltd., Moncton, N.B

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Walter Woods & Co., Hamilton.

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Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal
The Vlit Mfg. Co., Montreal, Que.

Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

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Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
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J. E. Beauchamp & Co., Montreal.

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John Oakey & Sons, London, Eng.

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Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
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B. & S. H. Thompson & Co., Ltd., Montreal, Que
Winnipeg Ceiling & Roofing Co., Winnipeg

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Canada Steel Goods Co., Hamilton, Can.
The Louden Machinery Co. of Can., Ltd., Guelph.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
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Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
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Leeks & Potts, Ltd., Hamilton, Ont.
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Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
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G. F. Stephens Co, Winnipeg.

Glue, Flake
Canada Glue Co., Ltd., Brantford, Ont.
W. Harris & Co., Toronto.

Glue, White
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Canada Glue Co., Ltd., Brantford, Ont.

Glue Pots, Electric
Canada Glue Co., Ltd., Brantford, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

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DesRochers Ltd., Montreal, Que.
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W. Harris & Co., Toronto.
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A. Ramsay & Son Co., Montreal.

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Plewes Ltd., Winnipeg, Man.
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Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

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Gum, Repair
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West-Woods, Ltd., Winnipeg, Man.

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The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
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Hand'es, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

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Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
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The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
The Louden Machinery Co. of Can., Ltd., Guelph.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
The Louden Machinery Co. of Can., Ltd., Guelph.
National Mfg. Co., Sterling, Ill.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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The Stanley Works, New Britain, Conn.

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The Hamilton Stove & Heater Co., Hamilton, Ont.

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Chicago Flexible Shaft Co., Chicago, Ill.

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Merchants Hardware Specialties, Ltd., Calgary.

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Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal, Q

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
North American Hardware Co., Ltd., Montreal.

Lanterns, Electric Hand
Usona Mfg. Co., Windsor, Ont.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lead, Black
John Oakey & Sons, London, Eng

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn

Lighting Systems, Store
Benjamin Electric Co., Toronto.

Lighting Fixtures, Store
Benjamin Electric Co., Toronto.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont
The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.

Lock Springs
Herbert Terry & Sons, Redditch, Eng.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs, Malleable Iron Bands
The International Malleable Iron Co., Ltd., Guelph, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co. Ltd., St. Catharines, Ont.

Machinists' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stamping
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

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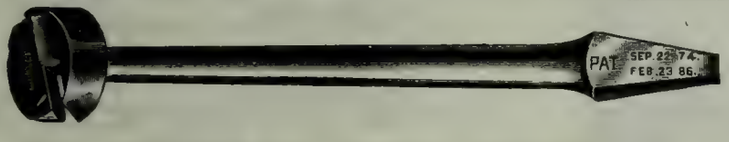
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THE BUYERS' GUIDE

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Hamilton Stamp & Stencil Works, Hamilton, Ont.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Toronto Plate Glass Importing Co., Toronto.
Leeks and Potts, Limited, Hamilton, Ont.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motorcycles
The Enfield Cycle Co., Ltd., Redditch, Eng.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co., of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Burners, Kerosene
The Canada Oil Burner Co., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Iat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co. Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
British America Paint Co., Ltd., Victoria, B.C.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co, Montreal.
McArthur-Irwin Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
W. C. Wood Co., Minneapolis Minn.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pastes
Stuart & Foster, Toronto.

Paste, Dry
Stuart & Foster, Toronto.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg.
The Musical Merchandise Sales Co., Toronto, Ont.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg.

Peelers, Vegetable
John Burns & Co., Montreal, Que.

Pick, Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Rings
The Brown Engineering Co., Toronto, Ont.
The Ever Tight Piston Ring Co., St. Louis, Mo.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove
Collins Mfg. Co., Toronto.
Soren Bros., Toronto.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Planters and Diggers, Potato
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies
John Stevens Co., Ltd., Winnipeg, Man.

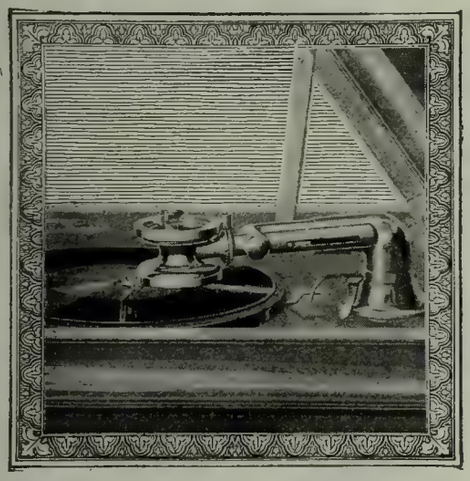
Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Plyers
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Vaughan & Bushnell, Chicago, Ill.

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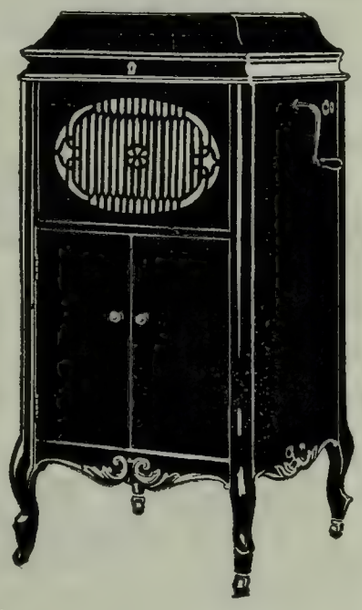


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A feature invented by Brunswick experts and exclusive to the Brunswick Phonograph. It plays EVERY make of disc record with the proper DIAPHRAGM, correct NEEDLE and exact WEIGHT. This means that ALL records can be played on the Brunswick exactly as they were designed to be played and WITHOUT INJURY to any record.



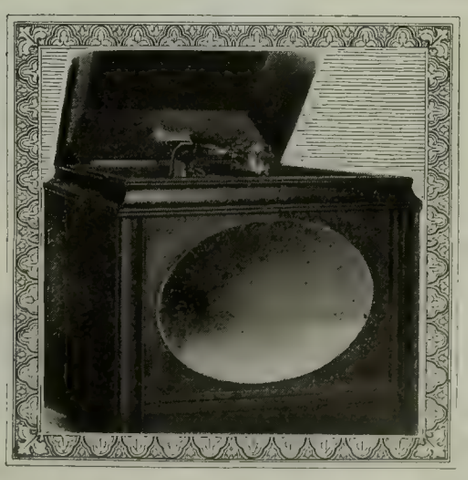
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Eastern Branch: 582 St. Catherine St. W., Montreal

THE BUYERS' GUIDE

Planes
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Stanley Rule & Level Co., New Britain, Conn.
Stewart Spiers, Ayr, Scotland.

Plow Rings
International Malleable Iron Co., Ltd., Guelph.

Polishes
Stuart & Foster, Toronto.
Vlit Mfg. Co., Montreal, Que.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

Polishes, Brass
Stuart & Foster, Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polish, Silver
Stuart & Foster, Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

Polish, Cream, Metal
Stuart & Foster, Toronto.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Dominion Radiator Co., Ltd., Toronto.
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal.

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rat Poison
The Common Sense Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Limited, London, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Records, Talking Machine
The Musical Merchandise Sales Co., Toronto, Ont.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rod ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Butchers'
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

Saws, Hack
The Millers Falls Co., Millers Falls, Mass.

Scissors
The Acme Shear Co., Bridgeport, Conn.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrap, Iron and Steel (Buyers)
S. Solway & Sons, Toronto, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Seats, Garden
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

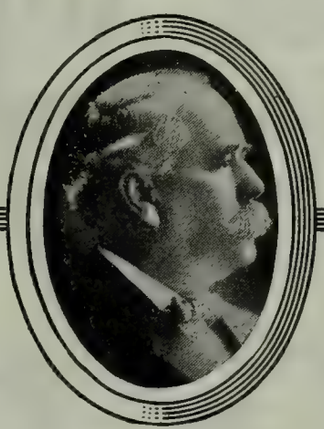
Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

THERE ARE NO SUBSTITUTES FOR DAIRY FOODS

P.M.Sharples



The above slogan appearing in every advertisement of the Sharples Separator Company is the slogan of every North American dairyman.

For nearly forty years, Sharples has been identified with the North American dairy industry and at all times has been fighting for the ideals of the North American Dairyman.

For nearly forty years the Sharples dairy machines have been the standard for North American dairymen. Dealers identified with the Sharples institution realize the value of this Sharples goodwill.

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The Lounsbury Co., Newcastle, N.B.

REGINA, SASK.
J. Clark & Son, Fredericton, N.B.

Distributors through all their Branches

THE BUYERS' GUIDE

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Can. Wm. A. Rogers Co., Ltd., Toronto.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal, Que.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Snow Shoes
The Northland Ski Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Co., St. Paul, Minn.

Skis
The Northland Ski Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont
The Can. Flexible Skate Co., Ltd., Parry Sound.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Anglo-Canadian Leather Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.
D. F. Jones Mfg. Co., Gananoque, Ont.

Spark Plugs
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal.
Hyslop Bros., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Herbert Terry & Sons, Redditch, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundrnes & Forgings, Ltd., Brockville, Ont.

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spring and Presswork Specialties
Herbert Terry & Sons, Ltd., Redditch, Eng.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Spring Dies
Wells Bros. Co. of Canada, Galt.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Manton Bros., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Steel Wool
The American Steel Wool Mfg. Co., New York.

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Empire Stove & Furnace Co, Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stove Renovators
The Flexible Conduit Co., Ltd., Guelph, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Wagon Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Stucco Board
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Finnie & Murray, Ltd., Winnipeg.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

Tin Plate
Joseph R. Martin & Co., Montreal, Que.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Crown Cycle & Motor Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto, Ont.
The Van Der Linde Rubber Co., Toronto.

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London, Ont.	Quebec, Que
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

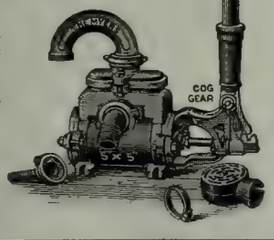
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Thomas C. Irving General Manager Western Canada
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For filling thresher tanks and many other uses. Have many late features, are easy to operate and throw an abundance of water with least pumping labor. Compactness and strength for size and weight insure uniform and dependable service.

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High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

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Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver



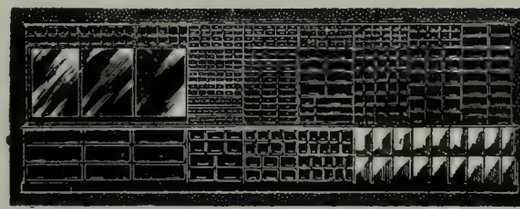
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KNIFE POLISH

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AGENT:
Geo.B. Jenkinson, 78 Wellington Street North, Hamilton, Ont.



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The quality of our goods is top-notch. Prices right.

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Toronto, Canada

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OWL METAL CO., LIMITED, WINNIPEG

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

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Hardware and Metal
Classified Advertising Section
143-153 University Ave., Toronto



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The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Patch
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The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal.

Toboggans
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Co., Ltd., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Co., Ltd., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Smith & Hemenway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cabinets
Eagle Mfg. Co., Hamilton, Ont.

Tools, Garden
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock.
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Hay
Louden Machinery Co. of Canada, Ltd., Guelph.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

Toys
J. E. Beauchamp & Co., Montreal, Que.
Belleville Hardware & Lock Mfg. Co., Belleville.
Coleman Fare Box Co., Toronto.
The Crown Mfg. Co., Hamilton, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.
J. H. Williams & Co., Brooklyn, N.Y.

Towel Bars
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canadian Pneumatic Tool Co., Ltd., Montreal.
Canada Foundries & Forgings, Brockville.
Wm. Kribs, Hespeler, Ont.
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tube Rubber
K. & S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Laco-Phillips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube, Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Turpentine
Brown Corporation, Portland, Maine.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Clements Mfg. Co., Ltd., Toronto.
The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes—Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventilators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vermin Exterminator
The Common Sense Mfg. Co., Toronto.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
Steel Co. of Canada, Ltd., Hamilton.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Maxwells Ltd., St. Mary's, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
The One Minute Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
E. Pullan Waste & Wipers Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.
Spramotor Co., London, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows, Garden and Contractors
Erie Iron Works, Ltd., St. Thomas, Ont.
Bateman, Wilkinson Co., Ltd., Toronto, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheeled Goods
The Crown Mfg. Co., Hamilton, Ont.

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
J. E. Beauchamp & Co., Montreal, Que.
Frothingham & Workman, Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose J. w., Sask.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Sons Ltd., Toronto, Ont.
White's, Ltd., Collingwood, Ont.

PAR PLATE



FEATURE PAR PLATE—NOW

Extensive national advertising has established PAR PLATE as the leading popular-priced plated ware. It has paved the way for bigger PAR PLATE sales. All that is needed now is active co-operation on your part. *Feature this silverware of KNOWN QUALITY—now.* It will pay.

MADE IN CANADA

BY THE

ONEIDA COMMUNITY, LTD.

NIAGARA FALLS, ONT.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Ltd., Toronto, Ont.
E. Pullan Waste & Wipers Co., Toronto.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Tronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Wire, Hay
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
The Graham Nail Works, Toronto.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
International Malleable Iron Co., Ltd., Guelph, Ont.
Keystone Mfg. Co., Buffalo, N.Y.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill
Lewis Bros., Ltd., Montreal.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Caverhill, Learmont & Co., Montreal.

Wrought Nipples
J. H. Williams Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
Plewes Ltd., Winnipeg, Man.
Williams & Co., J. H., Brooklyn, N.Y.

Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Whitman & Barnes Mfg. Co., St. Catharines. Ont.

Zinc, Sheet
B. & S. H Thompson & Co., Ltd., Montreal, Que.





A Line of Steady Sellers

Wheeler-Bain Galvanized Iron Products meet the constant demand in building and other trades for a thoroughly dependable, readily salable group of products to suit dealers and users. They are, beyond doubt, a line

That Bring Profits

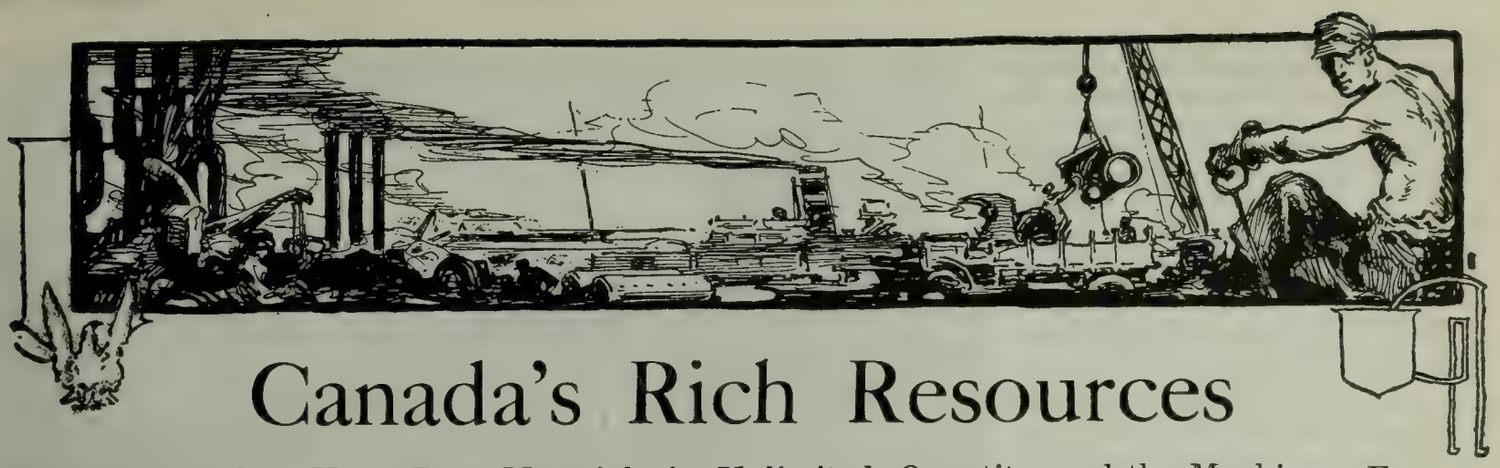
By stocking them you are prepared for an existing and growing demand. We supply Eavestrough, Ventilators, Galvanized, Copper and Tin Sheets, Corrugated Iron, Conductor Pipe and Fittings, etc.

Wheeler & Bain
Toronto

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

Have you received Hardware and Metal Stock Electro Catalogue yet?



Canada's Rich Resources

Because They Have Raw Materials in Unlimited Quantity and the Machinery For Production, Canadian Firms Are Filling Orders Promptly—Every Mail Brings Inquiries From All Parts of the World

NINE months have rolled around since the signing of the armistice. They have been eventful ones for Canadian industry. As was expected when hostilities ceased the markets of the world were found to be bare and all eyes were turned to Canada with her rich natural resources and orders have been pouring in ever since from all parts of the globe.

It was a good thing for those needing commodities, that Canadian manufacturers during the war speeded up their production facilities until their factories in many instances were turning out many times their output in pre-war days. With modern machinery and the latest labor-saving equipment, Canadian firms have been able to look after a volume of business that only a short time ago would have swamped them.

Steadily Expanding

It is a significant thing that many firms who, during the war, found it necessary to double and treble their factory capacity to keep pace with business, are again enlarging. They are finding not only an increased business at home to take care of, due to the fact that many lines formerly imported from Europe are now off the market, but that the markets of the world are open to them and that everywhere Canadian made goods are in demand.

The speed with which firms, who twelve months ago were straining every nerve to meet war time demands, especially munitions, have resumed a peace footing speaks volumes for the adaptability of Canadian industry. Canada has never been busier or more prosperous than during the reconstruction period.

Got to Work Quickly

With the end of the five years of fighting Canadian business men, Canadian farmers, in fact everybody in Canada set to work to resume development where it was arrested by the war. For four years scores of firms, which in 1914 were going steadily ahead found that they had to mark time because of conditions. On the other hand, great numbers of firms found the demands for their goods multiplied many times by the needs of those on the firing line.

Practically all of these firms, those whose activity was interrupted by the war, and those whose output was increased, now find themselves busier than ever, trying to keep up with normal home demands and export demands.

Are Meeting Demands

They are doing it though, and are making a splendid showing. One of the big troubles many firms are experiencing is to get enough help, especially skilled help, to handle the increasing business. Just how large a business is being handled may be gathered from the fact that the latest yearly figures available for export trade show a total of $1,270,095,643. When this is compared with the export figures of pre-war days, totals of $356,000,000 for 1913 and of $432,000,000 for 1914, it will be seen what splendid progress has been made.

Canada to-day is in a better position than ever before to take care of orders from all parts of the world. One result of the shutting off of European goods was that Canadian firms made their own, and in all cases, an article at least equal and very often superior to the articles formerly imported was produced.

Made Big Development

Firm after firm, with commendable enterprise, added to the lines it was producing and made up the shortages caused by overseas firms not being able to ship. Now these Canadian firms find a steadily growing market for these goods and as any number of the European firms will not be on a producing basis, from an export standpoint for some time, the Canadian firms can promptly fill orders. No matter where a merchant is located, it will pay him to get in touch with the firms whose advertisements are to be found in HARDWARE AND METAL. It will pay him to get their prices and learn all about the goods they are offering and to build up a connection with them. These firms are in a position to make prompt shipments of quality goods and the lines that they make are winning their way steadily in the markets of the whole world.

A Splendid Increase

The splendid progress that has been made along this line is shown by the fact that exports of Canadian manufactured goods increased 1,015 per cent. in four years. This was due to the aggressive methods adopted by Canadian firms to extend their export connections and establish new markets. It was also helped along by the reputation that Canadian goods have established. In addition to building up a steadily growing business with South Africa, Australia, New Zealand, the West Indies, and South America,

SEES SPLENDID BUSINESS

Walter B. Ramsay, president A. Ramsay & Son Company, Montreal, and vice-president of the Canadian Paint, Oil and Varnish Association, who went to Europe on a special mission in connection with export business and returned with substantial orders, expressed the following views to HARDWARE AND METAL *regarding the trade outlook:*

"I believe that Canada will now be placed on the map of Europe with respect to exports. She is well thought of there. The Balkan States in particular are very kindly disposed towards this country. Canada's extension of credit to these countries is very much appreciated there and this will, in itself, be a big factor in the future business relations that we may have with them."

Mr. Ramsay eulogized the co-operation of the Canadian Government, and the Canadian Trade Commission in working with manufacturers and paving the way for extensive business abroad. He was enthusiastic regarding the whole prospect for overseas trade for Canada.

Canadian firms have greatly expanded their trade with British firms and in the past few months have been looking after the needs of Belgium and Roumania to the extent of $25,000,000. Owing to the enormous damage done in these countries by the Huns and the complete disruption of all financial organizations temporarily the Canadian firms not only agreed to supply goods, but to arrange for credits. They have also granted to Greece a credit of $25,000,000. Among the goods rushed for the relief of Roumania, were cotton goods valued at $2,624,512, paints and oils valued at $189,845, binder twine worth $940,996, binders and parts valued at $670,995, woollen goods worth $4,750,-527, edged toools valued at $136,743, ready-made suits to the extent of $3,453.-812. and shirts and overalls valued at $1,672,527.

Important Industry

The total production of steel ingots and castings last year is officially placed at 1,910,000 tons. Of this 125,000 tons was made in electric furnace plants and 1,785,000 tons in open hearth and other steel furnaces. The steel industry is steadily growing in Canada and recent developments in steel ship building are expected to accelerate it materially. A number of ships have already been built and contracts were recently awarded for others. The Canadian Government merchant marine alone expects to have between thirty and forty ships in its service this year. These will all help Canadian firms in making prompt delivery of goods to all parts of the world and are the forerunner of a great fleet of merchant ships which will carry Canadian products in Canadian ships around the world.

Autos Increasing

No development in the general life of the people better reflects the progressive spirit of Canada than the sales of autos. These have doubled every two years, and at the present there are more than 300,-000 autos and trucks in every-day service. In many of the farming districts, every farmer in the township owns his own car and uses it continually to deliver his produce for shipment. Very frequently farmers will be found with two or more cars. This development of the automobile business has been more marked than ever since the first of the year, and in one Canadian city, automobile firms are expending no less than $7,000,000 in new plants and extensions. These are planned to take care of the home trade as well as export business.



Canadian Government harbor improvements at Halifax. The Government is not only spending large sums to provide adequate harbors but is also having a number of steel steamers built to carry Canadian goods to all parts of the world.

Pulp and Paper

There are at the present time more than eighty companies in Canada engaged in operating pulp and paper mills. The aggregate invested capital in these industries is approximately $200,000,000, and their output has passed the $100,-000,000 mark. A good deal of this goes abroad. Each year sees the output increasing and with her tremendous forests in the north country Canada seems destined to supply a big share of the world's paper.

Mineral Resources

Few countries are richer in minerals than Canada, and mining development has received a great impetus during the last five years. The greatest activity now prevails, and new companies are constantly being formed to develop resources which are as yet practically untouched. The largest nickel refining plant in the world is located at Port Colborne, Ont. Not long ago the Baldwins, the great Welsh tin smelters, acquired a site at Toronto formerly used by the British Forgings for making munitions. The Welsh firm plans to expend $3,000,-000 in equipping a large and thoroughly modern plant to look after the tin plate business in Canada. Last year the total output of Canadian mines was valued at $300,000,000. Of this, copper was valued at $115,000,000, nickel at $90,-780,000, and gold $14,750,000.



Converter in a big Western smelter. No country in the world has richer mineral deposits than Canada, and rapid development in mining is taking place. The output of copper and nickel last year exceeded $200,000,000.

The Lumber Output

There are 2,879 lumber concerns in operation, and the capital invested in this big industry represents approximately



Millions of feet of Canadian lumber are being sent overseas to be used in rebuilding the devastated areas. The illustration shows a typical lumbering scenes on a Canadian river, the logs being floated down to the mills.

$150,000,000. Canadian wood and wood products are now going to all parts of the world, and recently there have been many large orders received from the United Kingdom for timber and also for manufactured products.

Aside from rich natural resources Canada is essentially a producing country from an agricultural standpoint. Shipload after shipload of foodstuffs of all kinds leaves for Europe to take care of the needs of the millions there who, because their farms have been destroyed and their homes wrecked, cannot for some time look after their own needs. To these people Canada is sending not only food, but agricultural implements and necessities of all kinds. The field crops of the Dominion for the last year were valued at $1,383,000,000. The yield of wheat was estimated at 210,315,600 bushels, and of oats at 456,733,900 bushels.

Has Fisheries Too

In addition to all the above, Canadian fisheries form an extensive industry, and last year the value of the fish taken is estimated at $60,000,000.

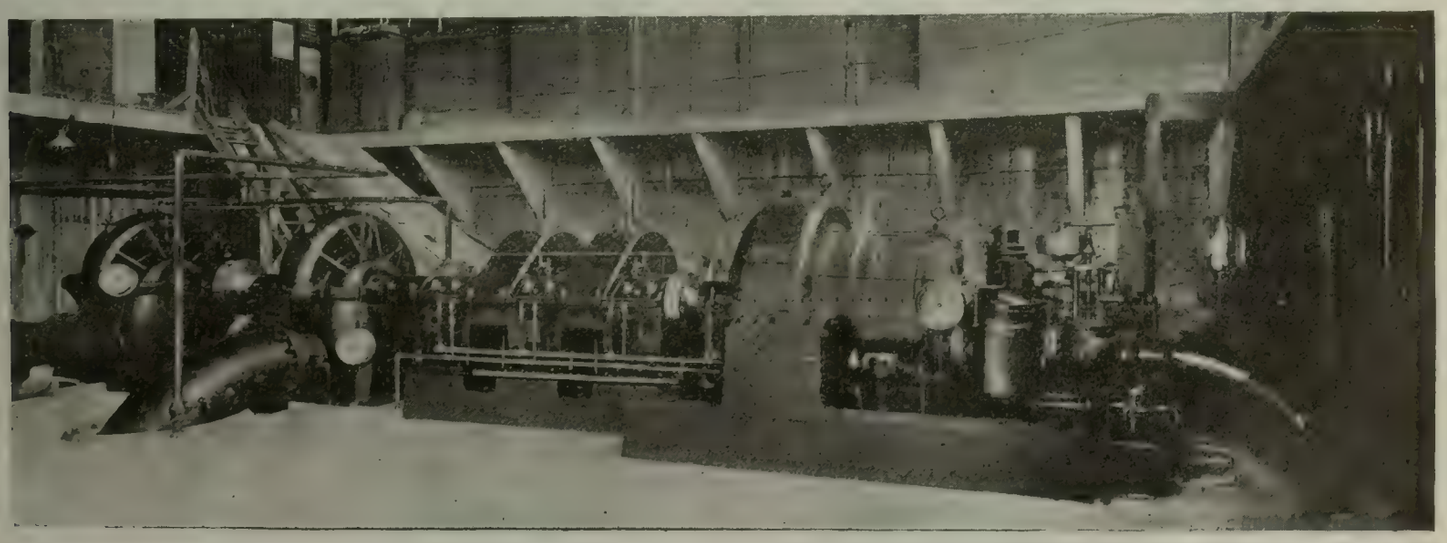
The figures shown above will indicate that Canada is not only busy industrially, but is a real producer of necessities required all over the world. Canadian firms not only have the resources to work with, but the people behind them to turn out good goods, and turn them out promptly. In these days when so many firms which formerly sent goods from Europe to other countries, are struggling to get in a position where they can take care even of home needs, and are finding difficulty in obtaining the raw materials to work with, Canadian firms have both the materials and the machinery necessary for quick production. This is one reason why orders are pouring in with every mail. Buyers in distant lands have found that by getting in touch with Canadian manufacturers they can get good goods, at reasonable prices, and get them promptly.

SAYS GERMAN ADVANTAGES WOULD BE TEMPORARY

Reports from Sheffield, England, regarding the latest developments in trade are as follows: A considerable volume of business is being done in certain branches of steel which suffices in these days of low production to provide full employment. Overtime scarcely exists and the men seem keen to take full advantage of the shortened working day. The new conditions as regards hours, however, do not please the piece hands because, in the absence of an increase of their rates they are earning less than when the longer day was in operation, and many of them are agitating to go back to the datal system. A considerable weight of manufactured steel is going to Scandinavian countries, and India is buying on an increasing scale. Italy is almost a blank as regards business, and French trade is marking time. An all-round advance in steel prices came into operation this week, and may have the effect of curtailing overseas buying. The state of the exchange is likely to aid Germany materially in regaining foreign trade providing that her works are capable of producing the goods, but the advantage cannot be of long duration. Even should the present rate continue the adverse margin will be simply ruinous to Germany in her purchases of materials and food.

L. & P. Manufacturing Company, Limited, capital $250,000, head office Niagara Falls, Ont., plans to carry on a general foundry business.

The Goderich Mercantile Company, Limited, capital $40,000, head office, Goderich, Ont., plans to manufacture go-carts, toys, and furniture.



High duty waterworks pumping equipment made and inst alled by Canadian firms. Many lines which before the war were purchased abroad, are now being made in Canada, an d are standing up to the most exacting tests.

Sees Big Demand For Implements

Secretary-Treasurer of Brantford Firm Sees Unprecedented Prosperity Ahead For Canada and Expects Big Trade From Europe

W. H. WHITTAKER, secretary-treasurer of the firm of Goold, Shapley and Muir, Brantford, Ont., looks for a big demand for farming implements and is most optimistic regarding the outlook for business for the future.

"There will be many opportunities for the manufacturers," he said, "particularly the makers of farming implements, as the farming equipment of the world has been depleted. Farmers in Canada had enjoyed unprecedented prosperity, and they would be in a position to obtain entirely new stocks.

Expects European Orders

"Before the war our firm did considerable export business in windmills, but it was greatly reduced owing to the restriction on shipping facilities. We look for a ready return to this line, and expect to obtain a share of the orders that will come from all over Europe.

"Canada's prospects for the future are the greatest in the world," said Mr. Whittaker. "I do not know of any country that stands in a more favorable position. Her enormous resources, vast areas of fertile land, and her great record in the four years of bitter struggle assure her of success in the years to come. While we should all face the readjustment period with confidence and courage we must also proceed with care as the new conditions will require much adaptability.

Look After Returned Men

"First and foremost there is the problem of our soldier boys. They must get careful consideration, and every effort should be made by all business firms to assist in the work of re-establishing them in civil life. As far as possible we are giving preference to returned men and are placing the men who enlisted back in their old jobs, or in some other suitable employment. By doing their share the firms will make the work of absorbing the soldiers comparatively easy."

SENDING NAILS TO ENGLAND

Discussing with HARDWARE AND METAL *export business in regard to nails, President Robert Hobson, of the Steel Company of Canada, Hamilton, stated that before the war Great Britain used to get practically all her nails in Germany. London agents of German manufacturers, he said, used to take orders for very large quantities of nails and give quick delivery. When the war commenced, much of this business came to Canada, and a good deal of it may still be retained. Both the Hamilton and Sydney steel companies are now shipping rods to great Britain for use in the nail mills they are establishing there.*

VALUE OF TRADE MARKS

The following report by G. S. Stewart, the American consul at Chihuahua, Mexico, is of interest in that it reflects not only the ideas of the people of Mexico, but of many other countries as well. He says:

"While many articles exported to Mexico bear some sort of an illustrated trade mark, many do not, and of these which do a good percentage are not simple or outstanding enough. Retail merchants of Chihuahua state that their customers invariably ask for the "rose" brand or the "deer" mark, for instance, whether they are calling for canned goods, a penknife, a plow or a piece of muslin. Using the words "Our beauty" or a trade mark not easily remembered or called is a poor substitute for the picture of an "Indian" or "steamboat." The poor, illiterate class of Mexicans call for an article by "picture," and for this reason, also, firms advertising their wares and using posters and signs would do well to illustrate their advertisements with a picture or an easily remembered mark, thus enabling the buyer to readily identify their products. In the United States the consumer asks for "Smith's bacon" or "Jones' saw," but in Mexico he wants "Donkey" brand soap or "Star" brand hatchets.

When the Mexican forms the habit of buying a certain article it is difficult to persuade him to change to another or accept a substitute. A hardware dealer in Chihuahua some years ago undertook to introduce American-made files far superior to the European files then so extensively on the market. All his customers insisted on the "arrow" file, until finally, after distributing several dozen American files gratis, he convinced the blacksmith and carpenter that the American file was a better article.

The color of an established article should not be changed unless absolutely unavoidable. If a certain plow is painted green, the wheels of a wagon yellow, the retail merchant is sure to experience difficulty in selling an old customer the same plow and wagon if the color of the plow and that of the wheels are changed. An American manufacturer did actually, at one time, make the mistake of changing the color of the wheels of their high grade farm wagon, and the farmer was not easily convinced that the red wheels were "as good as" the yellow ones of his former wagons. Needless to say the complaints were many, and the old color continued after a short, costly interruption."

CANADIAN NATIONAL EXHIBITION NOTES

In order to accommodate the Canadian War Memorial paintings at the Canadian National Exhibition, an extension of 130 by 30 feet to the fine arts gallery is necessitated. Some of the paintings are over 20 feet long.

The "Hell of Death" that faced the Canadians at the second battle of Ypres, when they were sent against the first German gas attack, is vividly portrayed in the War Memorials paintings to be shown at the Canadian National Exhibition this year.

One whole building will be devoted to Canadian war trophies at the Canadian National Exhibition, while the big guns, aeroplanes and other large relics will be distributed around the grounds, giving the big fair a truly victory atmosphere.

H.R.H. the Prince of Wales will spend three days in Toronto during the big fair. He will open the Exhibition on Monday, August 25th, in the open air, where many thousands may see him, and will remain in the city until Wednesday, spending all or part of three days at the Exhibition grounds.

Seventeen American flyers have already entered for the New York to Toronto aeroplane race to be started from the Canadian National Exhibition by the Prince of Wales on August 25, the opening day of the big fair.

Over ten thousand dollars in cash prizes and trophies will be awarded the successful flyers in the Canadian National Exhibition aeroplane race from Toronto to New York and return.

Cols. Barker and Bishop, the world's greatest aces, will have charge of the flying circus at the Canadian National Exhibition this year. They will fly surrendered German Fokkers and types of British, French and Italian machines.

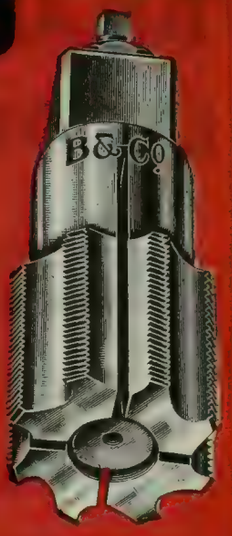
There are already 32 surrendered German aeroplanes assembled at Toronto, and all will be displayed or flown at the Canadian National Exhibition. August 23rd to September 6th. Canada owns nearly 100 German or allied planes, and they will eventually become part of the official museum display or be distributed around the various cities by the Ottawa Government.

Canada owns over 450 big guns, scores of aeroplanes and many thousand rifles and machine guns. The trophies are too many to house in the proposed War Museum at Ottawa, and a great number will fall to the lot of various municipalities throughout the Dominion. The distribution will start immediately after the Canadian National Exhibition.

Prince Joachim's helmet, the plume of which alone is worth $350, is among the war trophies owned by the Canadian Government, to be shown at the Canadian National Exhibition, August 23rd to September 6th.

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Used in America's Foremost Industries

35 years of successful high-speed tool manufacturing has put Butterfield's in a position known to all the mechanical field of America.

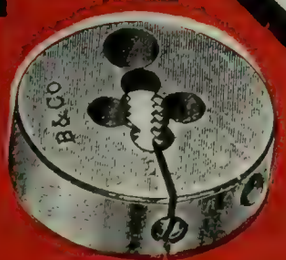
Butterfield's is especially well qualified to export promptly and efficiently to all parts of the world. Years of careful attention to export has made business friends in many lands.

BUTTERFIELD & CO., INC.

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CANADA









WRICO NESTABLE EXPORT GOODS

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Wrico

Registered Trade Mark. The world-wide symbol of guaranteed "Made in Hamilton" goods.

They nest for shipping. They expand into a good display when unpacked. It is not possible to nest Oilers and Lanterns, but practically all our other export goods can be nested. Steamship space is costly, and nestable goods are the first consideration of the foreign purchaser.



WRICO CANADA FLY SWATTERS.

Nested 1 Doz. in a small carton. Japanned wire-web, velvet bound. Coppered handle. Rustproof and harmless to furniture, but sure death to the fly.



WRICO "CANUCK" BREAD MIXER.

Nested 1 Doz. in a wooden case. The modern sanitary method of home breadmaking. Renders the user independent of bakers' prices and free of bakers' substitutes.



COMET HOT BLAST LANTERNS.

Packed 1 Doz. in a carton. The three principal lines of export in Lanterns are our No. 4 Long Globe Cold Blast, our Comet (as illustrated) and our Nemo, which is an inexpensive Hot Blast pattern made exclusively for export purposes.



WRICO BALLOON FLY TRAPS.

Nested 1 Doz. in a small carton. Years of test have proven the "Balloon" to be one of the most efficient exterminators of the fly pest ever invented.

ASK FOR CATALOG.

Write us and give an idea of the lines in which you are interested, and we will quote you f.o.b. Canadian seaboard, packaged free. We are open to ship to any civilized country on the globe.



WRICO GALVANIZED BUCKETS AND PAILS.

Nested 1 Dozen in a bundle. Straight pattern (as illustrated) or Flaring Pattern with bottom rim. Not cheap and flimsy, to meet foreign competition, but strong and durable, the same as made for home consumption. Our Galvanizing department is the source of supply for many of the foreign markets.

WRICO VICTOR SIFTERS

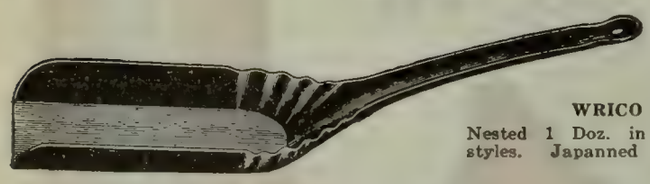
Nested 1 Doz. in a small carton. The original Victor with tin reel and soldered bowls. One of our most successful export lines.



WRICO BIRD CAGES.

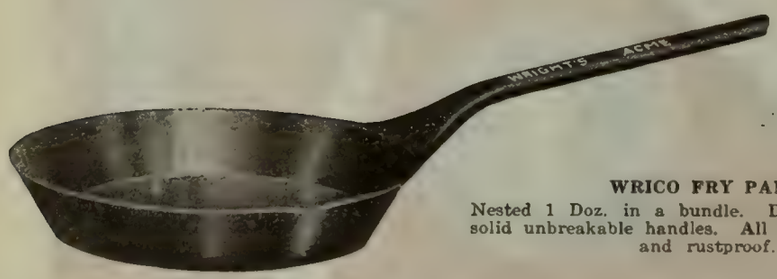
Nested ½ dozen in a small carton. Brass or Japanned. Parrots, Squirrels, Canaries, Breeders, Larks, Mocking-birds, White Mice and Rats, Chicken coops.





WRICO FIRE SHOVELS.

Nested 1 Doz. in a bundle. Many sizes and styles. Japanned and Galvanized. Light and Heavy.



WRICO FRY PANS.

Nested 1 Doz. in a bundle. Drawn steel, with solid unbreakable handles. All sizes. Well oiled and rustproof.

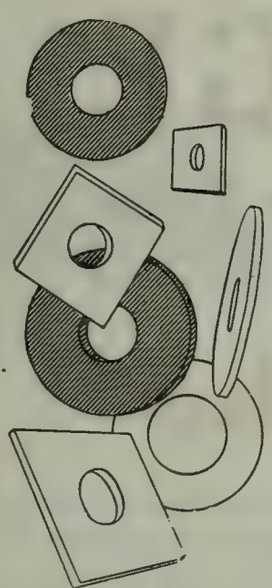


WRICO OILER ASSORTMENT.

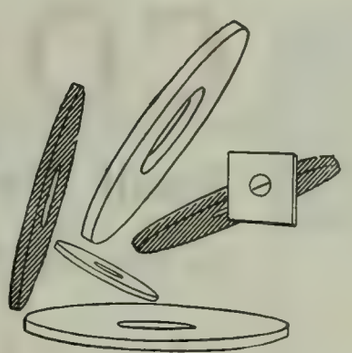
1 Doz. assorted sizes packed in a display box. Heavily copper plated, and brightly burnished. Prices quoted on all styles and sizes of Oilers in gross lots.

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Wrought Washers
Annealed Rivet Burrs



Superior Quality and Finish



With a fully equipped plant we are in a most favorable position to supply both domestic and foreign trade with anything in wrought washers including round and square in both plain and galvanized.

We make a full range of sizes in Annealed Rivet Burrs.

Let us know your requirements. Our quotations are sure to interest you.

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"LION BRAND" ROPE

FOR ALL PURPOSES



Our Reputation stands behind our Trade-Mark

Foreign Distributors Wanted

Manufacturers of Every Description of

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Cable Address:
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Small Twines and Binder Twine

For more than Ninety-Two Years we have been making our famous

"Lion Brand Cordage"

In this time we have gained an intimate knowledge of the requirements of the Foreign Markets. We know what style of ROPE is required for every purpose.

Our Mills have been operated since 1825 and are equipped to make every description of CORDAGE, known universally as "Lion Brand." Cordage.

Samples sent to responsible buyers on request. Prices and further particulars on application.

Orders executed direct by cash payment against bill of lading or through the usual buying channels.

Please advise us when indenting through merchants.

Consumers Cordage Co., Limited

Head Office: MONTREAL, CANADA

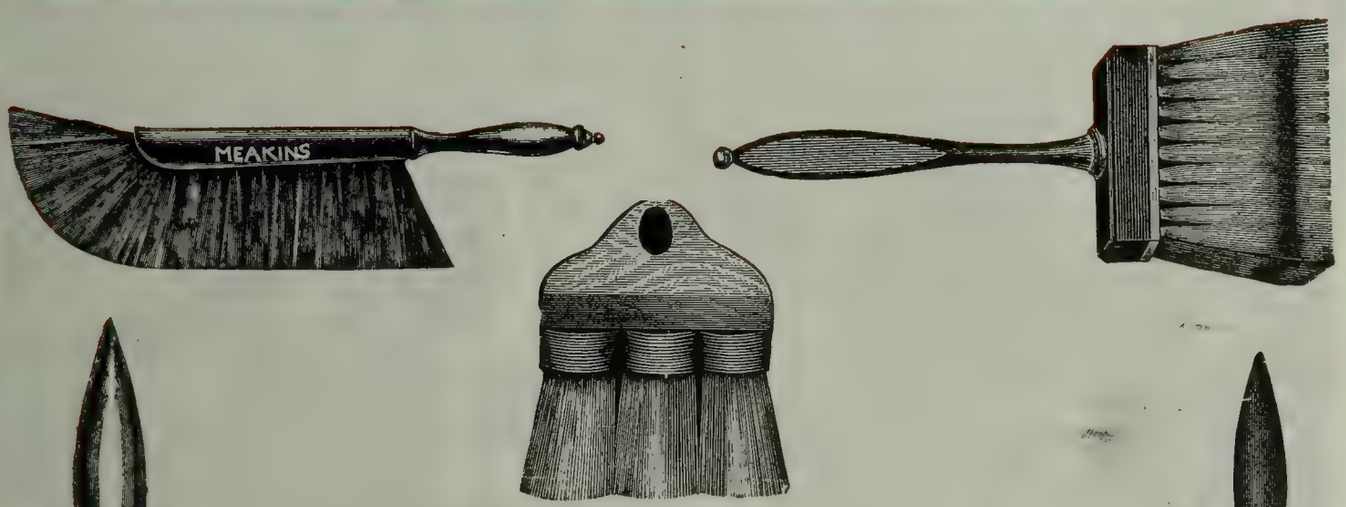
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The Quality and Durability
Make Sales Grow For You

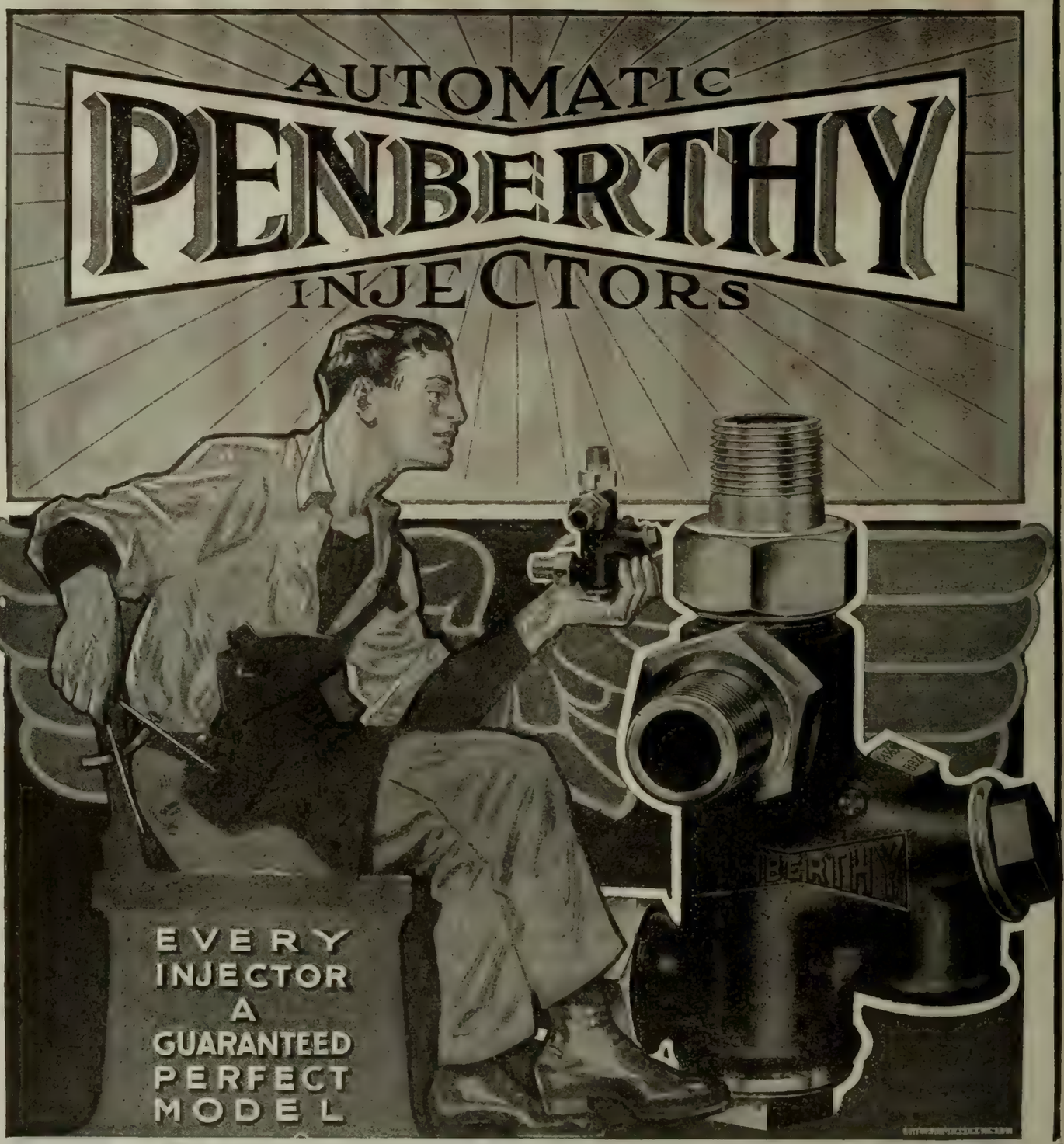
When expert men with many years experience plan a thing to meet the requirements that experience has taught them, and expert workmen put the skill acquired in years of service to executing that thing, then an article of high quality, of service and satisfaction is produced. Meakins Brushes are made that way, that's why they sell so well and so often.

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"Nothing Succeeds Like Success"

For nearly thirty-five years Penberthy Automatic Injectors have been foremost in the field as the world renowned boiler feeder. Used in all parts of the civilized world. Specify them on your orders.

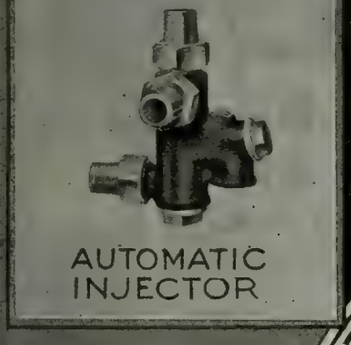
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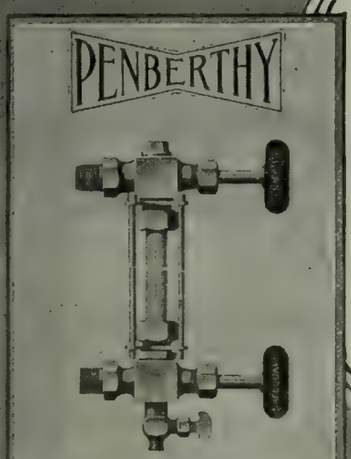
REGRINDING VALVES



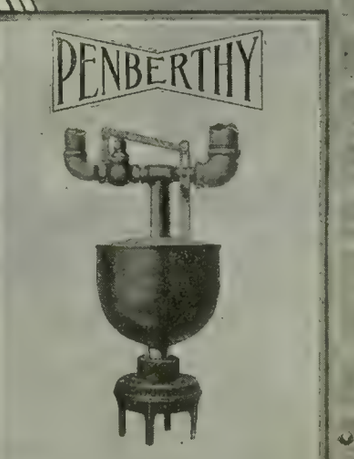
AUTOMATIC INJECTOR



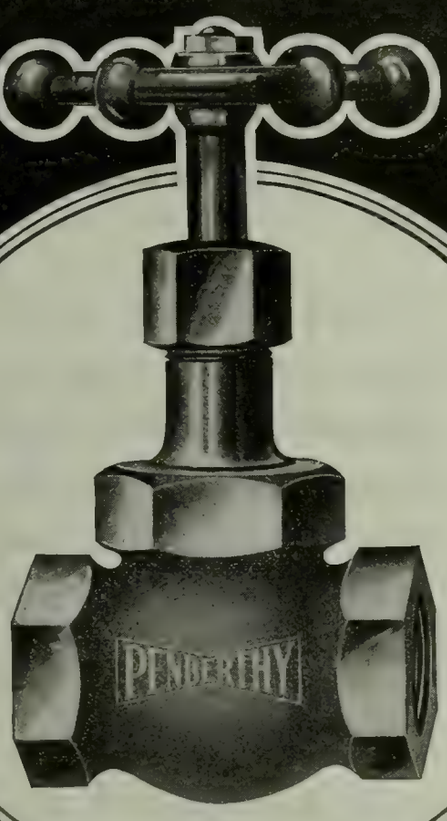
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Penberthy Brass Valves are used exclusively because they give long and reliable service under severe conditions. Specify Penberthy when you want the best valve.

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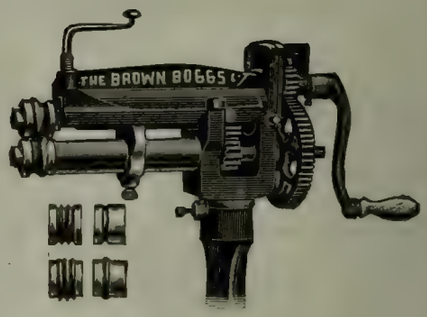


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No. 230 Squaring Shear

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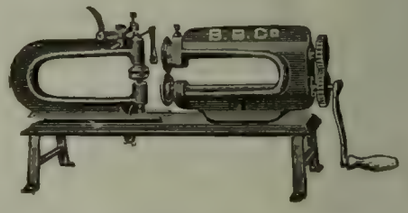


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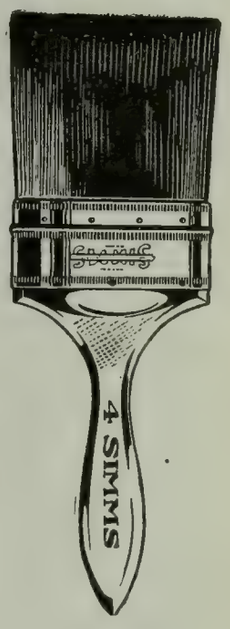
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MADE-IN-HAMILTON HARDWARE







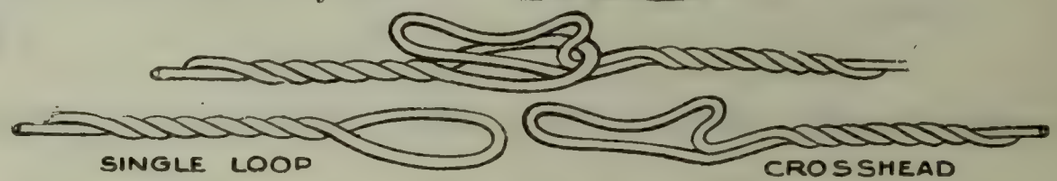
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NUMBER TWO



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ON August 12, 1914, two weeks after the outbreak of the European War, John P. Holland, inventor of the submarine, died at his home in Newark, N. J. Holland was born in Ireland in 1842—and at the age of 20 he commenced to concentrate on the submarine idea. He came to America in 1864; and in 1898 completed his first successful submarine at Elizabeth, N. J.

Holland's entire life was dramatic and in a sense, tragic. As a result of his great genius, he will become immortal as the inventor of the most terrible war-machine the world has ever known.

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As Holland's invention has gained the approval of practically every nation, so has the Victor Hack Saw Blade won the admiration and confidence of mechanics and technicians all over America—and all over the world.

Like Holland, we have concentrated on one thing. For over twelve years we have been experimenting, testing, improving. In practical tests, the Victor Hack Saw has seldom been equalled—and never excelled. It is the result of a large organization of technicians and skilled mechanics concentrating on one idea—which is—to make the most honest and efficient hack saw blade in the world. We do not scatter our energies. We make hack saws for every metal-cutting purpose.

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Reliable Collar Pads are such a necessity to the comfort of every horse in your district that opportunities for sales are always assured.

It will pay you to sell only the best. *THAT'S TAPATCO.*

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Every TAPATCO Horse Collar Pad has our exclusive patented hook attachment, which makes possible the use of the pad long after the fabric has been weakened by constant wear.

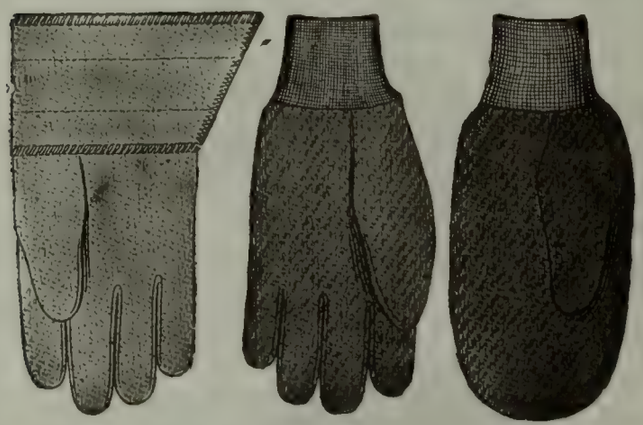
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TAPATCO GLOVES AND MITTS are extra good value for the money and there is a wide and varied selection to choose from to meet your customers' requirements.

Gauntlet, Knit Wrist and Band Top Styles in heavy, medium and light weights; Leather Tips and Leather-faced Gloves, Jersey Gloves and Mitts in Tan, Slate and Oxford.



Right now is the time to place your order for this year's business.

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"Keeping Down the Upkeep" Keeps Sales Up

We want you to have this little book telling about our products. If you are not already selling Dutch Brand products we'd like you to know about them.

Situated at Chicago we are able to serve Canada promptly to the East or West.

We have splendid equipment for turning out goods; modern buildings, methods, and appliances; we maintain a high standard; we advertise extensively, and take care of the trade.



Fine Shelf Goods for Hardware Merchants

Our lines cover many needs of automobiles, bicycles, trucks, tractors and airplanes. Some of these money makers are Auto and Cycle Patching Cement, Vulcanizing Cement, Radiator-Seal Compound, Valve Grinding Compound, Gasket Shellac —Tire Talc, Tire Fluid, Friction Tape, etc.



2 in 1 Cut Filler

One of our biggest sellers

Motorists use Dutch Brand 2 in 1 Cut Filler for filling small cuts, bruises and gashes in casings. This heavy, liquid rubber prevents formation of sand and water pockets. Easily applied; dries quickly.

One dozen tubes in atractive cartons—a real "Sales Help." Through your jobber, or write us.

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THE WORLD IS FULL OF NUTS



EVERY NUT NEEDS A WRENCH



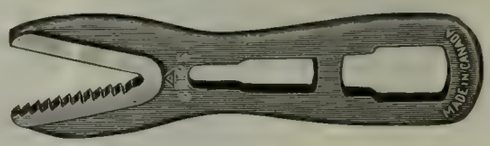
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FORGED STEEL TOOLS



FOR THE MASTER CRAFTSMEN



SEE YOUR JOBBER

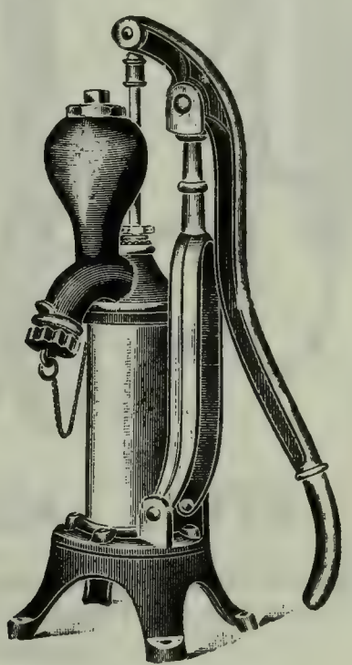
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Their quality, appearance and satisfaction are the three principal factors which make Smart's Pumps easy to sell. And they cost no more than any other line. They are *guaranteed* pumps and your customer knows when he buys a *Smart* he is getting full value for his money.

You appreciate satisfied customers — therefore, write at once for Catalogue and prices.

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STEEL LAID

Special Shear Steel welded on forged frames makes the "SEYMOUR" cutting edge unsurpassed.

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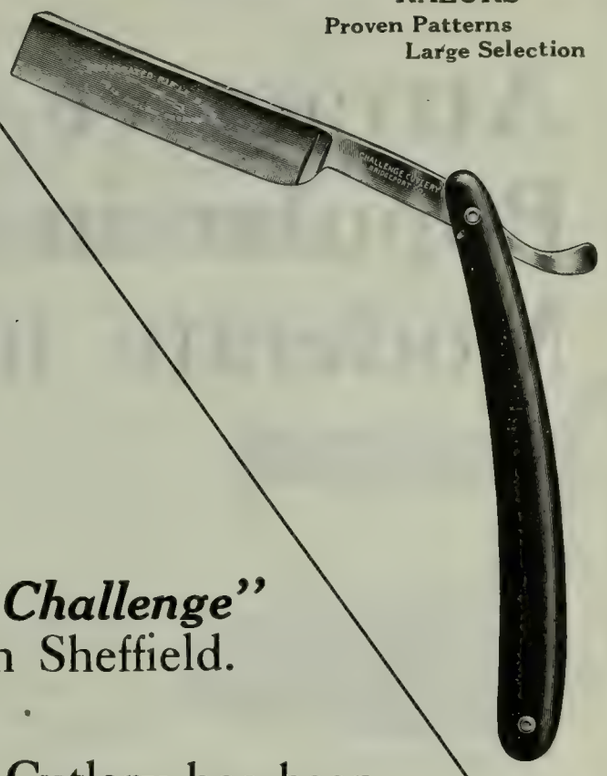
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Attractive in Appearance Popular in Appeal Moderate in Price—

BANFIELD LIGHTING FIXTURES



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are made to meet the universal demand for attractive dependable fixtures at moderate prices.

The range is sufficiently large and complete to meet every requirement. You need never be without the stock you want. For, as a convenience and service to you, we carry a stock on hand at all times ready for immediate shipment.

So that, with Banfield Lighting Fixtures in stock, you are assured a popular line, a substantial and extensive, never-ending profit, and a prompt delivery service.

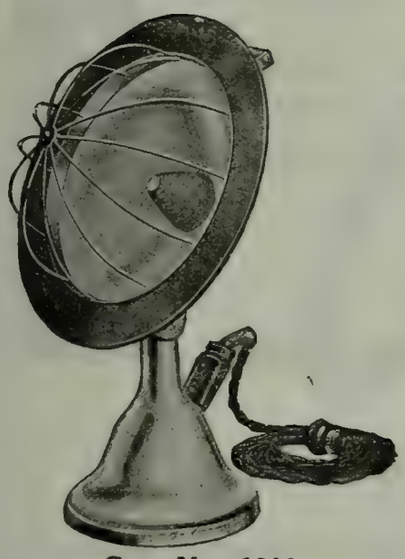
W. H. Banfield & Sons, Limited

Head Office and Works:
370-386 Pape Ave.,

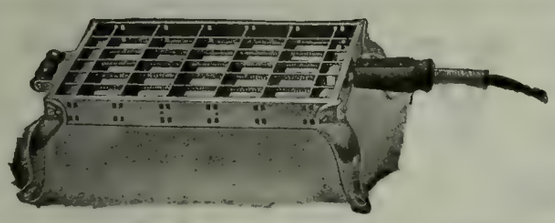
Sales Office and Showrooms:
80 King St., West,

TORONTO

National ELECTRIC



Cat. No. 1210
Heatray Heater



Cat. No. 180
Toaster Stove

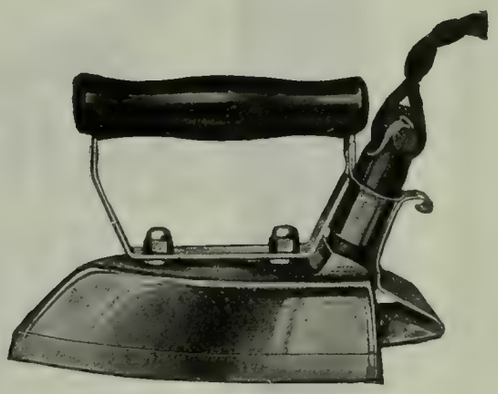


Cat. No. 310
Two Burner Hot Plate

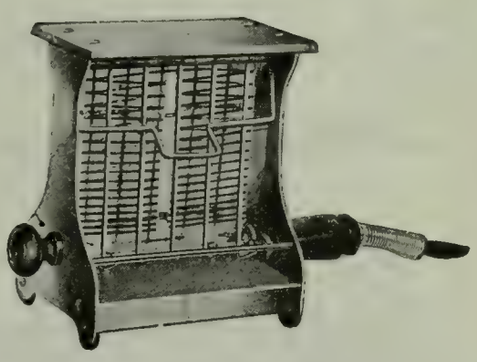
We manufacture a complete line of electrically heated appliances only a few of which are here shown.

Write for our Catalog "C" and discounts.

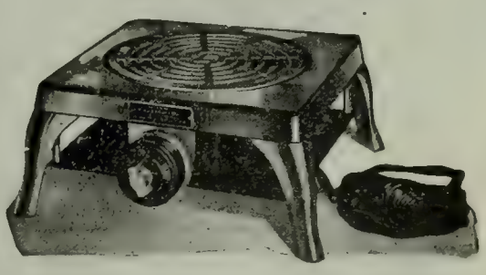
You will find our goods and our prices right.



Cat. No. 106
Model "B" 6-lb. Iron



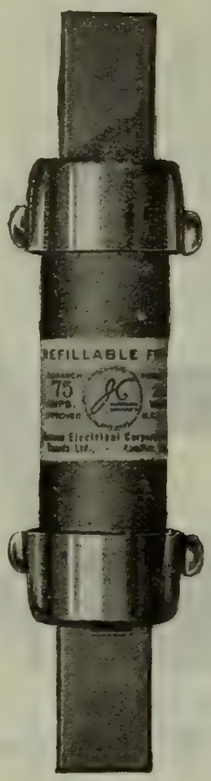
Cat. No. 175
Upright Toaster



Cat. No. 300
One Burner Hot Plate

The National Electric Heating Co., Limited

TORONTO, CANADA



J C REFILLABLE FUSE
ALL COPPER ENDS

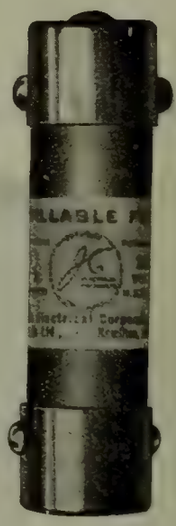
The J C Refillable Fuse is simple in construction, accurate and a money saver.

The J C Refillable Fuse saves you 70% to 80% in your fuse costs.

Refills used in J C Fuses are designed to blow as per underwriters' Laboratories requirements.

Fibre tubes in J C Fuses do not char, all Tubes are Asbestos lined.

Hydro Electric Approval No. 9.



Manufactured by

Clemens Electrical Corporation

Hamilton, Ont.

Allen General Supplies, Ltd., 205 Yonge St., Toronto
Eastern Representatives: Electrics Ltd., 22 St. John St., Montreal

OAKVILLE

WARE MFG. CO. LTD. OAKVILLE PURE ALUMINIUM WARE

Pure Aluminum Ware





"Globe" Teapot.

A steadily increasing popular demand exists for this dignified, beautiful and serviceable ware. The increased production has not lessened the service and prompt delivery. We guarantee every piece of aluminum which bears our stamp.

There is an opportunity for you in handling Oakville Aluminum Ware. Send for our catalogue and price list. A trial order will give us a chance to prove our claims.

"WILL OUTWEAR ANY WARE."

The Aluminum Ware Mfg. Co., Limited, Oakville, Ontario

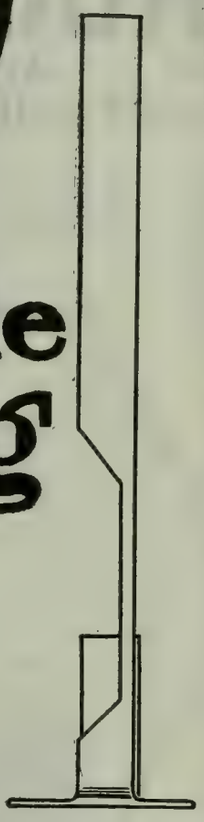
EASTERN SELLING AGENTS:

RICHARDSON & BUREAU, Montreal

J C Refillable Fuse Plugs

Can be Changed From 6 to 30 Amperes According To your Requirements

Refillable Fuse Plug
Edison Base



J C Refillable Fuse Plugs are used mainly in Industrial Plants, Office Buildings, Hotels, Railways, and other large users. Electric Light Companies are particularly interested in them, as it enables them to reduce their Capital tied up in carrying a large varied stock of Fuses.

Refills cost only one cent each and as **J C Fuse Plugs** can be refilled 20 to 30 times the cost of your Fuse Plugs is reduced to 1¼c. each.

Ask your Jobber for them.

Approved by the Hydro-Electric Power Commission.

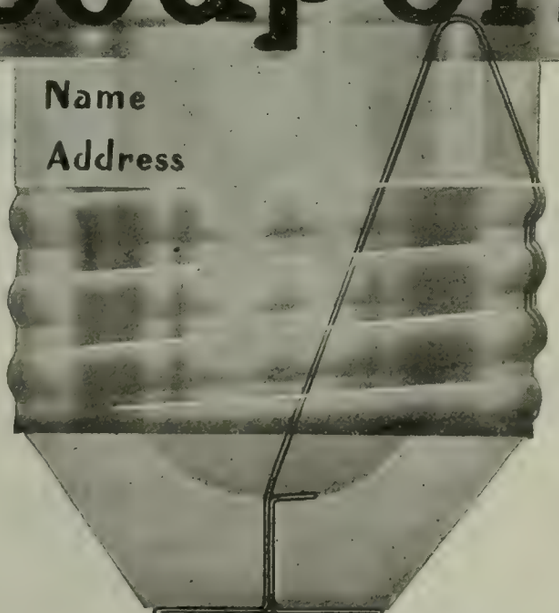
Clemens Electrical Corporation, Limited

HAMILTON, ONT.

coupon

Name

Address



This Coupon For Trial Plug

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

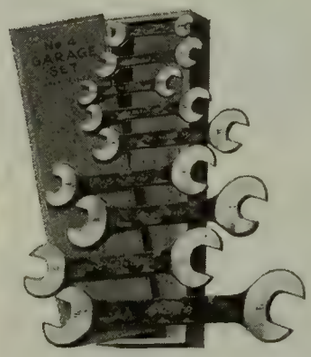
Leadership in the manufacture of wrenches and tools has been gained and maintained through adherence to principles of manufacture which insure to the user of Mossberg products the utmost in value and in service.

Mossberg Socket Set No. 14, the "completest," containing an assortment of tools to fit every job.

No. 4 Garage Set of Open-end Wrenches; one opening of each wrench fitting U.S. standard bolts, and the other opening of the same wrench fitting S.A.E. cap screws of the same dimensions.

Send for complete catalogue and particulars





BY INVITATION MEMBER OF



FRANK MOSSBERG CO.

WRENCHSMITHS FOR 20 YEARS

ATTLEBORO, MASS. U.S.A.



A HOT WEATHER QUICK SELLER

When the mercury is high and housewives want to iron in comfort, easy sales are ready and waiting for you. Prospects are half sold on

THE Royal Self Heating Iron

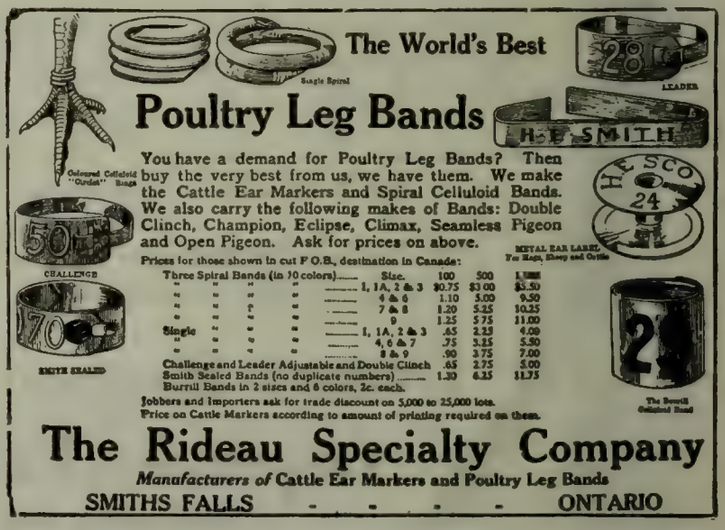
It's simple, it's sure, it's sound in principle and design—850,000 satisfied users now, and more being added every day.

We supply you with Window Trims, Counter Displays, Movie Slides, Electrotypes, Circulars, etc.

Write for details and address of your nearest distributor.

CADMAN & COMPANY
322 McIntyre Block, Winnipeg,
Western Canadian Representatives.

Royal Self-Heating Iron Company
556 Wayne St. Big Prairie, Ohio, U.S.A.



The World's Best Poultry Leg Bands

You have a demand for Poultry Leg Bands? Then buy the very best from us, we have them. We make the Cattle Ear Markers and Spiral Celluloid Bands. We also carry the following makes of Bands: Double Clinch, Champion, Eclipse, Climax, Seamless Pigeon and Open Pigeon. Ask for prices on above.

Prices for those shown in cut F.O.B. destination in Canada:

	Size.	100	500	1,000
Three Spiral Bands (in 10 colors)				
" " " "	1, 1A, 2 & 3	$0.75	$3.00	$5.50
" " " "	4 & 6	1.10	5.00	9.50
" " " "	7 & 8	1.20	5.25	10.25
" " " "	9	1.25	5.75	11.00
Single " " "	1, 1A, 2 & 3	.65	2.25	4.00
" " " "	4, 6 & 7	.75	3.25	5.50
" " " "	8 & 9	.90	3.75	7.00
Challenge and Leader Adjustable and Double Clinch		.65	2.75	5.00
Smith Sealed Bands (no duplicate numbers)		1.30	6.25	11.75

Burrill Bands in 2 sizes and 6 colors, 2c. each.

Jobbers and Importers ask for trade discount on 5,000 to 25,000 lots.
Price on Cattle Markers according to amount of printing required on them.

The Rideau Specialty Company

Manufacturers of Cattle Ear Markers and Poultry Leg Bands

SMITHS FALLS - - - - ONTARIO

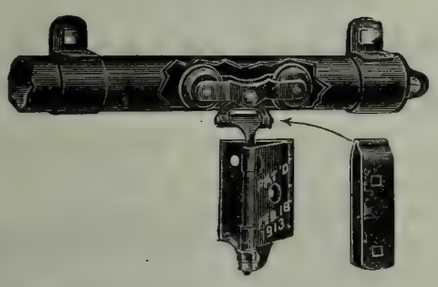
BIG

RESULTS

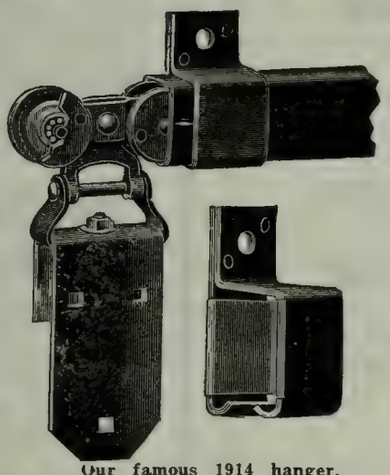
from small investments. Read Hardware & Metal's Want Ad. Page.

LOOK!---*Here is a real Hanger Assortment for every up-to-date Hardware Store*

A little "Pep" means bigger sales

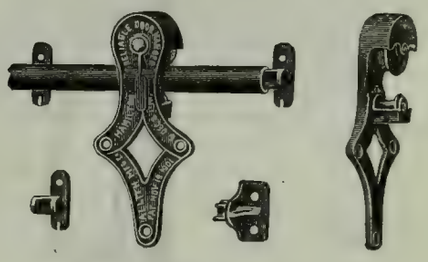


Allith Rd. Trolley Hanger. Plain or Flush Hasp.



Our famous 1914 hanger.

A Hanger for any style sliding door



"Reliable" Rd. Track Hanger.

NOTE

The building boom has commenced and it is up to you to be prepared to supply the demand.

Order now.

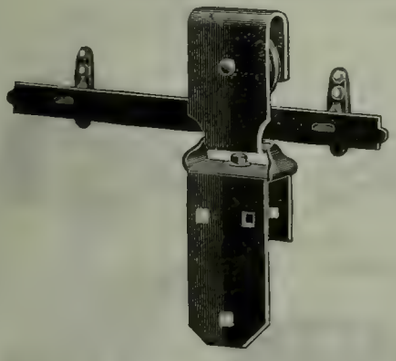


No. 150 Garage Door Set.

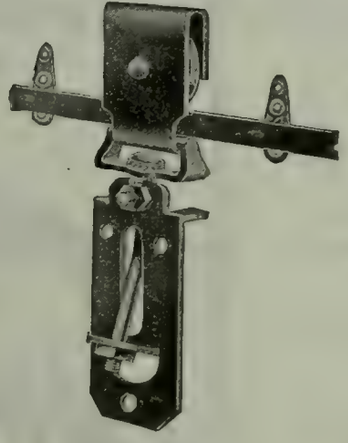
NOTE

We would be very glad to send circulars illustrating any of our line to any dealer interested

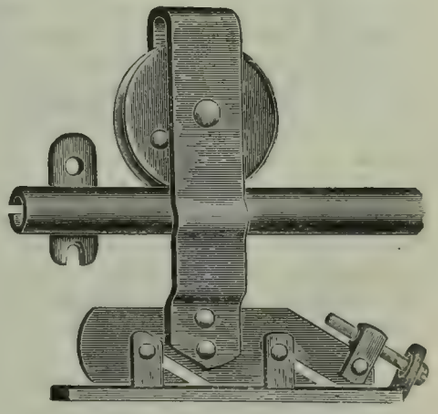
Drop a card and have a salesman visit you with samples.



No. 131 Adjustable Flat Track Hanger.



No. 135 Adjustable and Swivel Flat Track Hanger.



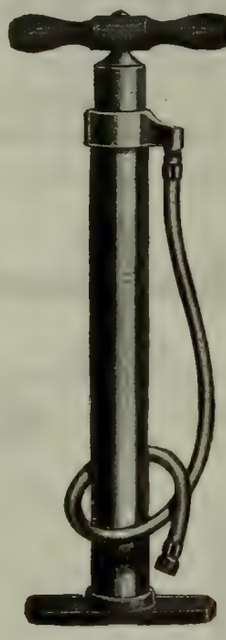
No. 9 "Reliable" Parlor Door Hanger.

Manufactured by

SLATER & BARNARD, Limited

Allith Manufacturing Company (Branch)
Hamilton, Ontario

Insist on Getting A Tallman Two Cylinder Double Action Pump



Easy on Your Back

Saves Your Tires

Tallman Brass & Metal Limited
HAMILTON, ONT.

Those Hard-To-Get-At Nuts



In every garage, machine shop, blacksmith shop and factory in your locality there's a lot of unnecessary cussing that you can turn to profit.

Those nuts that are so hard to get at with an ordinary wrench are easy prey to the Original "Westcott" adjustable "S" Wrench. The "Westcott," besides being the most convenient and useful wrench for ordinary use, can be used in places inaccessible to the Monkey-Wrench. It stops the cussing and adjusts the nut quickly and effectively.

"Westcott" Wrenches are fully guaranteed to do their duty. We empower you to refund the purchase price of any "Westcott" that fails.

The "Westcott" is easily adjusted by the hand that holds it. Its handle is made of first-class refined malleable iron and the jaws of forged steel scientifically he. treated.

If your jobber cannot supply the "Westcott," write us and we will tell you who can.

The Keystone Manufacturing Co.
Buffalo, N.Y.
POSTAL STATION B



The TRADE-MARK *of* SAFETY
known all over the world

The famous picture of the carpenter's hammer striking the hammer of the revolver, tells the story of Iver Johnson safety in a language everyone can understand—the language of pictures.

And the trade-mark tells more than a story—it tells a truth. If ever there has been an instance of an Iver Johnson being discharged by a drop, thump, thud or knock—we have not heard about it.

Its automatic safety, the fact that there is nothing to remember to do to make it safe, its accuracy, its constant alertness and readiness for use, its simplicity of construction—all combine to make the Iver Johnson the most wanted revolver for home protection—therefore the obvious revolver for you to sell.

Stock the entire line—22, 32, 32 special and 38 calibres. Hammer and Hammerless models with Regular, Perfect Rubber, and Western Walnut grips.

Why not stock Iver Johnson shotguns, too? Then you can capitalize on the entire Iver Johnson line of firearms.

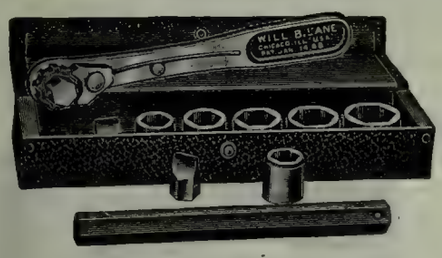
Write for firearms catalog and complete dealer information. Ask for literature on bicycles and motorcycles, too.

Iver Johnson's Arms & Cycle Works
330 River Street, Fitchburg, Mass.
99 Chambers Street, New York
717 Market Street, San Francisco



"The Safe Revolver to Sell"

LANE'S HANDY AUTO RATCHET TOOLS



FORD SET

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 1 Extension Bar, 6 inches in length; 6 Sockets to fit all nuts and bolt heads on Ford cars, including the cylinder head. Put up in strong leatherette case. Weight, 22 ounces.



STANDARD SET

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 7 Sockets to fit all size nuts in U.S. Standard from ¼ inch bolt to ½ inch bolt; S.A.E. Standard from 5-16 inch bolt to 11-16 inch bolt. Cap screws from 5-16 inch bolt to ⅝ inch bolt. Put up in strong leatherette case. Weight, 18 ounces.

The **"Standard"** and **"Ford"** Sets of the Lane **"Unique"** Ratchet Wrench and the Lane **"Super-Unique" Ratchet** Wrench Set, together with the Lane **"Unique"** Off-Set Ratchet Screw Driver, present unusual selling opportunities for the dealer.

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

Their ability to perform tasks, where other wrenches fail, make them easy to sell.

Your jobber has them.

Manufactured by

WILL B. LANE

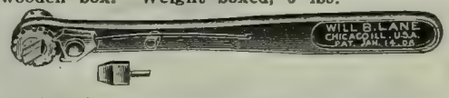
180 N. Dearborn St.

CHICAGO, ILL.



SUPER-UNIQUE SET

Contains—1 Drop Forged Handle, 9 inches in length; 1 Extension Bar, 8 inches in length with thimble attached; 15 Hexagon Sockets to fit all size nuts within 7-16 to 1¼ inches **broached opening.** The sockets fit all S.A.E. standards from ¼ to ⅞ inches. U.S. standards from 3-16 to ¾ inches (bolt). Cap screw sizes from ¼ to 1 inch. Put up in strong wooden box. Weight boxed, 6 lbs.



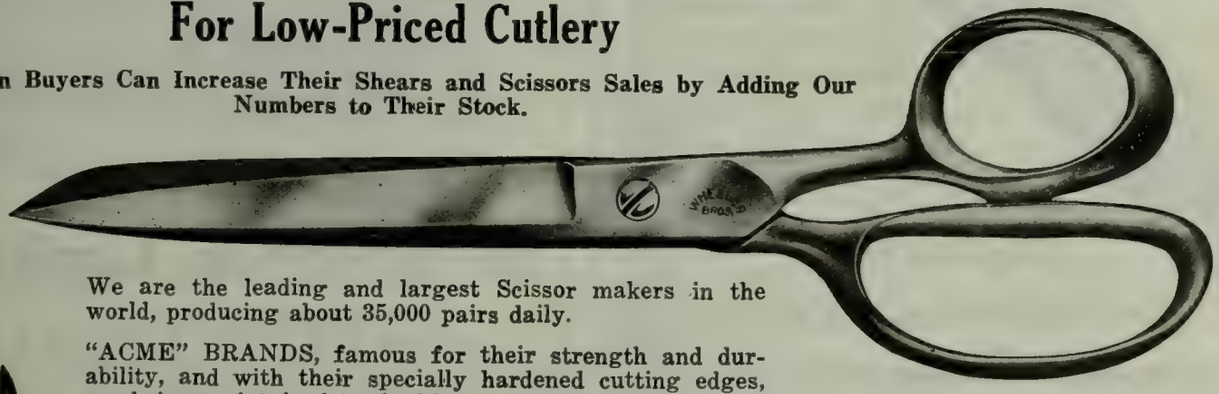
OFF-SET RATCHET SCREW DRIVER

Consists of—1 Six-inch Drop Forged Handle, polished and case-hardened; 2 Size accurately milled Screw Driver Bits made from the highest grade screw driver steel and oil tempered. Bits are interchangeable and can be removed and replaced in one second. This article is fully warranted. Weight, in paper box, five ounces.

"ACME" SHEARS AND SCISSORS ARE STANDARD

For Low-Priced Cutlery

Canadian Buyers Can Increase Their Shears and Scissors Sales by Adding Our Numbers to Their Stock.



We are the leading and largest Scissor makers in the world, producing about 35,000 pairs daily.

"ACME" BRANDS, famous for their strength and durability, and with their specially hardened cutting edges, are being maintained to the high standards of quality and finish we have established.



Realizing the importance of prompt service to orders, we are now in a position, on account of improved manufacturing facilities, to give all Canadian orders special service.

Our Canadian representative at Toronto will be pleased to show our samples to you, or have his traveller call on you.

We would esteem it a favor to demonstrate through a trial order the excellent goods we furnish and their fast selling ability.

Have you seen our new No. 5 Catalogue? Let us mail one to you.

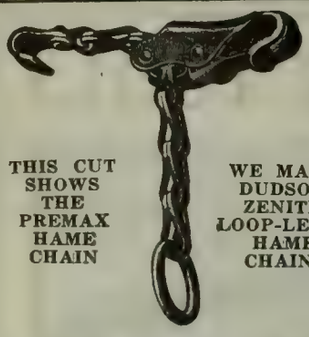


THE ACME SHEAR COMPANY

BRIDGEPORT, CONN., U.S.A.

Incorporated 1882
Cap. Stock, $500,000

Canadian Agent: Mr. A. J. McCrae
23 Scott St., Toronto



THIS CUT SHOWS THE PREMAX HAME CHAIN

WE MAKE DUDSON ZENITH LOOP-LEVER HAME CHAINS

QUALITY HARNESS GOODS



IDEAL CURRY COMB

Four of our many representative lines of Harness Goods, our own make, are shown here. Saddlers and Hardware Dealers supplied with exceptionally fine and saleable lines. Materials, design and workmanship of the best. QUALITY, SERVICE, SATISFACTION. Prompt shipment. Profitable lines to handle. They make and hold trade. Prices right. Ask for catalog No. 20F-14.

NIAGARA FALLS METAL STAMPING WORKS

NIAGARA FALLS, N.Y.

Makers of Hardware Specialties

Premax Jockey, Stallion, Spreader and Coil Chains, Sports Goods, Key Chains, Traps, Sheet Metal Letters and Figures, Seven Sizes, Seven Finishes. Builders' Supplies, Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.



NIAGARA STEEL DOUBLE SWIVELS



NIAGARA WROUGHT STEEL HARNESS SNAP

MAPLE LEAF SAWS

Unbreakable Handles

Something New

Ask your dealer for our No. 1914

Blade extends through Handle—a protection against breakage.

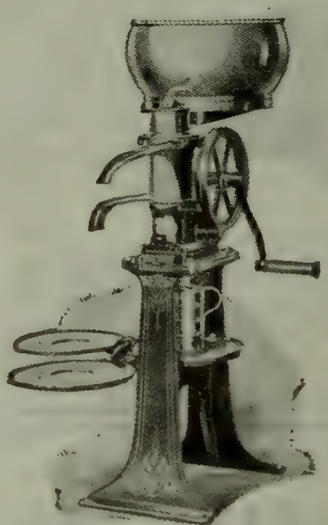


Maple Leaf Saws--are all High Quality products made to render a distinct service to the purchaser.

Satisfied customers assured to the Dealer selling them.

Shurly-Dietrich Co., Ltd.

GALT : : : CANADA



In a Class by Itself

On account of the ability of the bowl

TO BALANCE ITSELF

THE ANKER-HOLTH PAYS BOTH DEALER---USER

Write

Silverwoods, Limited

London, Ont.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

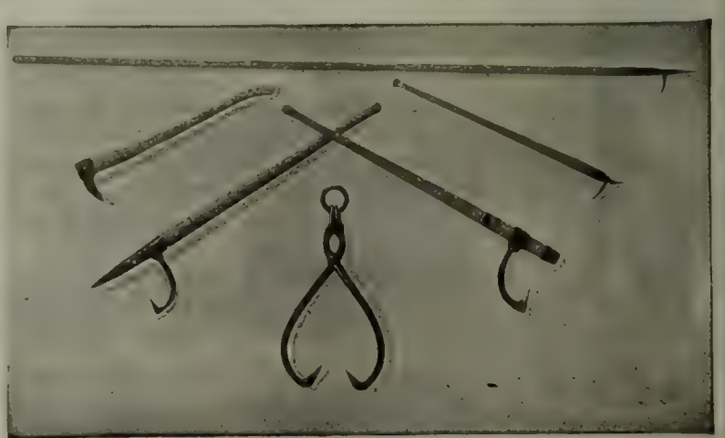
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**



"BRIDGEPORT" The Quality Mark on Handy Labor-Saving Tools



No. 42 Assortment
Little Wonder Screw Drivers.



The Matchless Opener



No. 242
Pribar Screw Driver

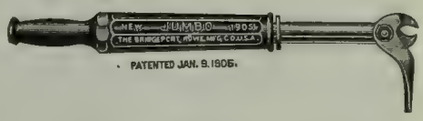
If you would sell only the best in hand tools you can do so under the "Bridgeport" name.

All "Bridgeport" tools are carefully and well made and possess up-to-date features which render them extraordinarily useful.

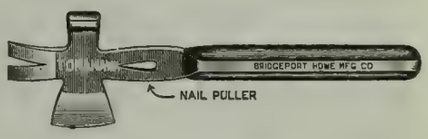
You should be selling the "Bridgeport" line. A line that is made for quick sales and better profits. Your jobber can supply you, or you may write us direct for catalogue and prices.



No. 102
Hercules Knife Handle
Screw Driver



New Jumbo Nail Puller

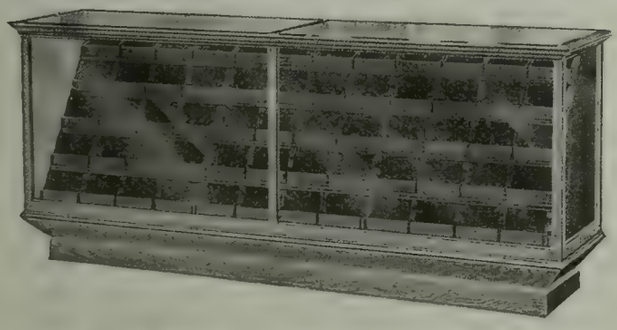


Tomahawk Nail Puller



The Matchless Tire Tool

THE BRIDGEPORT HARDWARE MFG. CORP.
BRIDGEPORT, CONN.



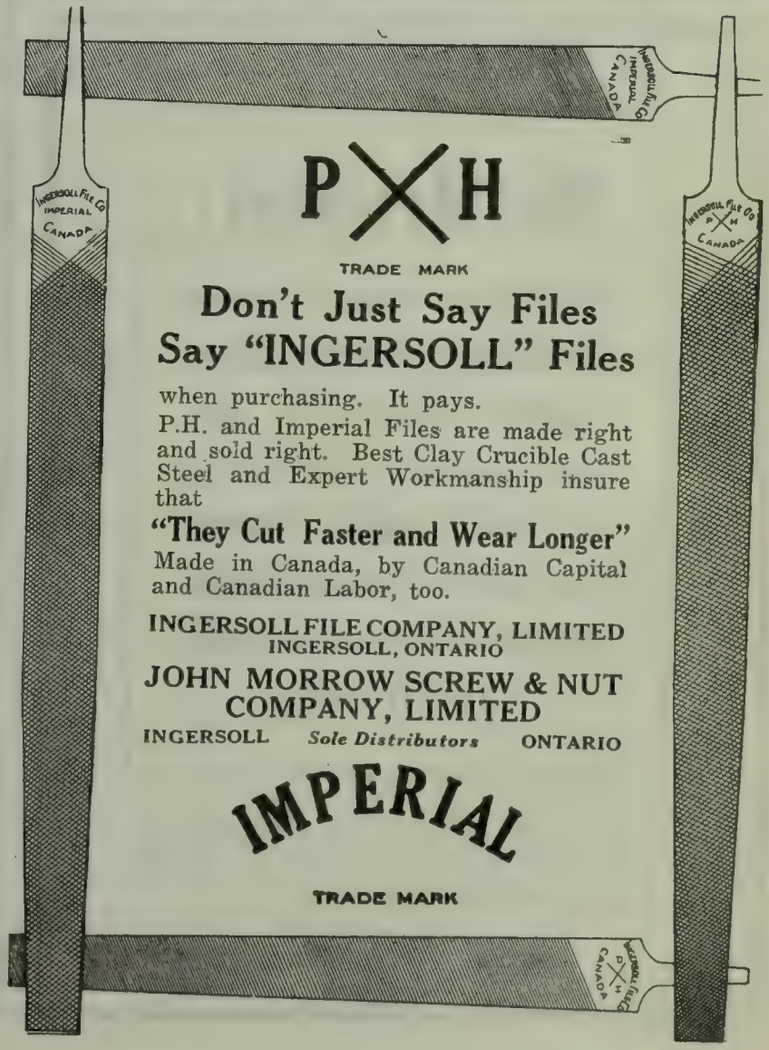
Display Your Auto Accessories

Our "Duluth" Auto Accessory Case No. 1513 here illustrated is an ideal display case for Auto Accessories. With this case on your floor increased sales will be the logical result. Attractive in finish and design and equipped with ample drawers to hold goods that are on display.

Write to-day for complete specification, prices and information.

Ask about "Duluth" Sectional Hardware Store Fixtures.

Duluth Show Case Company
DULUTH, MINNESOTA



Don't Just Say Files Say "INGERSOLL" Files

when purchasing. It pays.

P.H. and Imperial Files are made right and sold right. Best Clay Crucible Cast Steel and Expert Workmanship insure that

"They Cut Faster and Wear Longer"

Made in Canada, by Canadian Capital and Canadian Labor, too.

INGERSOLL FILE COMPANY, LIMITED
INGERSOLL, ONTARIO

JOHN MORROW SCREW & NUT COMPANY, LIMITED
INGERSOLL *Sole Distributors* ONTARIO

IMPERIAL
TRADE MARK

RECOMMEND THE

No. 1 BANNER

Trade Mark Reg.

ASH SIFTER



ASK YOUR WHOLESALE HOUSE

Mr. Merchant:

When you are finished with this paper pass it on to your clerks. It will help them to help you, which means increased business.

Result of 31 Years of Service

We have been building up our publications for thirty-one years on the basis of the very best service we could devise for subscribers and advertisers, and to-day we offer to you, at a very reasonable rate, the use of the connection we have established.

The proof of the high standing of the MacLean Trade Newspapers is:

(1) Large percentage of trade in each field who subscribe and renew year after year.
(2) Practically all subscriptions are paid in advance.
(3) No premium or special inducements are offered to secure new subscribers.
(4) Subscription price. Weekly papers, $3 per year; monthly papers, $2 per year. This ensures papers will be read.
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[Publishers of 15 Papers]

Offices at Toronto, Winnipeg, Montreal, Boston, Chicago, New York, London, Eng.

Nothing Mysterious About Writing Ads

If it were possible to get together in one audience every worthwhile hardware buyer, wholesale and retail, in Canada and you were given an opportunity of addressing this powerful buying organization on your goods or service, what would you say? You cannot get the hardware buyers together in one body, but you reach them with your message just the same. The Annual Fall Directory and Sales Number of HARDWARE AND METAL will receive a welcome from practically every big buyer of hardware in Canada. This feature number has been an annual visitor for 31 years. Write your message—send the information along to us and our "Ad Service" department will set it up without additional cost to you. The Fall Number will be the first "Peace Time" number. The trade is awaiting it. Stocks are low and Fall business will be good. It reaches wholesale buyers as well as retailers. There is no mystery about ad-writing. Simply tell the hardware buyer, through your ad what you would tell him if you met him face to face. This is a real opportunity. Send reservation without delay and we will give you prompt attention and service.

Date of issue Aug. 23. Last advertising form closes Aug. 15. The Fall Number is going to be the largest and best number produced in Canada. Will you be represented in it? If reservation has not been made wire immediately to

Also at Montreal and Winnipeg

HARDWARE & METAL

143-153 University Avenue - Toronto, Canada

One of the 15 MacLean Papers

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1B, 1A, 7, 1, 5,



OUR WHITE GRADES
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We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

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Prompt attention and quick delivery assured.



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Made instantly with cold water.
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Order some to-day—phone your Wholesaler.
Manufactured only by
STUART & FOSTER Ltd.
TORONTO, CANADA

PEERLESS Lawn Fencing
is the finish, the last word to beautify, protect and to enhance the value of your property. It safeguards your children, keeps out marauding dogs, animals and destructive chickens, protects the lawn, shrubs and flowers, and prevents trespassing. It is built of open hearth steel wire, galvanized, and when not otherwise ordered, we paint all fencing with a coat of high grade white or green paint. It looks well and lasts long. **Send for Catalog** of many designs, also Farm and Poultry Fencing. A complete line for all purposes.
THE BANWELL-HOXIE WIRE FENCE CO.
Hamilton, Ont.
Winnipeg, Man.



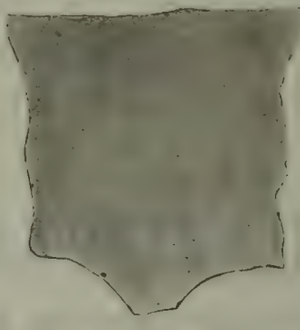
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KILLS RATS
Has been on the market for 25 years. Quickly and effectively eliminates rat pests. It dries them up. Destroys without odor.
"Common Sense" is sold on a money-back guarantee. Good profits in it for the dealer.
Jobbers, write us for terms.
Ask us about our **Roach** preparation.
COMMON SENSE MANUFACTURING CO.
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Manufacturers of Wire Cloth, Perforated Sheet Metals, Metal Lockers and Wire Work. Fireplace Screens.
Hamilton - - Canada

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TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY



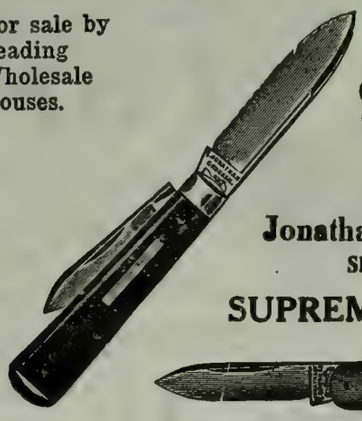
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We represent two of the largest factories in the world.

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SHEFFIELD AND WOLVERHAMPTON ENGLAND

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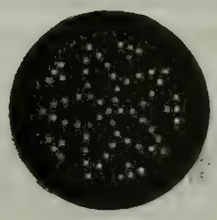
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Prices on Application. *Immediate Shipment.*

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Every C.V.C. chair seat is made of best material, well glued, nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sand-papered and finished with real church pew varnish.

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—the kind that gives all-round service because they're made right and of the best material.
Sold nearly everywhere by the better jobbing houses. Order your stock now.

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THE DEMAND FOR CAMP FURNITURE IN HOT WEATHER



gives the live, progressive merchant a splendid opportunity for extending his trade, and giving his customers the service they want. Stock now and be prepared for the demand. We can supply you with Camp Cots, Chairs, Stools and Tables—all folding flat.

Write for Catalogue No. 38 and price list. Your enquiries will be given prompt attention.

OTTERVILLE MFG. CO., LIMITED
OTTERVILLE - ONT.



It's Economy to Use King Cutter Razor Paste

Tell your customers how—at the cost of a few cents—they may save dollars. **King Cutter Razor Paste** used regularly increases the efficiency of any razor.

Write us for a display stand to put on your counter.

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275 Queen Street West
Toronto - Ontario

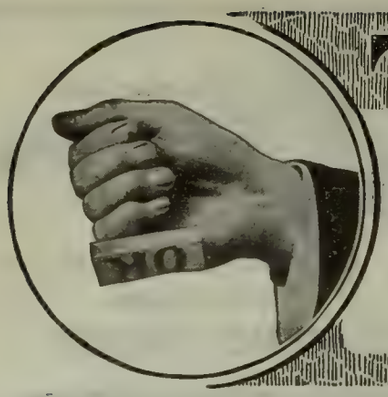
Trade with Gt. Britain

Extract from the "Times," London, May 2nd, of cable sent to Ottawa by Canadian Mission:

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An influential British firm is prepared to represent up-to-date manufacturers of Kitchen Utensils and Household Woodenware, etc., on commission basis or would purchase for own account. Space is available at the **British Trade Exhibition.** Enterprising manufacturers should not delay in communicating with Sidney S. Freeman, c/o Messrs. Snows, Ltd., 17 Battery Place, New York City.



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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

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Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD
HAMILTON, ONT.

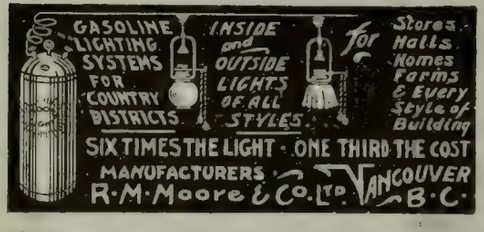
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364-370 Richmond St. W., Toronto, Can.

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Registered

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"THE QUALITY BELT"
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— IN GOLD OR COLORS —
SUITABLE FOR ANY SMOOTH SURFACE
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Brushes, gum, paste, glue, paint and varnish. From 2 cents to 12 cent lines.

Razor hones, "Comfort," etc. (12 cents and 24 cent goods), non-competitive.

Small hardware (various) and chemical smallwares.

Every article as cheap and as good as anything German.

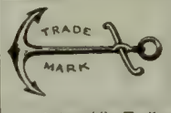
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Diamond Saw & Stamping Works
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All sizes of Clear Mica in stock for immediate shipment
Price List on Application
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We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

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We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans
The Peterborough Canoe Co., Limited
Peterborough, Canada

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A Germantown of quality that gets big business
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Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List.

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K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

TENTS, AWNINGS

FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

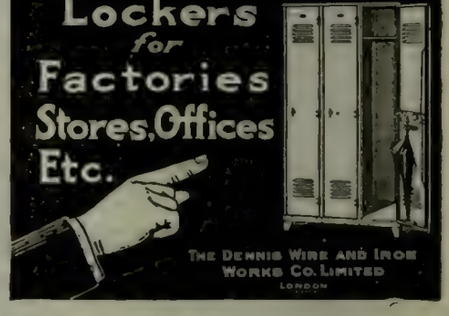
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OTTAWA, CANADA

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Made in Canada

Lockers for Factories Stores, Offices Etc.



THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON

ALLEN FLUX

NON-ACID—FOR SODERING

ALLEN FLUXES

For cornice and roofing and other galvanized steel work. Non-acid. Quicker to work with and makes a stronger sodered joint. Stick—Paste—Liquid—Salts.
Send for sample.

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Dingley Brothers Export Limited
Lindsay Bldg., Montreal

W. T. Evans, Can. Manager

Your Enquiries Promptly Answered

Wanted

HELP WANTED

HELP WANTED—HARDWARE CLERK WANTED at once; must be a live wire and know the business. State experience and salary expected in first letter. Nelson Hardware Co., Ltd., Windsor, Ont.

WANTED—EXPERIENCED HARDWARE MEN to run branch store in Saskatchewan. Also assistant; must be A1 men who know business thoroughly and can get the trade. Good position and proposition of salary and commission to the right man. Applicant can also invest money in concern. Apply Box No. 331, c/o Hardware and Metal.

HEAD HARDWARE CLERK WANTED—MUST be experienced in shelf and heavy hardware. Single man preferred. Apply stating age, experience and where last employed. Purvis Bros., Ltd., Sudbury, Ont.

WANTED—EXPERIENCED HARDWARE MAN. State age, ability and salary. The Tourtellot Hardware Co., Limited, Port Arthur, Ont.

WANTED—HARDWARE CLERK WITH 2 OR 3 years' experience. Must be bright and good stock keeper. Give reference, state age and salary expected. Apply Box 401, care of Hardware and Metal.

POSITIONS WANTED

WANTED — POSITION AS HARDWARE clerk. Five years' experience. Good reference. State salary. Box 402, Hardware and Metal.

WANTED—GOOD PAYING HARDWARE BUSINESS in a live town or village, Western Ontario preferred. All correspondence strictly confidential. Send full particulars to Box 405, Hardware and Metal.

WANTED—AT ONCE, POSITION AS HARDware travelling salesman; six years' selling experience; reference from former employer. D. E. Grass, 94 Bridge St. East, Belleville, Ont.

WANTED

WANTED — IN WESTERN ONTARIO (PREferred) good, live hardware business. Will pay cash for good business. Please give complete details. Box 397, Hardware and Metal.

WANTED TO BUY

COMPLETE SET OF DRAWERS FOR SHELF hardware and wall paint and gun cases, not to exceed 50 feet over all. Must be in good condition. State price and give description. Also require cash register. J. A. McCague, Alliston, Ont.

Have a client who wants a live hardware business. Well located. Stock about $5,000 or over. Who is prepared to pay cash if suited. Particulars confidential. J. P. Lawrason, 25 Toronto St., Toronto, Ont.

Opportunities are offered every week on this page.

Are You making use of them?

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GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

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DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

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WANTED

WANTED — A NO. 7 EIGHT FOOT IRON brake and moulds or heavier. E. J. Millage, Lakefield, Ont.

AGENCIES WANTED

WANTED—AGENCY FOR HARDWARE AND plumbers' specialties for Montreal city and the Province of Quebec. Reply to Box 383, Hardware and Metal, 128 Bleury St., Montreal.

FOR SALE

ESTABLISHED HARDWARE BUSINESS IN a fast growing and manufacturing district in Toronto; stock and fixtures about twelve to thirteen thousand; well located; only cash buyers considered. Box 385, Hardware and Metal.

COMPLETE SET OF TINSHOP TOOLS FOR sale, also some paint and harvest tool racks and counter show cases. Dent Bros., Bothwell, Ont.

FOR SALE—A SET OF TINSMITH'S TOOLS, made by Peck, Stow & Wilcox; in good order and at a bargain. J. A. Fink, Box 21, Mattawa, Ont.

FOR SALE — FIRST-CLASS HARDWARE store and tinsmith business. Allan & McKenzie, Galt, Ont.

TIN SHOP TOOLS AND STOCK FOR SALE; doing a good business; lots of work ahead; three men going steady; a money maker for the right man. Fraser Bros., Bradford, Ont.

FOR SALE — A WELL ESTABLISHED TIN and plumbing business for sale at Shubenacadie, N.S. Our hardware business is so large we wish to sell our tin and plumbing business. 24 years we have conducted this branch and it is now so large we cannot handle both. Our milk can sales alone is between three and four thousand each year. $2,500 will take over this ready made business. A snap for two young men. Watson Smith, Shubenacadie, N.S.

FOR SALE

Hardware business. In Alberta. Turnover $15,000. Can be doubled with capital. Splendid chance. Good reasons for selling. Apply Box 379, Hardware and Metal.

SPARK PLUGS

We have on hand a large quantity of standard spark plugs, which we will quote you a close figure on, all new. Wire or write for quotation.

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402 Power Building, Montreal.

F. E. LINDSTROM
SWEDEN
PLYERS
Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS
We will be pleased to give you our estimate on your next order.
CARON BROTHERS
Caron Bldg., 233-239 Bleury St., Montreal

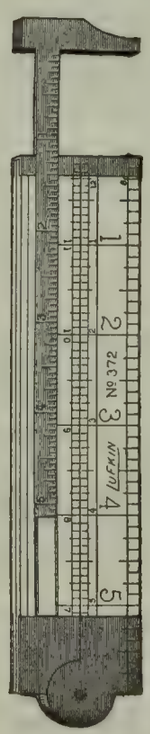
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SWEDEN
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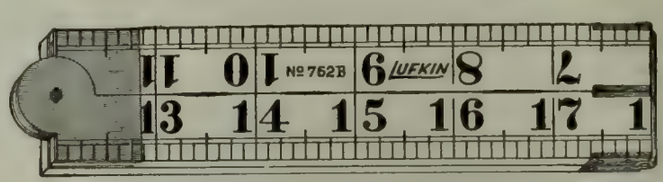
LUFKIN

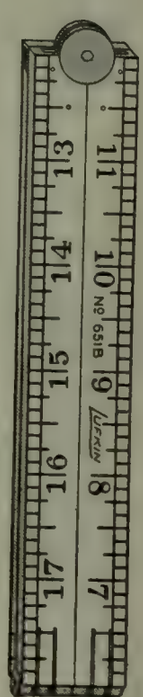
RELIABLE BOXWOOD RULES



Will meet your customers' every requirement well.

Made from Genuine Boxwood, thoroughly seasoned, sections securely assembled. Graduated by methods that insure Accuracy; Well Finished and Closely Inspected.





A STRICTLY HIGH-GRADE LINE, EMBRACING SEVERAL EXCLUSIVE NEW PATTERNS THAT HAVE MADE FRIENDS EVERYWHERE, SUCH AS COMMON RULE NO. 651B.

ASK FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



L. Cheeseman & Son, Burin North, Newfoundland, 100 miles from railroad.

The Edmonton store of The Hudson's Bay Co. One of fourteen stores operated in Canada by this company.

National Cash Registers are used in the largest and the smallest stores in Canada

THE way Canadian retail merchants have turned to labor-saving machinery during the past two years is very significant.

The movement began when the war's great dragnet started taking the young men and women "over there."

Retail merchants, forced to adopt labor-saving machinery, were quick to see the advantages of National Cash Register speed, accuracy, protection, and economy.

Month by month, and town by town, National Cash Registers have earned their way into the daily business life of Canada.

Every city and hamlet is using them —and calling for more.

A store system that helps these stores will also help yours

The National Cash Register Company of Canada, Limited
Factory: Toronto, Ontario

Branch Offices:

CALGARY.....74 Second Street, W.
EDMONTON.....5 McLeod Bldg.
HALIFAX.....63 Granville Street
HAMILTON.....14 Main Street, E.
LONDON.....350 Dundas Street
MONTREAL.....122 St. Catherine Street, W.
OTTAWA.....306 Bank Street
QUEBEC.....133 St. Paul Street
REGINA.....1820 Cornwall Street
SASKATOON.....265 Third Avenue, S.
ST. JOHN.....50 St. Germain Street
TORONTO.....40 Adelaide Street
VANCOUVER.....524 Pender Street, W.
WINNIPEG.....213 McDermot Avenue



Greening's

Cow Ties

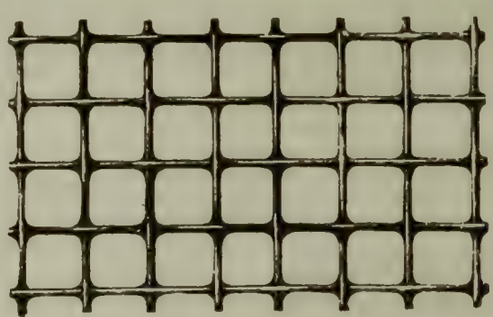


are the Lightest, Strongest and Best Chains on the market.

Made in six sizes and six styles. Also Halter, Dog, Kennel, Tie Out and Trace Chains.

Wire Cloth

Sand Screen Cloth
Fanning Mill
Cloth



Regalvanized
Wire Cloth,
etc.

Every Description of Wire Cloth and Wire Work

Wire Rope
Wire Rope Fittings

Manufactured by

The B. Greening Wire Company, Limited

Hamilton, Ont. :: **Montreal, Que.**

HARDWARE AND METAL

Vol. XXXI
No. 32

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

AUGUST 9
1919

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.
MONTREAL
Established 1888



HARDWARE AND METAL, August 9th, 1919. Volume XXXI., No. 32. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

Every sort of a tool, from those used by skilled workmen to those filling the requirements of the home man.















There's a renewed interest in building these days—houses are needed and they are being built; mechanics who have been serving their country are getting back into harness again; householders are beginning to see the defects in their homes—in short, it's time now to look to your tool stock for the demand is growing stronger every day.

We carry the finest line of tools procurable at the various prices. Among others are the Stanley Carpenter Tools, Shurley & Dietrich, Simonds and T. F. Shirley Hand and Cross-Cut Saws, etc; Millers Falls, Goodell-Pratt and North Bros.' Tools; Lufkin Tapes and Rules, etc.

Don't overlook your stock of Portable Tool Cabinets. With tools expensive the average mechanic is becoming more careful to see that his kit is kept in good shape away from "light fingers."

Order snow shovels, cow ties, etc.—winter is coming.

The "Rice Lewis" man will be pleased to quote on above lines. If he's not there, write direct to us.

RICE LEWIS & SON
LIMITED

VICTORIA ST. TORONTO



UNIVERSAL

Pocket Knives

for

Every Man

The Trade Mark known

UNIVERSAL

in Every Home



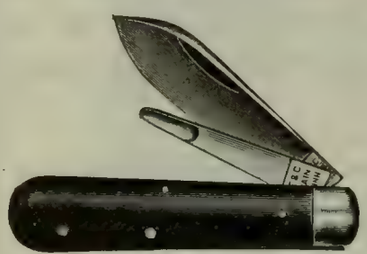
No. 31237, 3¾ in. Ebony Handle. Large Spear, Glazed. Iron Bolsters. Iron Lined.



No. 03618, 3¾ in. Perfected Stag Handles. Large Clip, Sheep Foot and Spey. Half Polished. Brass Lined. German Silver Bolsters and Shield.



No. 02618, 3¾ in. Perfected Stag Handles. Large Clip and Pen. Half Polished. Brass Lined. German Silver Bolsters and Shield.

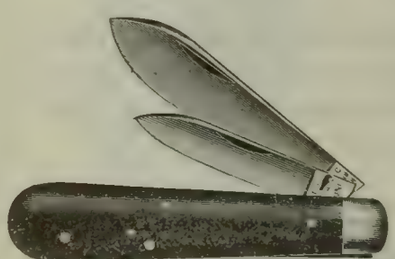


No. 30216, 3⅜ in. Ebony Handles large Spear and Belt Punch. Glazed. Iron Bolster. Iron Lined.

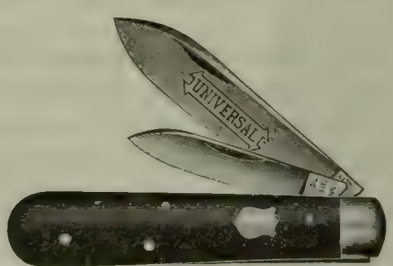
All dealers know the superiority of UNIVERSAL Cutlery. How the blades are forged from the highest grade steel. How perfectly each blade is tempered and sharpened. How rigidly each piece is inspected before it leaves the factory and what confidence he has in every piece of UNIVERSAL Cutlery. Dealers are enthusiastic about this cutlery because of its dependability. They know that it will perform every service claimed for it—that every piece of UNIVERSAL Cutlery sold means a satisfied customer.



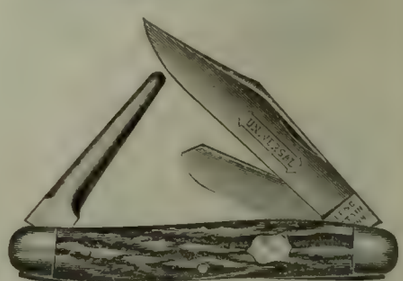
No. 02645, 3½ in. Perfected Stag Handles. Large Spear and Pen. Half Polished. Brass Lined. German Silver Bolsters and Shield.



No. 32237, 3¾ in, Ebony Handle. Large Spear and Pen. Glazed. Iron Bolsters. Iron Lined.



No. 32418, 4 in. Ebony Handle. Large Spear and Pen Blade. Iron Bolsters. Brass Lined. High Color.



No. 00480, 3⅞ in. Perfected Stag Handles. Large Clip, Large Spey and Punch. Half Polished. Brass Lined. German Silver Bolsters and Shield.

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.

CANADIAN REPRESENTATIVES:

A. MACFARLANE & COMPANY

MONTREAL, QUEBEC

DISSTON

SERVICE

IS ONE THING

THAT

COUNTS



TRADE MARK

REG. U. S. PAT. OFF.

Saws and Tools
That Last For
Generations

WE ARE HEADQUARTERS FOR DISSTON GOODS

LEWIS BROS., LIMITED
MONTREAL

Make DOUBLY SURE *of* Every Catch



WITH fur prices as high as they are to-day it *pays* to use DOUBLE GRIP VICTORS and make *doubly sure* of every catch. It pays to know that every 'rat is caught *twice*—with no chance of escape.

The double jaws catch high on the animal's leg without bone breakage. No twisting out—no pulling out. No lost fur charged against traps that aren't right.



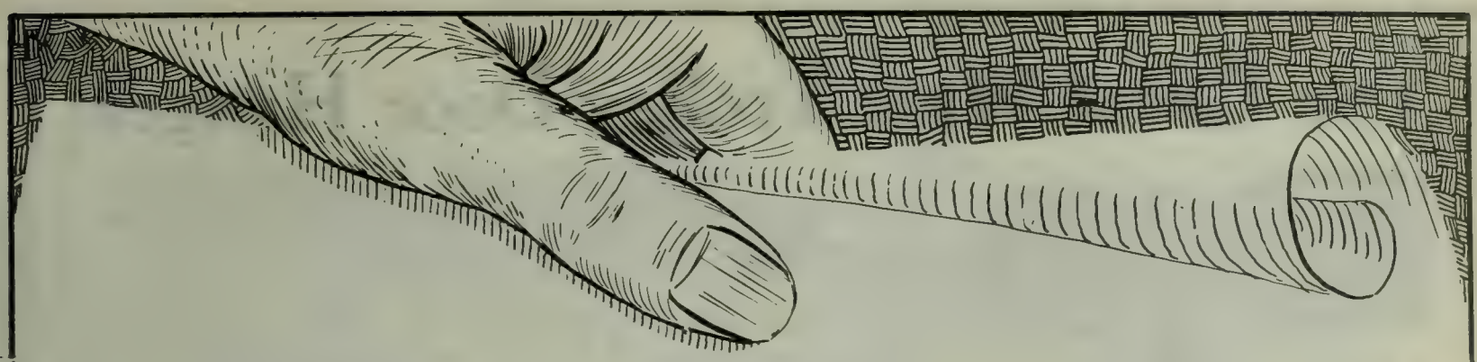
The Double Grip Victor is made in two sizes:

No. 91
Spread of Jaws, 4¾"

No. 91½
Spread of Jaws, 5⅝"

ONEDA COMMUNITY, LTD.
NIAGARA FALLS, CANADA

Oldest and Largest Manufacturers of Game Traps in the World





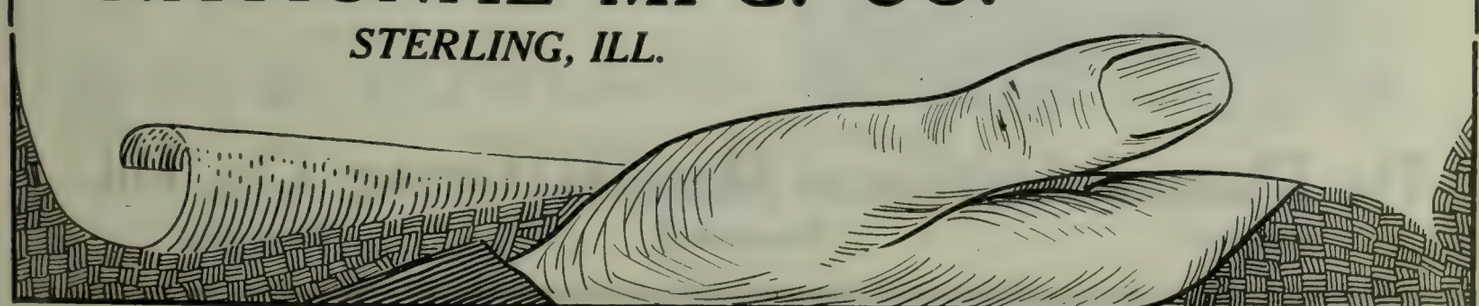
National Garage Door Set

To your customers demanding something distinctive, attractive in appearance and unquestionably better in every respect recommend our No. 805 Garage Door Set. The price is within the reach of all and every sale means another satisfied customer.

Set No. 805 includes: No. 29 Latch; 1 only Swivel Hanger; 6-foot Braced Rail; 4½ pair 4 x 4 inch Jap. No. 505 T.P. Butts; 1 only No. 820 Chain Bolt; 1 only No. 830 Foot Bolt; 1 only No. 5 Pull; 1 only 4½-inch No. 30 Safety Hasp. All necessary bolts and screws. Comes packed in the *"unusual national way."* Japan finished. Write for prices, etc.

NATIONAL MFG. CO.

STERLING, ILL.



The Great West Trolley Door Hanger



A hanger built for service and especially recommended for use on heavy doors.

The axles pass through seamless tubes and turn on steel roller bearings, making it anti-friction and very easy running.

A leading feature of the "Great West" is the vertical and lateral adjustments, allowing the door to be raised or lowered, or the space between the door and building increased or decreased as desired.

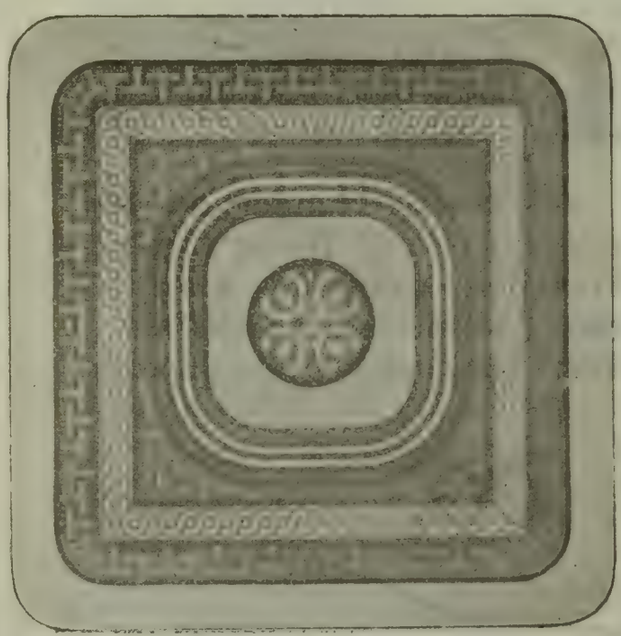
The track is made of heavy steel and double grooved attached to the building with heavy corrugated brackets.

We will gladly look after your door-hanger prospects. Write us.

Canada Steel Goods Company, Limited

HAMILTON, ONTARIO

Stove Board
"Elegant" Pattern

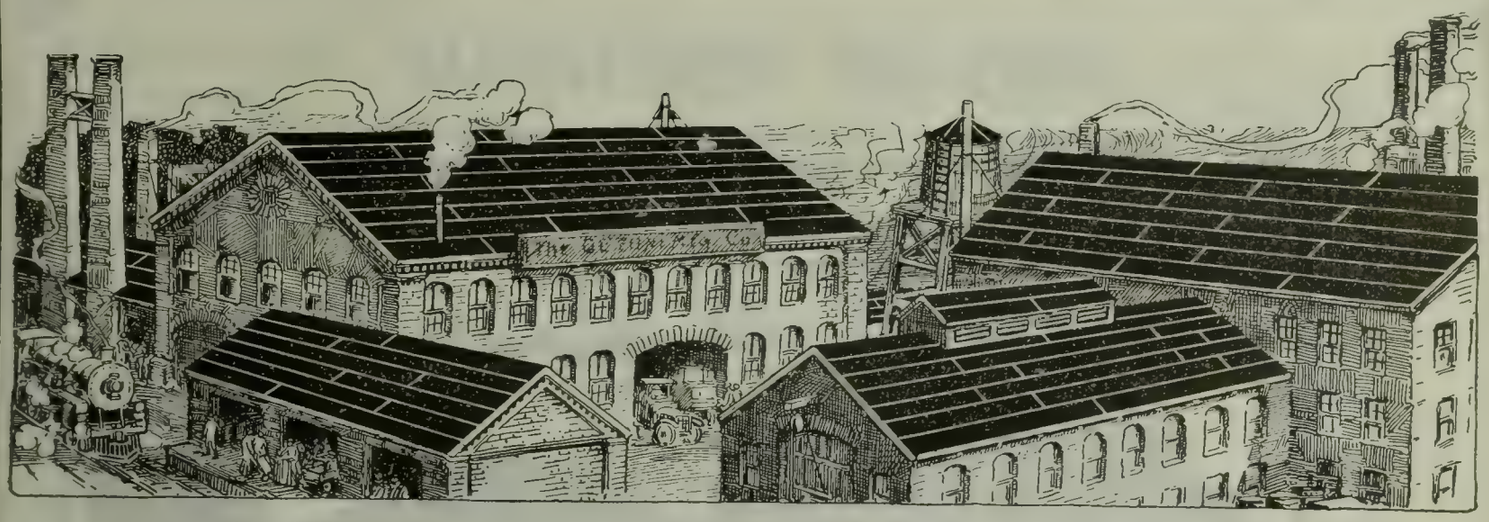


Quick Selling Stove Supplies

We have an entirely new design Stove Board this year, travellers have samples, see ours before buying, it will be worth your while to do so. Our lithographed Stove Boards are well known for their beauty of design and excellent quality and finish. Can fill orders promptly.

The Thomas Davidson Manufacturing Co., Ltd.

Toronto **Montreal** **Winnipeg**



SAMSON ROOFING

FOR ALL BUILDINGS

Is truly a perfect roofing. You will find it not only most profitable, but actually a pleasure to handle, for the quality of materials and expert workmanship go to make a roofing which you can depend upon to give the very best of satisfaction.

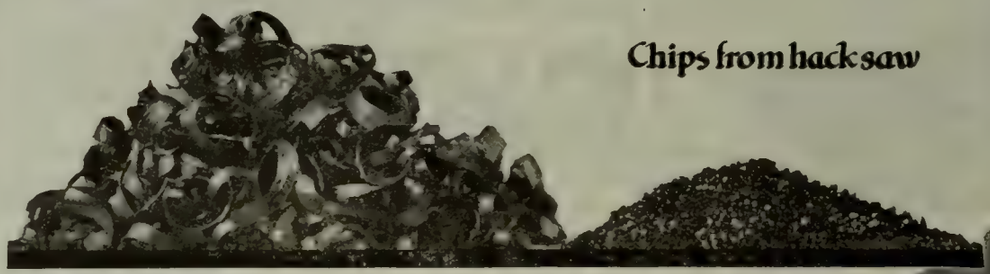
FULLY GUARANTEED

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

Chips from cold cutting saw



Chips from hack saw

Starrett Hack Saws make less waste

Economy of material is almost as important as economy of time—or power.

The Starrett idea is to always use the particular blade that does the work in hand most economically—to save material, time and power.

That's why the Starrett Hack Saw Chart recommends blades of different thicknesses as well as different numbers of teeth to the inch for certain classes of work. And it's the reason why you find Starrett Hack Saw blades and charts in the tool rooms of so many shops—it pays to use them.

CHART MA AND CATALOG NO. 21 MA
SENT FREE UPON REQUEST

THE L. S. STARRETT CO., ATHOL, MASS.

THE WORLD'S GREATEST TOOLMAKERS
Manufacturers of Hack Saws Unexcelled

42-955

BY-PRODUCT COKE
SULPHATE of AMMONIA

"HAMILTON" PIG IRON

Basic Malleable Foundry

STEEL & IRON BARS
OPEN HEARTH STEEL SHEETS

FORGINGS

Car Axles
Shape and Drop Forgings
Carriage and Automobile Hardware

POLE LINE HARDWARE

(Black and Galvanized)

Pole Steps
Cross Arm Braces
Guy Clamps
Guy Rods

SCREWS

Steel, Brass and Bronze
Wood and Machine Screws

NAILS, SPIKES & RIVETS

Wire
Cut
Boat and Horse Shoe Nails
Railway
Pressed and Drift Spikes
Tacks
Shoe Nails
Steel and Copper Rivets
Burrs

Purchase the Products of Canadian Mills

TO uphold the Glory we have jointly earned—to honor our noble dead—to comfort the wounded, and extend to the men returned the hand of prosperous welcome, we must cast aside all forebodings and face the future with unbounded courage and confidence and, without a shadow of doubt, declare to the World that this Nation, which was so quickly and successfully transformed to a War basis, can be depended upon to revert to Peace conditions with equal success. The buyer and seller must recognize their duty to the Nation and co-operate fully to the end that all products that can be produced in Canada by Canadian workmen shall not be purchased elsewhere.

OUR Duty is plain; Canada with Canadian labor and capital can produce, manufacture and distribute products sufficient to keep the wheels of industry turning to the limit. The song of Prosperity and Happiness should ring out all over the land. Let us sincerely pledge to the extent of our needs, to purchase materials produced in Canada by Canadian Workmen, and the result of our efforts will return to us the Blessings of a Prosperous and Happy Nation.

THE
STEEL COMPANY OF CANADA
LIMITED

HAMILTON MONTREAL

RAILROAD TRACK MATERIAL

Angle Bars
Track Bolts
Tie Plates
Tie Rods
Spikes

WROUGHT PIPE

Black Pipe
Galvanized Pipe
Nipples
Couplings

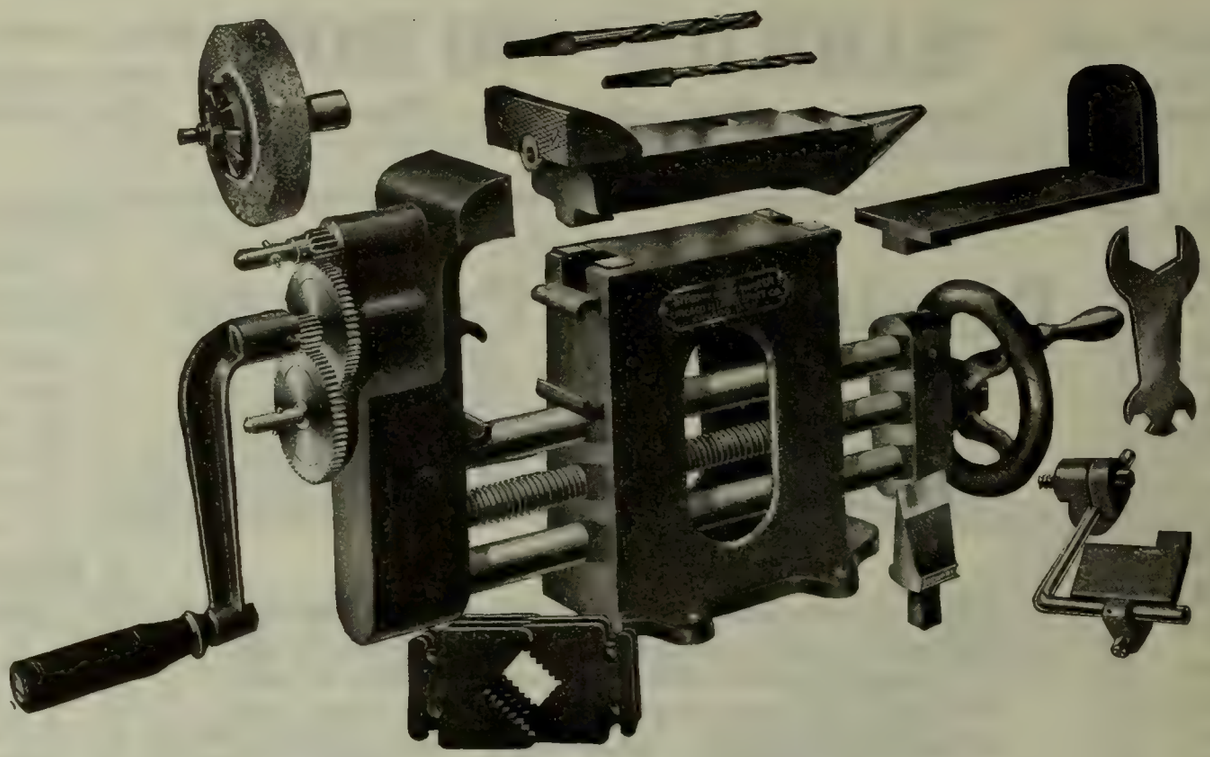
LEAD PRODUCTS

Lead Pipe
White Lead
Shot
Putty

WIRE

Steel & Brass
Copper & Bronze
Heavy and Fine
Bright Annealed
Coppered
Galvanized and Tinned
Stranded
Steel and Copper Cable
Clothes Line
Staples
Barb Wire
Woven Wire
Fencing
Fence Gates

Bars Wire Wire Rods Angles
Blooms Sheets Channels
Billets Horse Shoes Plow Beams



The Stewart "Handy-Worker"

is meeting with a hearty welcome. It is the best general utility tool on the market which gives the user SIX TOOLS IN ONE.

Everyone who sees it starts thinking about the work he could do with it himself.

Its all-round usefulness appeals strongly to farmers, mechanics, auto-owners, garage men, and the man who likes to "fix things" in his little repair shop at home.

The "Handy Worker" is a fast seller without a competitor.

The price is within reach of all.

Weight, 90 lbs. boxed. List price, complete with all tools and attachments as shown above. Retail price, $27.00.

Consists of:

1. Strong, powerful VISE, 4½" jaw, opening 4½".
2. A practical, two-speed **drill press.**
3. An all round grinding outfit which will grind anything from a penknife to an axe.
4. A powerful **pipe vise,** for cutting, threading, coupling and uncoupling any pipe up to 1½" diameter.
5. A **cutting hardie** for cutting all sorts of metal.
6. Last, but not least, a staunch and sturdy **anvil,** useful in a thousand ways.

Substantial discount to dealers. We furnish newspaper cuts and literature to aid in pushing sales.

Sold direct or through jobbers.

Chicago Flexible Shaft Company

12th and Central Ave. **Chicago, Illinois, U.S.A.**

WILT

HIGH SPEED AND CARBON
TWIST DRILLS
REAMERS AND MILLING CUTTERS

Quality First

A High Standard of perfection is maintained throughout the various processes of manufacturing **WILT High Speed and Carbon Twist Drills, Reamers and Milling Cutters.**

QUALITY FIRST is the corner stone upon which all **WILT** products are built.

Wherever the name of **WILT** is known there the utmost in **Tool Efficiency** is realized. Good mechanics **Buy** the name, and progressive dealers **Know** of its great sales-creating value. Sell **WILT Products** for greater profits and more satisfied customers.

WILT TWIST DRILL COMPANY

OF CANADA, LTD. WALKERVILLE, ONT.

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England.



"Where there's a WILT — there's the Way"

American Felt Large Head Roofing Nails



"DOMSTEEL SPECIAL"

Are Made in Canada by

DOMINION IRON & STEEL CO., LIMITED

Style and Quality Perfect

When ordering from your Jobber insist on getting

LARGE HEAD ROOFING NAILS "MADE IN CANADA"

HEAD OFFICE AND WORKS:
SYDNEY, NOVA SCOTIA

GENERAL SALES OFFICE:
112 ST. JAMES STREET
MONTREAL, QUE.

WARD & PAYNE'S *Anvil* W P *Brand*

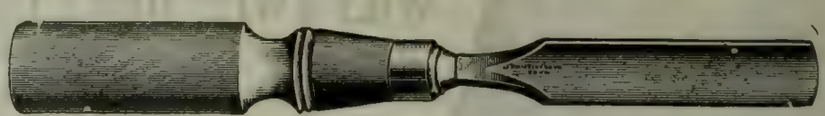


CHISELS & GOUGES

Have stood the test 100 years



Largest Makers of Light Edge Tools in the World.



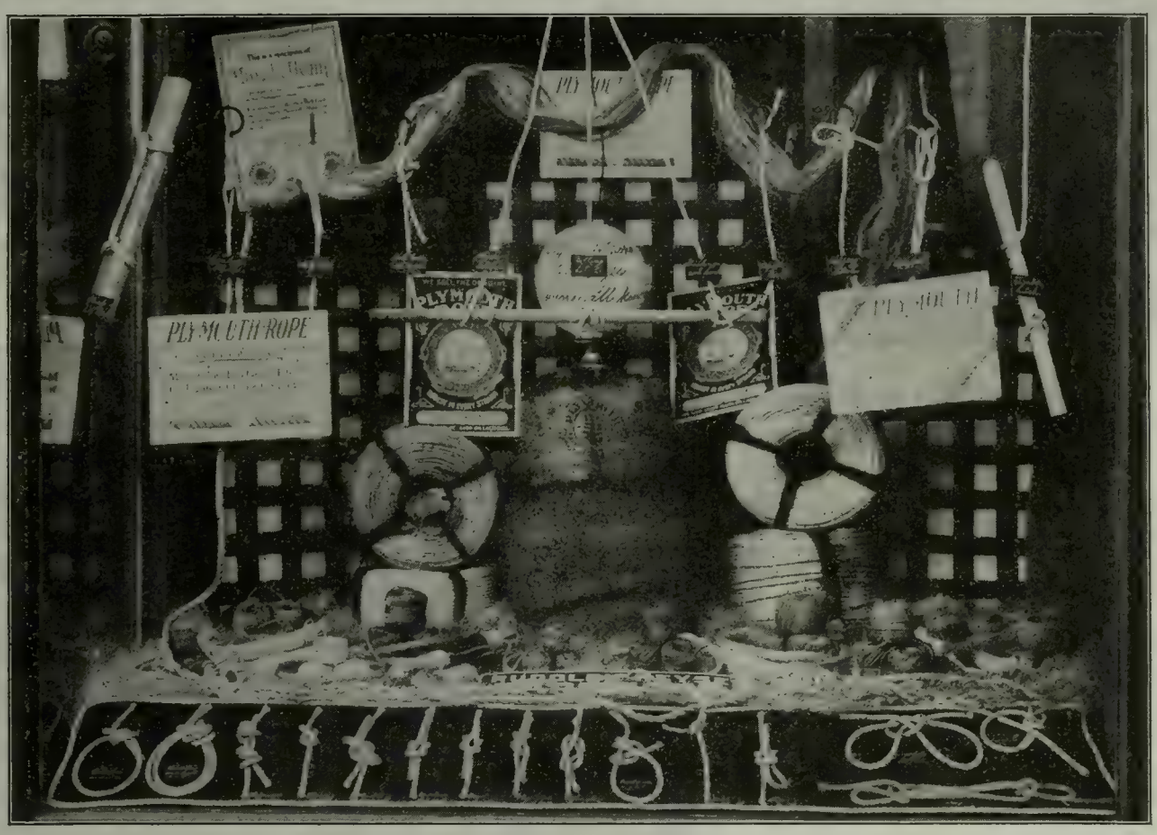
Ward & Payne's Celebrated Light Edge Tools are known the world over for the excellence of their serviceable qualities. No other tools possess the same keen cutting edges or the same reputation for efficiency.

War conditions affecting the manufacture of our tools are rapidly being replaced by a more steady production to meet all peace-time demands. You can thus be assured of your orders receiving our most careful and immediate attention.

If your jobber cannot supply you, write our nearest representative.

WARD & PAYNE, SHEFFIELD
CABLES: WARD, SHEFFIELD

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, 62 Temperance St., Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton Street, Vancouver, B.C.



LET *YOUR* WINDOW SELL

PLYMOUTH ROPE

This picture illustrates what may be easily accomplished in the way of Plymouth Rope window displays. Simple arrangement of the rope itself, together with the Dealer Helps which are free for the asking, will attract attention and stimulate your rope sales.

The following letter accompanied the picture which we reproduce:

"I thought that you would be interested in this because it is Plymouth Rope and the various knots, hitches, and ties were copied from the series of illustrations which you ran in Plymouth Products recently. These various knots were tied and fixed during spare time, but they have been very interesting and attracted considerable attention. Several gentlemen were looking at them and one said that they must have been tied by a sailor, but he didn't know that the work was done by a 'land lubber' who has only seen the ocean a few times during a short visit of two weeks to Boston and vicinity some twelve years ago.

"We are still selling Plymouth Rope because we find it more satisfactory than any other and also we are still selling it by the foot, because that is the only way for a retail merchant to sell it."

THE SHOW WINDOW IS *YOUR* "SILENT" SALESMAN—
YOU CAN MAKE IT *TALK*

Plymouth Cordage Company

NORTH PLYMOUTH, MASS. WELLAND, CANADA

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS



Two More of Mr. Keyser's Contracts Using

BISHOPRIC STUCCO BOARD

Above is the double house at 17019 Moy Ave., showing the upper story stucco over Bishopric Stucco Board.

To the right is the residence at 27 Victoria Avenue, in course of construction, and showing Bishopric Stucco Board and panel strips exposed.

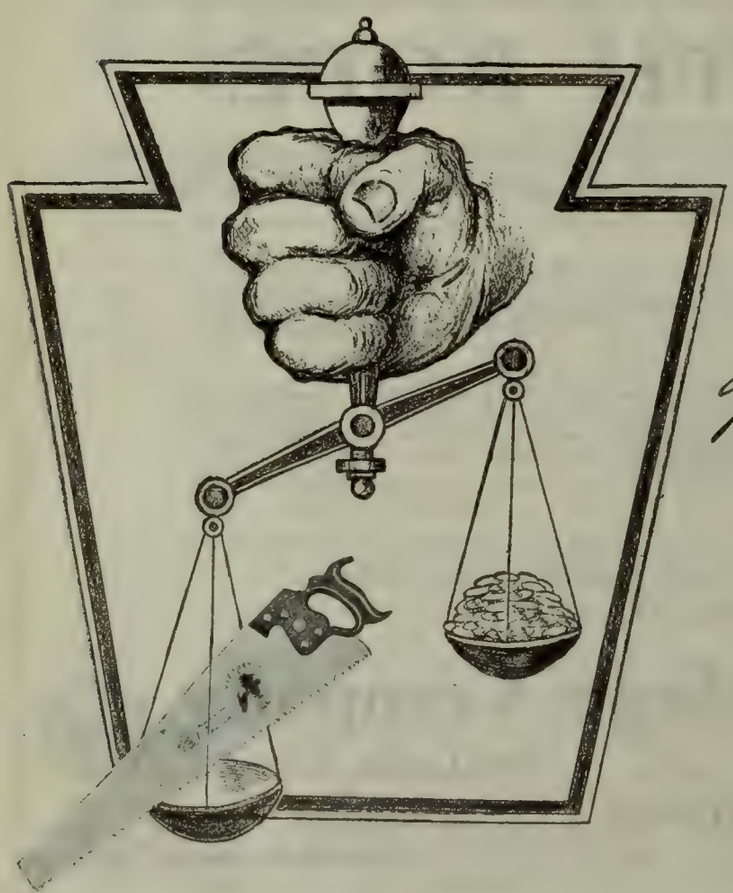
Both houses are in Windsor, Ont., built by Mr. S. Keyser, with Bishopric Stucco Board supplied by Cadwell Sand and Gravel Co., Ltd.

As a Hardware Merchant — dealing with contractors and builders—you are in an excellent position to build up a profitable business on BISHOPRIC PRODUCTS.

Write for samples and prices.

Bishopric Wall Board Co., Limited, Ottawa

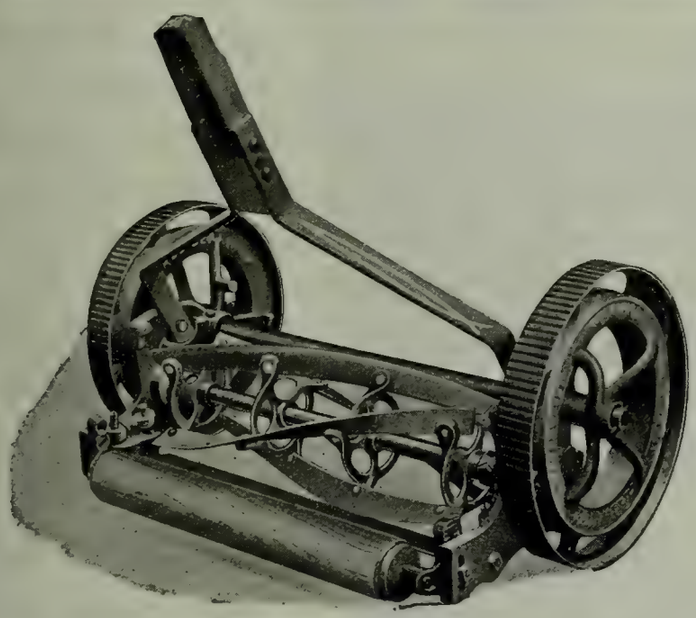




Worth many times its cost

HENRY DISSTON & SONS
INCORPORATED
Keystone Saws, Tool Steel and File Works
PHILADELPHIA, U.S.A.

CANADA
FOUNDRIES & FORGINGS
LIMITED



Most Popular and Highest Grade
Lawn Mowers
Made in Canada

What has made "Smart's" the most popular Lawn Mower on the Canadian market? Service and satisfaction.

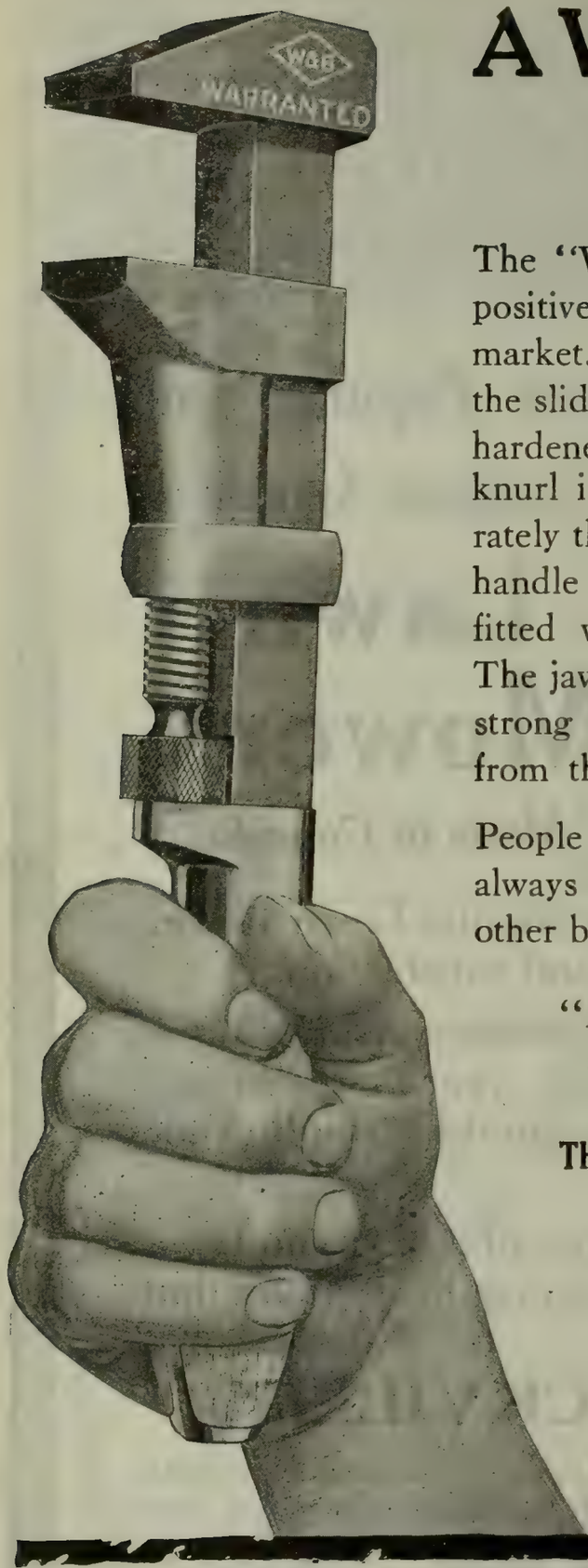
First, the machine itself—then the endorsement of satisfied users—people are buying each year more "Brockville" Lawn Mowers than any other make of high-grade machines.

Then remember that the sole purpose of a lawn mower is to cut grass. No other machine has ever been made that cuts grass like

"SMART'S BROCKVILLE"

These mowers have long since proven their unmatchable cutting efficiency on good lawns everywhere with the least effort and best results. Handle the lawn mower that requires the least *"push,"* both to *use* and to *sell.* Send for catalogue and prices.

JAMES SMART PLANT
Brockville, Canada



A Wonderful Wrench

A Typical "W & B" Product

The "W & B" Machinists Knife Handle Wrench is positively the strongest wrench of its class on the market. Head and bar are drop forged in one piece; the sliding jaw is of heavy, high-grade, malleable iron, hardened to withstand severe service. The screw and knurl is turned from solid steel, is deeply and accurately threaded and fits the lower jaw perfectly. The handle frame is of first quality malleable iron, frame fitted with hard maple wood sides, waterproofed. The jaws are fitted evenly front and back, insuring a strong grip, equalizing the strain on the lower jaw from the bar to the end of the jaw.

People who do big jobs have big ideas, and they always prefer to use the products that come from other big ideas. The "W & B" idea is—

"Make it better than anybody else can make it, put your name on it and stand by it."

The Whitman & Barnes Manufacturing Company

General Offices: AKRON, OHIO

Factories: Akron, O.; Chicago, Ill.; St. Catharines, Ont.

European Office: 139 Queen Victoria St., London ,E. C.

W&B

Trade Mark Reg. U. S. Pat Off.

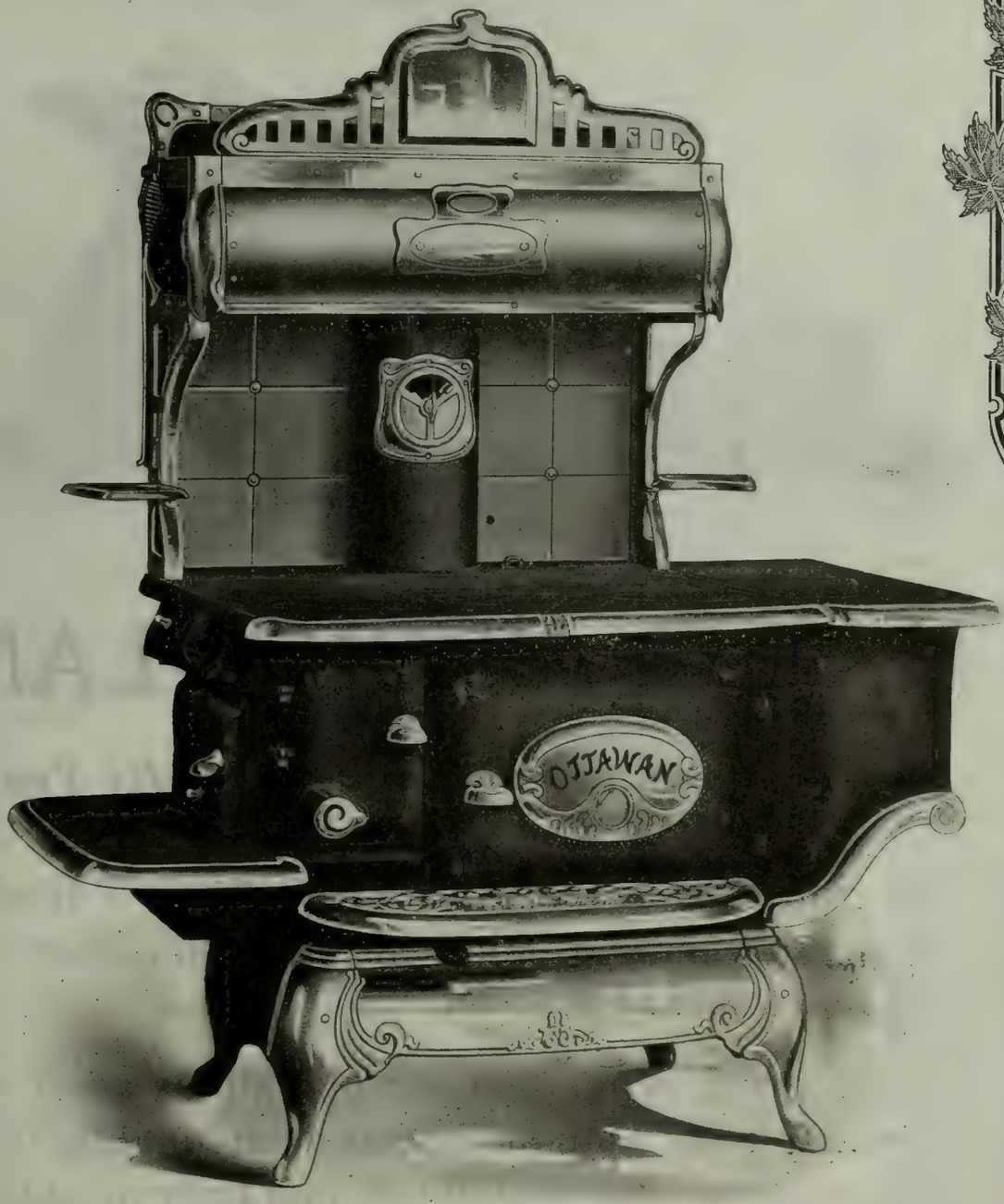
Established Whitman & Barnes 65 Years

TWIST DRILLS — REAMERS — WRENCHES — HAMMERS

MAPLE LEAF STOVES & RANGES

Increase Your Sales by Handling The Maple Leaf Line

Secure exclusive right to handle The MAPLE LEAF LINE in your district.



Write for catalogue and prices.

For those who desire the best in a cast Metal Range

THE MAPLE LEAF OTTAWAN

with reservoir, tile warming closet, nickel drop door and cresting. Warming closets more and less ornamental may be supplied.

DETAILS OF CONSTRUCTION

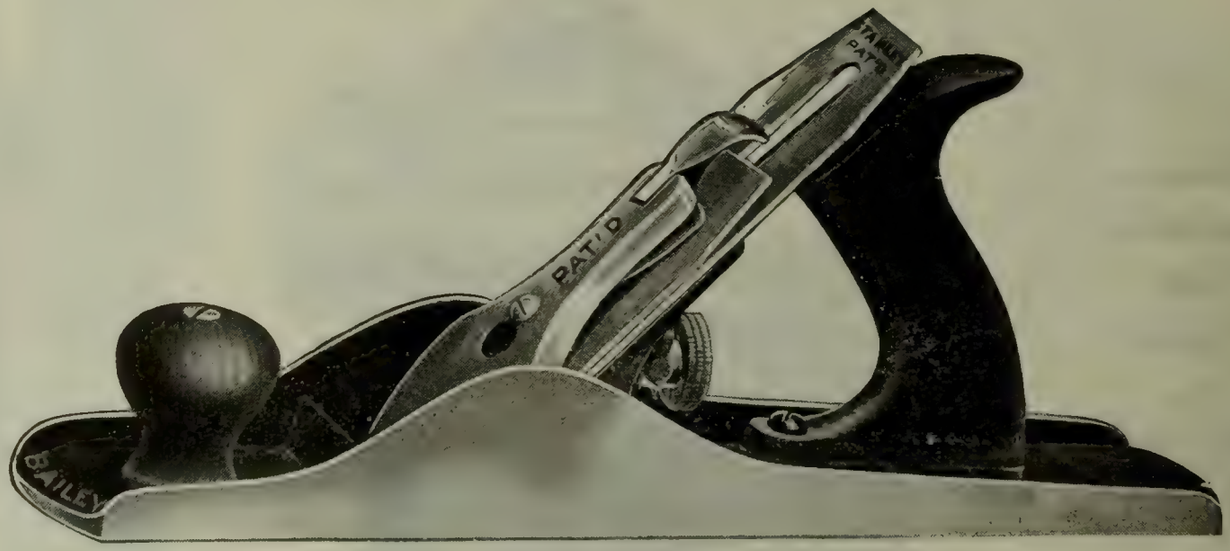
Built according to most modern ideas, smooth castings and nickel, removable for cleaning. Oven made in two sizes, 18" x 18" x 12½" and 20" x 20" x 12½" with thermometer. Flues specially constructed to give even heat for perfect baking. Firebox equipped with duplex grates which may be removed without disturbing linings, and proportioned according to size of range. Linings made in sections to insure durability. Special wood grates may also be supplied. Sectional top, covers and centres heavily ribbed to prevent cracking or warping. Sliding hearth with large ash pan.

Manufactured by

THE BEACH FOUNDRY COMPANY, LIMITED, Ottawa, Canada

Western Distributors : THE CANADIAN SUPPLY COMPANY, LIMITED, Saskatoon, Sask.

Stanley Tools



BAILEY IRON PLANES

The Standard For More Than Fifty Years

No matter what other makes of Planes a Hardware Dealer ordinarily carries, his stock should include a full line of **BAILEY PLANES.**

Their great reputation among all users of wood-working tools and the exceptional quality of the material and labor that enters into their manufacture, has created a demand that insures quick sales and customer-satisfaction.

Made in the Canadian Works of the

STANLEY RULE & LEVEL CO.
NEW BRITAIN. CONN. U.S.A.

Canadian Representatives--A. MacFarlane & Co., Ltd., Montreal, Canada.

Established 1865



This filling Station at Winnipeg is a splendid example of real efficiency and of course it's equipped with

Gilbert & Barker

Pumps for Gasoline and Motor Oils

Trade is handled with accuracy and dispatch—There is no lost motion—no delay and no waste—a square deal for both the motorist and the owner.

Get your share of this profitable business. Send for Bulletin 52.

Gilbert & Barker Mfg. Company

23 UNION STREET

SPRINGFIELD, MASS., U.S.A.

Canadian Distributors: IMPERIAL OIL LIMITED
Branches All Cities.

E. Roy, 65½ St. Andre St., Montreal, Que. | A. S. Butchart, 26 Adelaide St. W., Toronto | C. C. Cartwright, Union Trust Bldg., Winnipeg



4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

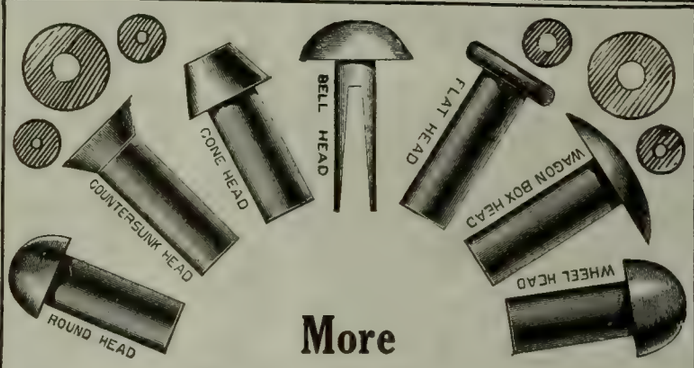
BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets,
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.



The Parmenter & Bulloch Co.

LIMITED

Gananoque, Ontario

REED'S SPECIAL



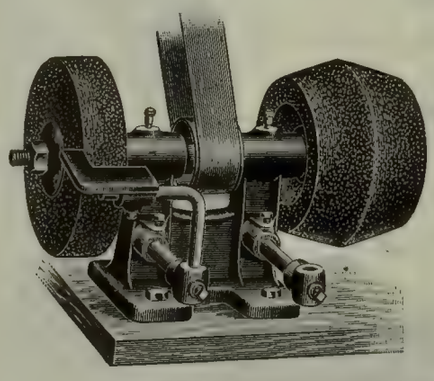
Asphalt Roofings,
Tarred Felts,
Pitch,
Coal Tar,
Roof Coatings,
Slates,
Conductor Pipe,
Gutters,
Sheet Metal Work
Fire Doors,
Wire Guards,
Ventilators.

The products we make are the best that may be bought for the money. Every item is high grade and extremely durable. A postal will bring you complete prices and full information on all our Roofer's Supplies. *Write us.*

GEO. W. REED & CO., Limited

Manufacturers

MONTREAL



BULLDOG

Power Tool Grinders

designed to meet the demand for a small power head grinder. Two vitrified corundum wheels for general use, and tool rests. The ideal wheel for steel grinding.

Bull Dog Grinders cost less and give satisfaction. Get catalogue No. 1. Write your jobber.

WESTERN HARDWARE MFG., COMPANY, LIMITED

MILWAUKEE, WISCONSIN

Findlay's Line of Furnaces

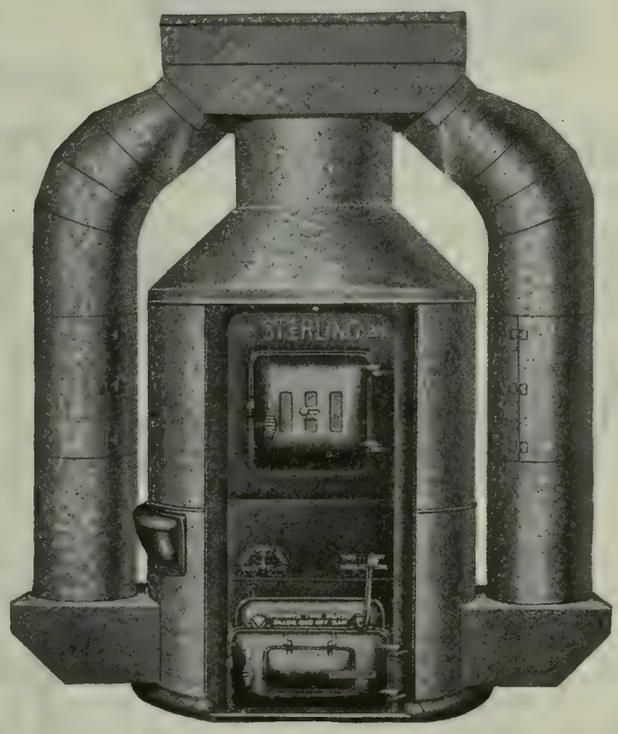
Big Pipeless Furnace Business Coming This Year

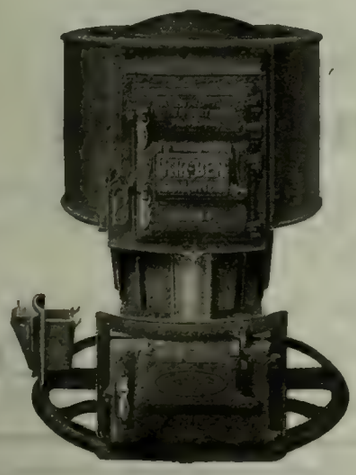
The question is no longer being asked: "Will the Pipeless Do the Work?" It is now a tried and tested product and the question that interests the dealer is WHAT TYPE OF PIPELESS FURNACE.

The STERLING PIPELESS with its side cold air construction is scientifically correct and mechanically right. The Heat Retaining Apron, which is a distinctive patent of the STERLING makes it possible for us to adopt this exceptional method of construction without heating the basement. We, however, make the Sterling Pipeless with double casing when desired.

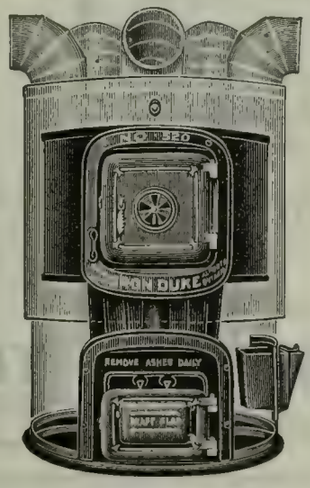
The Sterling is made in five sizes in Pipe and Pipeless style, fire pots ranging from 17 to 27 inches.

A line from you, Mr. Dealer, will bring a full description of this furnace, or, better still, our representative will call and talk it over with you.

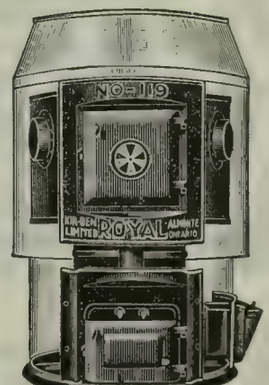




Kir-Ben—five sizes, fire pots, 17 to 29 inches.



Iron Duke—three sizes, fire pots, 17 to 21 inches.



Royal—two sizes, 19 and 21 in. fire pots. An A-1 furnace, but so constructed that it can be sold at a price to meet any kind of competition.

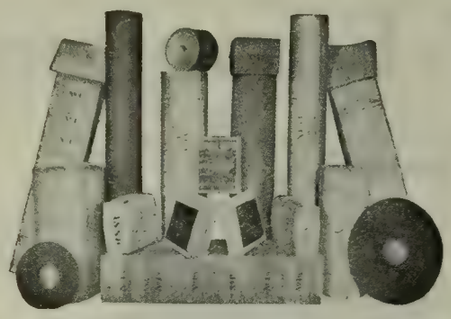
THE LARGEST LINE OF FURNACES MADE IN CANADA TO CHOOSE FROM

We make a furnace to meet any requirement whether it be quality, size or price. Write for fuller particulars. Will exhibit at Toronto and Ottawa Fairs.

MANUFACTURED BY

FINDLAY BROS. CO., Limited, Carleton Place, Ont.

REVILLON WHOLESALE LIMITED, Edmonton, Alta. Wholesale Agents for Alberta.



THE manufacturing plants in your district present an opportunity for sales in these high quality lines.

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

Their well-known reputation for quality is a valuable asset to the dealer selling them. A complete stock on hand, together with an attention-creating display, will attract your local buyers.

May we send you catalogue and prices?

Canadian Sales Representatives :
Messrs. Moncrieff & Endress, Galt Bldg., Winnipeg, Man. 'Phone Garry 3389
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Canada 'Phone Main 2343

UNITED STATES SAND PAPER CO. WILLIAMSPORT, PENN.

UNIMECO WROUGHT WASHERS



We manufacture a wide range of **wrought washers** of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA



Crucible Steel Laid

Hand Axes

have a cutting edge of best tool steel. Big sellers. It will pay you well to have a few of these.

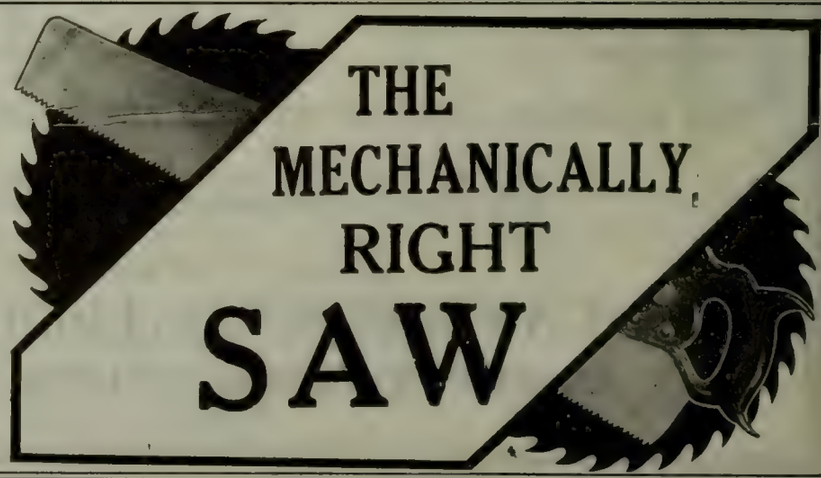
Have You Our Catalogue?

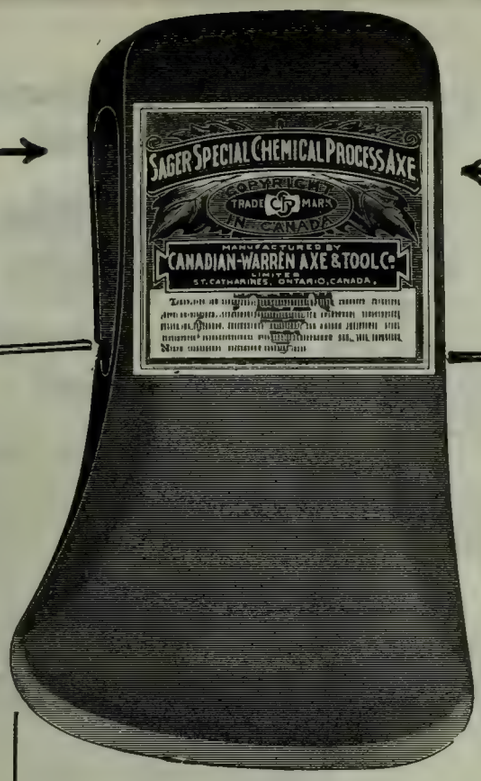
THE L. & I. J. WHITE CO.
55 Columbia St. - Buffalo, N.Y.

SIMONDS

Mr. Hardware Dealer — A full line of Simonds Saws is a big boost to your store. Every sale of a Simonds Saw means a pleased customer and reasonable profit to the dealer. Write for prices and discounts.

Simonds Canada Saw Co., Limited
"THE SAW MAKERS"
St. Remi Street and Acorn Ave.
Montreal, Que.
Vancouver, B.C. St. John, N.B.





WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE" LOGGING TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian-Warren Axe & Tool Co.,
LIMITED
ST. CATHARINES, ONT.



Soo Line Logging Tools

Customers Will Buy Famous Five Files

because all skilled mechanics and all employers of labor recognize them as standard tools.

Carry a stock and you can't help but make sales.

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

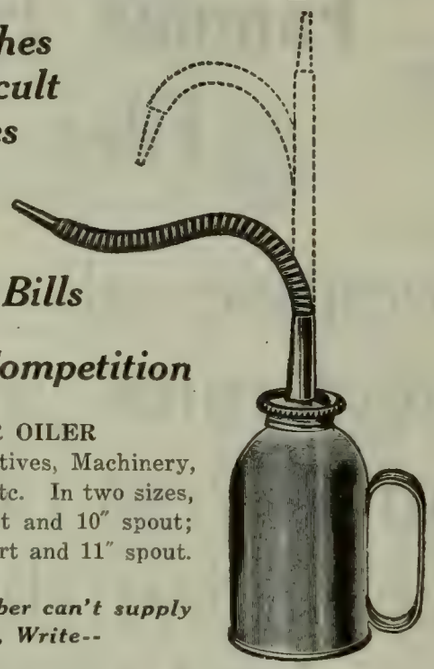


A Flexible Spout

Reaches Difficult Places

Saves 50% on Oil Bills

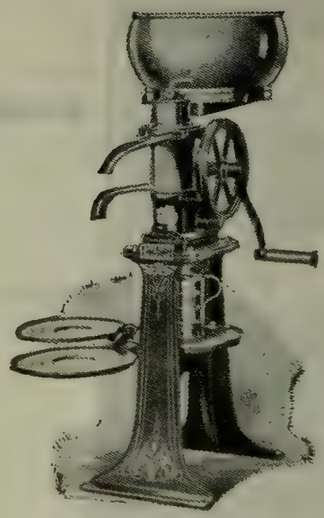
No Competition



R.R OILER
For Locomotives, Machinery, Threshers, etc. In two sizes, No. 4, 1 pint and 10″ spout; No. 5, 1 quart and 11″ spout.

If your Jobber can't supply you, Write--

The All-Way Oiler Mfg. Co.
196 King St. W. TORONTO, Ontario



Self-Balancing Bowl

Self-Oiling System

Self-Emptying Bowl

These three features are convincing proof that you should be selling the

ANKER-HOLTH CREAM SEPARATOR

Silverwoods, Limited
London, Ont.

VOL-PEEK



FIRST AID IN THE KITCHEN-

IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only ½ cent per mend.

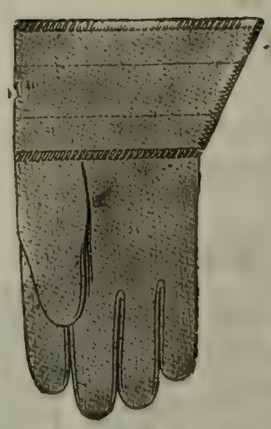
Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

H. NAGLE & CO., Box 2024, MONTREAL

TAPATCO
REGISTERED TRADE MARK BRAND

Cotton Gloves



The excellent quality of **"TAPATCO"** cotton gloves assures the dealer of complete "customer satisfaction." No other make gives just as good service.

A wide range to choose from. We make cotton gloves for every use—in Band Top, Knit Wrist and Gauntlet styles; light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate. Also Leather Trimmed Gloves. **"TAPATCO" SALES** mean greater profits for you.

Order through your jobber.

The American Pad & Textile Co.
CHATHAM, ONTARIO

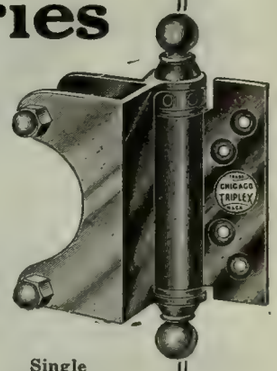
In High Class Lavatories

TRADE MARK

CHICAGO SPRING HINGES

At clubs, hotels, theatres, restaurants, railroad stations, department stores, etc., you'll find Chicago "Triplex" Lavatory Spring Hinges used almost invariably.

A type for every requirement. Each made to meet a definite service. Type No. 2242 can be supplied with reverse action springs, to hold the door open when released.



Single Acting Type No. 2242

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

Send for Catalogue M36

Butler's **FAMOUS SHEFFIELD CUTLERY**

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



Gold Medals Grand Prix

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England

London Showroom, 62 Holborn Viaduct, E.C.

Address correspondence to TRINITY WORKS SHEFFIELD



Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue

The Wm. Cane & Sons Company, Ltd

Manufacturers NEWMARKET, ONTARIO



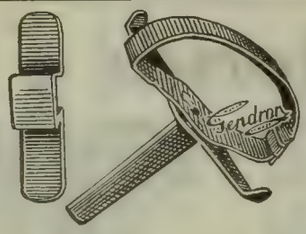
MENDETS

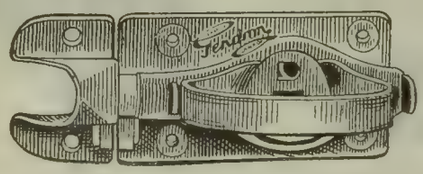
A PATENT PATCH

You can't afford to overlook the sales possibilities of this profitable line. The profits are good and our attractive display stand will make sales for you. **Mendets** is used in the home for mending pots, pans, rubber goods, etc. Has given satisfaction to thousands of purchasers. Order a display stand from your jobber to-day.



Collette Manufacturing Company, Collingwood, Ontario





A Barn Door Latch

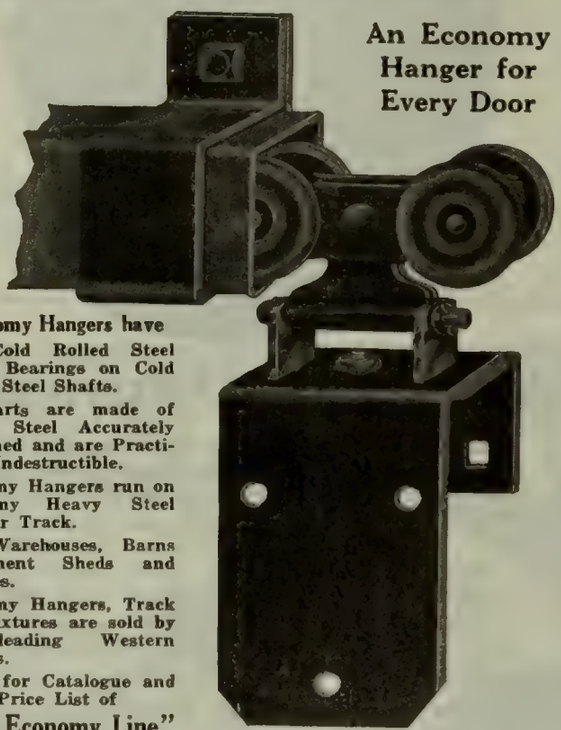
That Customers Hunt For

Strong, durable, neat and convenient. It is easily put on any door. Has two handles to open or close from either side. Catches will hold door or gate open or closed. Enamelled finish with turned bolt. Guaranteed. A rapid, profitable seller.

We also make velocipedes, express wagons, children's autos, toy carts and barrows, bathroom fittings and hardware. Write for prices and information on any of our lines.

The Gendron Manufacturing Company, Limited
Duchess and Ontario Streets, Toronto, Ontario

ECONOMY TROLLEY ROLLER-BEARING DOOR HANGERS



An Economy Hanger for Every Door

Economy Hangers have

full Cold Rolled Steel Roller Bearings on Cold Rolled Steel Shafts.

All parts are made of Heavy Steel Accurately Machined and are Practically Indestructible.

Economy Hangers run on Economy Heavy Steel Tubular Track.

For Warehouses, Barns Implement Sheds and Garages.

Economy Hangers, Track and Fixtures are sold by all leading Western Dealers.

Write for Catalogue and Price List of

"The Economy Line"

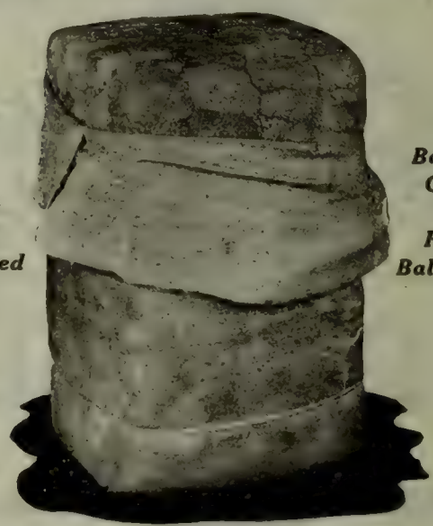
ECONOMY FOUNDRY CO., LTD.

PORTAGE LA PRAIRIE, MAN.

SPONGES

(British and West Indian)

Highest Quality Unbleached



Bahama Cuban and Florida Bale Goods

We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes in stock.

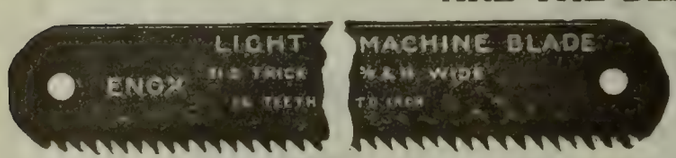
Evans & Co., Limited

(Importers and Exporters)

Coristine Building :: Montreal, Que.

ENOX HACKSAW BLADES

ARE THE BEST

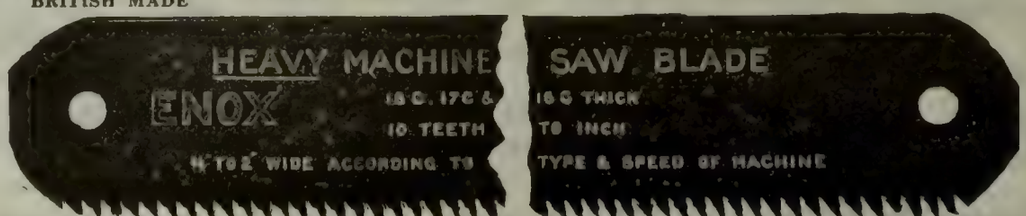




BRITISH MADE

AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY

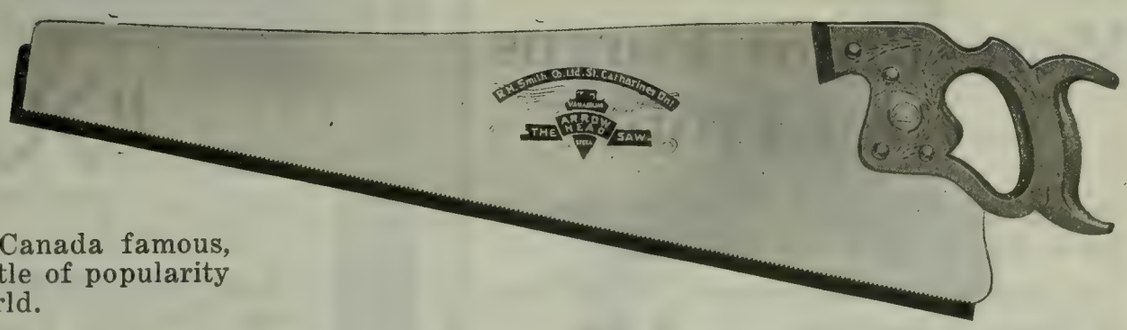


Liberal terms offered to firms willing to carry stocks and act as sole agents

SOLE MAKERS FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10

The Standard Machinery & Supplies, Limited, 261 Notre Dame St. West, Montreal.
Agents for British Columbia—The A. R. Williams Machinery Co., 495 Railway Co., 495 Railway St., Vancouver, B.C.

Our Canadian soldiers made Canada famous by winning great victories in Flanders. The Canadian Arrow Head Vanadium Steel Saws are making Canada famous, by winning the battle of popularity throughout the world.



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

METALS · CHEMICALS · GLASS
B&S·H Established 1790

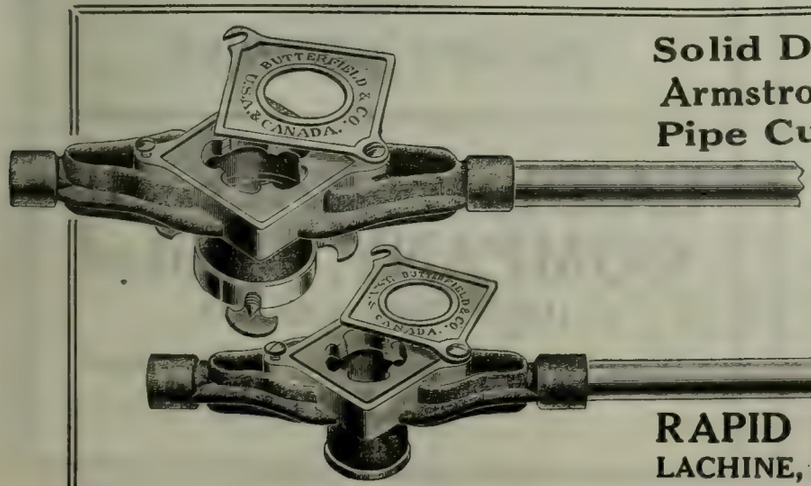
Metals

Sheet Zinc, Sheet Copper, Ingot Tin, Galvanized Sheets, Black Sheets, Tin Plates, Canada Plates, etc. Ingot metals of all kinds.

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches : Toronto, Winnipeg, Vancouver, New Glasgow, N. S.

Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tinplate Co.



Solid Die Plates
Armstrong's Adjustable Stock and Dies
Pipe Cutters and Vises

We are the sole manufacturers of the above lines previously made by Butterfield's.

These are profitable lines for you to handle on account of low prices and high quality.

Write for our complete catalogue and price list.

RAPID TOOL & MACHINE CO., LTD.
LACHINE, QUE. **Branch : IBERVILLE, QUE.**

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

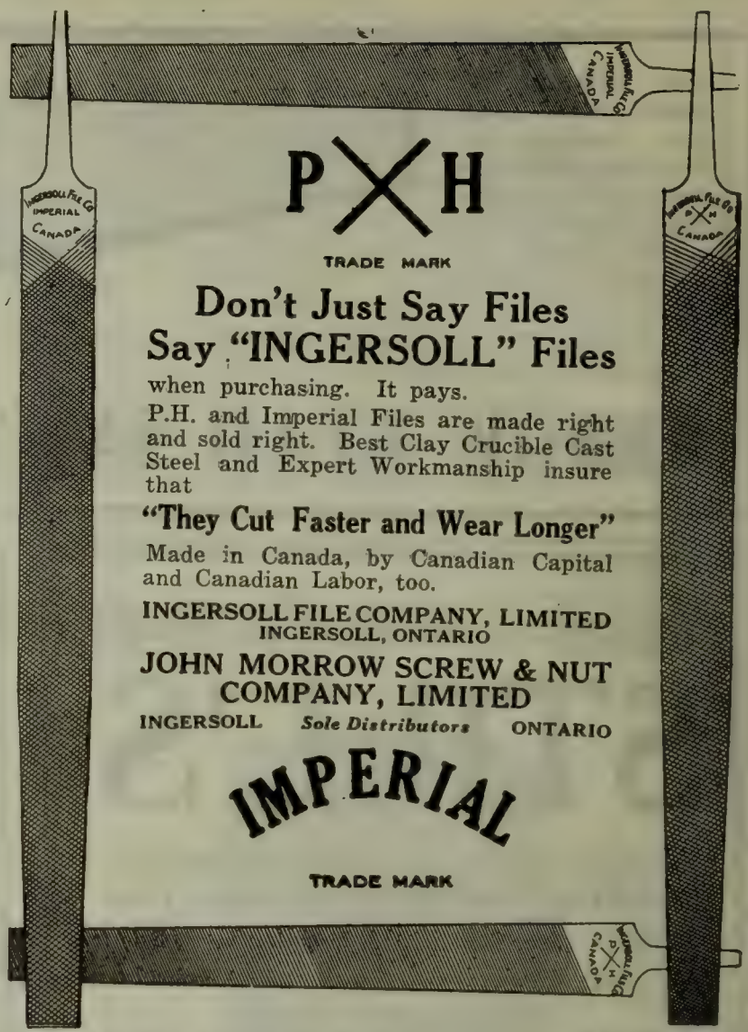


"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA



MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Manufacturers OF

WIRE

HEADQUARTERS FOR
WIRE BALE TIES
Largest Capacity and Stock in Canada
PROMPT SHIPMENT

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England

Williams' "Agrippa" Tool Holders

"The Holders that Hold"

TO keep pace with the rapid progress of the metal-working industries, speed—and hence economy—in production is essential. In modern shops, using heavy cuts and continuous high speeds, Williams' "Agrippa" Tool Holders meet the most exacting demands satisfactorily.

They are sturdy, dependable tools, the result of nearly half a century of experience in the specialized production of *Superior* Drop-Forgings, and are made in a wide range of sizes for all regular machining operations:—Turning, Boring, Planing, Threading, Knurling, Cutting-off and Side Work.

Our Booklet describes them fully—may we send it?



"Agrippa" Turning Tools are furnished in either Cam or Set Screw Pattern.

J. H. Williams & Co.

"The Drop-Forging People"

30 Richards Street, Brooklyn, N.Y.

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

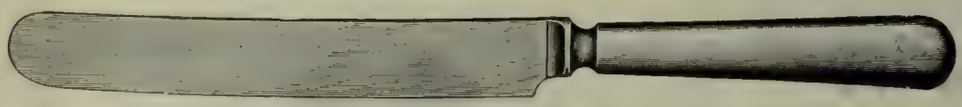
Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**



Pocket and Household Cutlery

Mehasco Pocket Cutlery meets every demand of Prairie life. It is especially strong in Cattle and Punch Knives. These are made from Wardlow's English steel, the best obtainable, and are absolutely guaranteed. We'll convince you on your trial order.

Hart's Hollow Handle Household Cutlery with its high quality at medium price is just the thing for every day use in the home or for restaurants. Heavily nickel plated with blades of oil tempered shear steel. They can be left in boiling water for any length of time without soaking up any of the water, and they can be put on a stone and given a real edge. They are nicely put up in half dozens, each knife and fork wrapped in tissue paper individually, not in brown paper rolls



Merchants Hardware Specialties
LIMITED
CALGARY

MEHASCO

HARDWARE & METAL'S unique circulation as proven by the A B C Audit is due to 31 years of honest effort to give the retail trade the best possible service.

TRADE Red Devil MARK Tools

Insure Repeat Sales

Once it becomes known that you stock "Red Devil" Tools they never stay long on your shelves. From then on you sell more tools than ever before.

Millions of readers have learned about them through regular advertising in leading publications — readers who ask you for "Red Devil" Tools, and having used them, never forget their superior quality.

The invincible combination of Quality, plus Advertising, insures steady sales for "Red Devil" Tools.

Write To-day for Prices and Complete Catalog

SMITH & HEMENWAY CO., INC.
89 Coit Street **Irvington, N. J.**

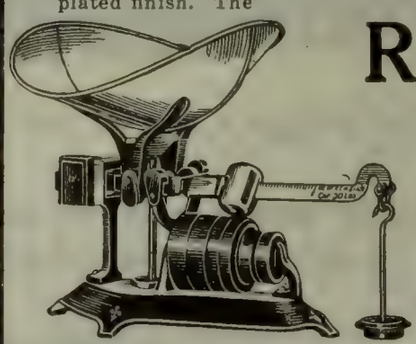
"Red Devil" is the Expert Mechanic's guide to Known Quality in Pliers, Electricians' Tools, Hack Saw Frames and Blades. Auger Bits, Chain Drills, and other Hand Tools, all of a class with "Red Devil" Glass Cutters, the biggest sellers in the World.

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Just a bit of enterprise, pushing the Renfrew Scale to the front—displaying it—and showing her how it soon pays for itself will stir up a tidy lot of sales worth while. Right now is the "psychological moment."

Clinch your sales by showing the Government Inspector's Certificate of correct weights accompanying every Renfrew. Scales supplied in black or all nickel-plated finish. The



Renfrew
HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government Inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Scale Co.

Head Office and Works, Renfrew, Ont.

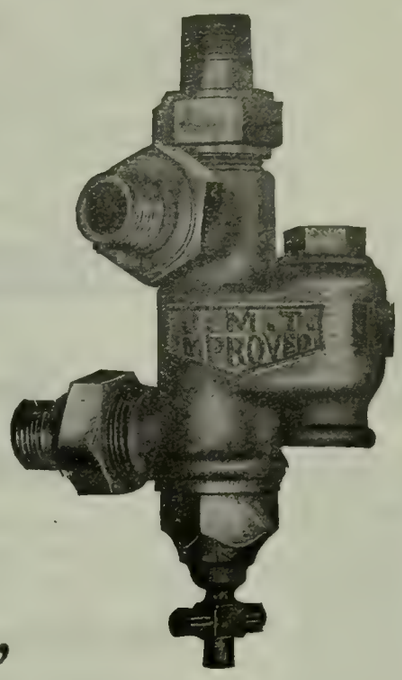
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Our Other Lines: "Renfrew" 2,000-lb. Farmers' Truck Scale.

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Means Still More Sales

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LIMITED
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Here is a range that you can sell to your customers with absolute confidence that it will give perfect satisfaction at all times. Moderately priced, it meets the requirements of every household and gives you an excellent profit.

BRITISH CROWN STEEL PLATE RANGE

This is one of our best selling Ranges. It is exceptionally well made and highly finished. Bakes and cooks perfectly. Filled with a large and roomy cast iron fire box, with linings corrugated to add life to firebox and heating surface to oven. Has duplex grates and can be changed quickly from coal to wood. Has high closet and white enamel splashers.

The Oven is 17½" x 21" x 11¾".
Coal Fire Box, 18" x 7" x 7½".
Wood Fire Box, 21" x 7" x 7½".
4 9" Covers. 2 5½" Covers.
Weight without Reservoir, 285 lbs.

Weight with Reservoir, 310 lbs.
Price without Reservoir, $46.35 Net.
Price with Reservoir, $51.95 Net.

We will be glad to tell you more about our stoves and ranges, on receipt of a postal.

Hamilton Stove & Heater Company, Limited
Successors to Gurney Tilden Company, Limited
HAMILTON - CANADA

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12 GAUGE
12 GAUGE
3 1¼ 7½ SP

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO AUGUST 9, 1919 No. 32

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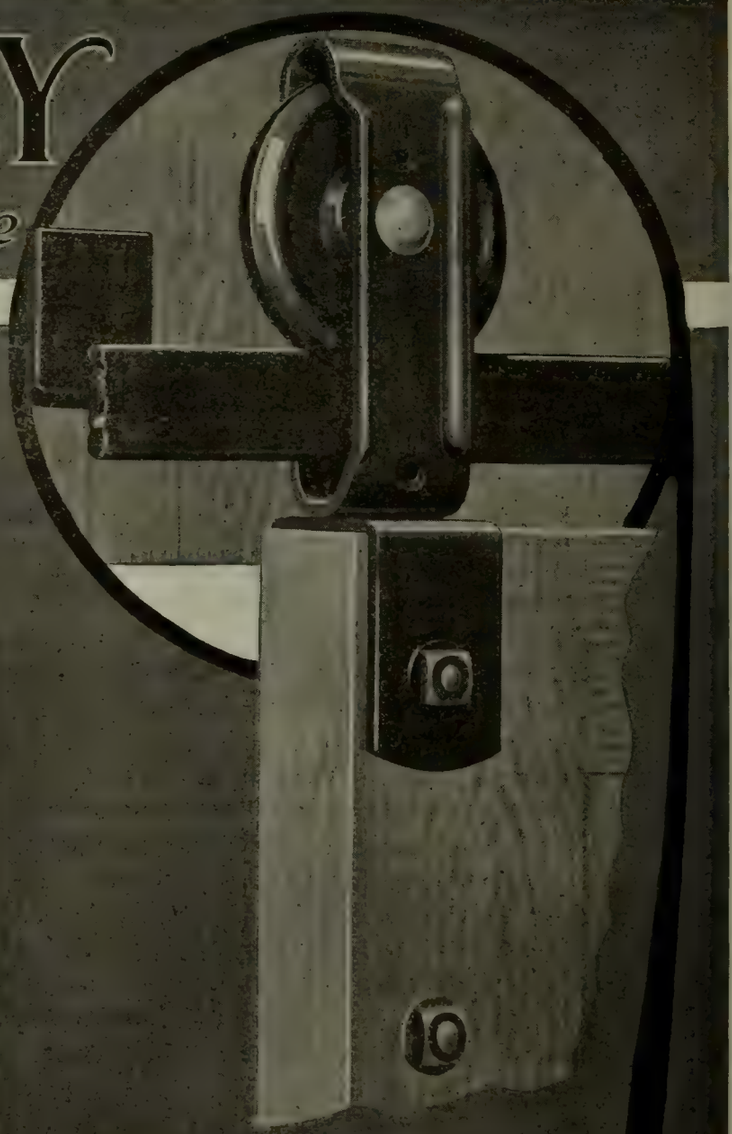
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STANLEY

Garage Hardware for ROLLING DOORS



Should the City Ordinance prohibit the use of outside swinging doors—your customers will want Stanley Works' quality in ROLLING DOOR HARDWARE.

Here it is.

With the combination of doors to meet all requirements operating either right or left for entrances, six, eight, ten and twelve feet wide.

A catalog showing the details of this hardware sent on request.

THE HANGER

Strength and ease of operation are the features of this hanger No. 2525.

It rolls on rollers.

In Three Sets







Canada's National Hardware Weekly

HARDWARE AND METAL

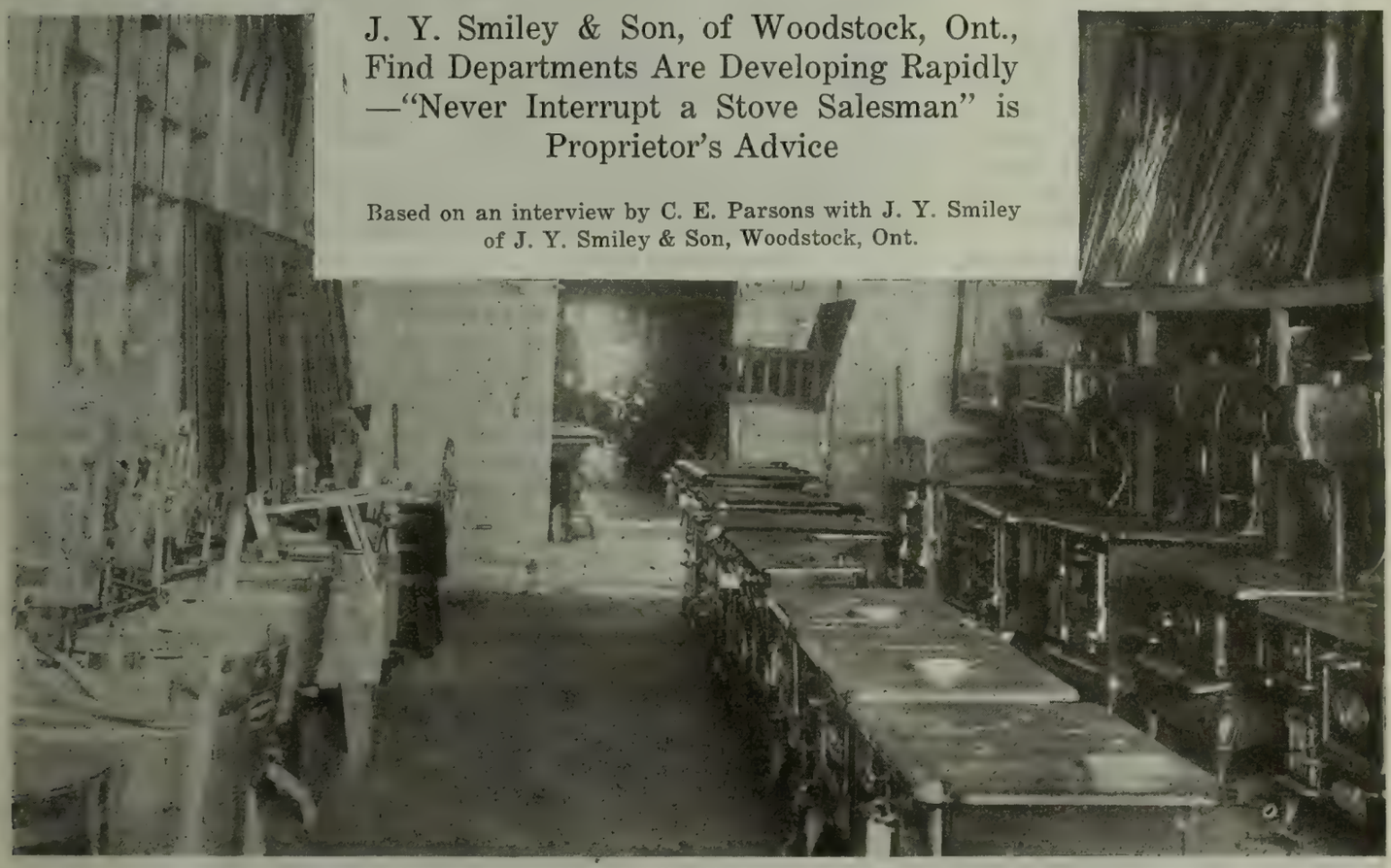
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Stoves and Sporting Goods Big Sellers

J. Y. Smiley & Son, of Woodstock, Ont., Find Departments Are Developing Rapidly —"Never Interrupt a Stove Salesman" is Proprietor's Advice

Based on an interview by C. E. Parsons with J. Y. Smiley of J. Y. Smiley & Son, Woodstock, Ont.



View of the stove department of the J. Y. Smiley & Son store, Woodstock, Ont. This department is separate from the others in the store. The store salesman is not to be interrupted under any pretext. Concentration on the customer is thus possible and sales more easily completed.

"OUR principal trouble for some time past has been to get enough goods to meet the demands of our trade," said J. Y. Smiley, of the hardware firm of J. Y. Smiley & Son, Woodstock, Ont., in discussing his sales of sporting goods.

"We started to handle sporting goods three years ago merely as an experiment," said Mr. Smiley, "and the department has grown and grown until now it is one of the most important in the store. Fishing tackle is one of the big lines. Some of the other goods change and one has to watch closely to see just what is going to happen. For instance, for a while we sold a great lot of lacrosse sticks. I have sold fifty a day to boys. Now there is little or no demand for lacrosse goods but a steadily increasing demand for baseball goods."

Want Quality Goods

"We do not handle any cheap grades of goods as we find that people are not only willing to pay for but are demanding the best. Here is an example of what I mean. The other day a man came in and wanted to see our reels. I showed him everything we had, the highest priced being $12. He said we did not have what he wanted, and when I enquired to find out just what he was looking for I discovered he wanted a reel that retails at $18. I took his order and procured one for him. Sales are made every day which show that price is not the consideration any more than it used to be. If you have the goods you can sell them. We have several orders in for goods now that we have not been able to get. Last season we sold over one hundred steel fishing rods."

Good Display Helps

Not many stores, even in large cities, have a nicer store display than J. Y. Smiley & Son. "Six years ago," said Mr. Smiley, "we had one silent salesman in the store, now we have seven, and we will have more before long. Every one of them paid for itself in increased sales in a short time. They keep the goods clean, make a nice effect in the store, and are one of the best sales producers we have."

Throughout the spring and summer Mr. Smiley reserves one of his display windows for various lines of sporting goods. The window is changed every week and in nearly every article shown there is a price ticket. "Our display windows are another of our most valuable sales producers," said Mr. Smiley. "We no sooner put in a window of fishing tackle or some other goods than sales are increased."

Double Entrance

J. Y. Smiley & Son have a double-ended store and three display windows. One of these looks out on the city market, and special displays of a practical nature are kept in it. Roofing, stoves,

etc., are shown, and the displays are always kept seasonable.

Since starting business in Woodstock, Mr. Smiley has trebled his store space. One of his biggest departments is stoves, and almost one half of his space on the main floor is used as a stove show room. His sales, he states, in both stoves and ranges and in summer stoves have been most satisfactory.

"We sell on an average two hundred stoves a year," he said. "Business in all lines has been good. Oil stoves are good sellers as well as the stoves and ranges. Last season we sold 85 oil stoves, and this season we expect to do better."

Lists All Prospects

Mr. Smiley keeps a special book in which all prospective buyers of stoves are carefully listed. Many of his best sales have come through satisfied customers who talked about the stoves to their friends or sent them in direct to the store. A great deal of business has been obtained through newspaper advertising.

"We get excellent results from our newspaper copy," said Mr. Smiley. "We try to make our advertising attractive and interesting. It is hard sometimes to trace results from advertising, but I know of people who have come in twenty miles. Other people will phone in, but I am well satisfied with our newspaper results."

Special demonstrations is another sales plan which has been tried most successfully by the firm. "We always hold two-day demonstrations in the case of stoves," said Mr. Smiley. "We find we get the best results in that way, especially if the weather happens to be bad. People will often come out on the second day when, if we had only had a one-day demonstration and it happened to be stormy or wet they would not have come. We frequently sell from five to ten stoves on a Saturday.

Never Knocks Others

"I have been complimented by prospective buyers upon the fact that we never knock our competitors' goods. When a man or woman comes in and asks about our stoves I always tell them all the good points I can about the stoves we handle. I never run down any other makes of stoves, and if they ask about such and such a stove I usually tell them it is a good stove, and then try to explain just where ours is better. Frequently people say, 'Well, we like your way of doing business because you do not run down other people's goods. We were in a store down the street and the man could not say anything too bad about the goods handled by other stores. It is a mistake to do this. People do not like it."

Concentrated Effort

When he is selling stoves, Mr. Smiley concentrates all his energies on that end of the business. "It is understood," he said, "that if a man is selling stoves he is not to be interrupted. It is remarkable what bad effects will follow an interruption of this kind. I have had cases where I had a stove sale just about through and somebody came in and wanted to ask about something. It may have only taken a moment to dispose of the business, but in that time the prospect's mind was taken off the question of stove buying and I have had to talk again for an hour to get back to the point where we were before the interruption and close the sale."

Back the Goods

No matter whether it is stoves or roofing or any other line, the firm stands absolutely behind its goods. If they are not right they are made right, and this policy has not only helped to hold trade but has brought new business.

Mr. Smiley uses somewhat similar methods in going after roofing business that he does in selling stoves. All prospects are carefully noted in a special book kept for the purpose and are carefully followed up.

"We have sold three carloads of roofing in two months this year," said Mr. Smiley. "Our window displays bring in a lot of customers, and the newspaper advertising brings in a lot. We also go out in our auto and get in touch with business in the country. I figure that we sell to two out of every three prospects we get in touch with."

Near Cash Basis

The firm works as nearly as possible on a cash basis. There are some accounts where it is necessary to provide accommodation, but as a general rule Mr. Smiley plans to get the money when the goods are sold. He says that he finds that many farmers like a small inducement in the shape of a discount but are perfectly willing and able to pay cash. He meets their request by allowing a discount and making it worth their while to pay cash. Once he has named a price though, he makes it a rule never to change it or lower it by those who might hope to beat him down.

Auto tires is one of the new lines he has taken on this spring, and he says



The use of display tables is found to be of great value in developing sales of many lines of merchandise in the J. Y. Smiley & Son, Woodstock, Ont., store. These are shown in this photograph at the left and the splendid arrangement of silent salesmen is also much in evidence. Entrance to the stove department is gained through the door at the back of the main section of the store, shown herewith.



Window display of housefurnishings recently used by J. Y. Smiley & Son, Woodstock, Ont., in bringing these lines to the attention of the customers of the store. Efforts to dress windows which will draw customers to the store are always put forth by this aggressive firm.

that he finds the business encouraging and expects it to develop steadily.

Reaches the Farmers

An advertising stunt that has brought big results, he says, is to circularize the farmers who come to market. Every Saturday special bills listing some special are gotten out, and boys take them over to the market and put one in each farmer's wagon or auto. Mr. Smiley says the business that has developed from the use of these bills has been most satisfactory. Seasonable lines are always featured on the bills.

The firm's newspaper advertising is centered on two days, Tuesdays and Thursdays. This is timed to reach the people Mr. Smiley wants to reach on the days they are likely to be in Woodstock.

The district around Woodstock is a rich farming and dairying territory, and Mr. Smiley says that the farmers are buying as never before quality goods regardless of price, especially goods which will save time and labor or make for better conditions generally in the home. Electric washers is one of these lines, and his sales have been most satisfactory. Paints are another big department, and each year sees an increased volume of business, Mr. Smiley says. He keeps close track of all paint prospects, and each season has the manufacturer whose line he handles mail special literature to them.

What They Want

"There is literature and literature," said Mr. Smiley. "Personally I think there is no doubt that the literature which shows the prospective buyer something is that which pulls the business. Take two paint firms for instance. One gets out perhaps the best reading circular that a high-priced man can arrange. The other gets out something that shows just what can be done with the paints. John Jones, the farmer, to whom it is sent has a table perhaps that he is planning to touch up. He and Mrs. Jones look over the literature. In one circular they find a lot of high-sounding stuff about what So and So's paint will do. In the other they see just the very color or finish they have been looking for for their table. There is no question whatever in my mind about whose paint they will buy."

CARRIES STOCK ON ONE FLOOR

(Continued from page 39.)

portunity either to draw out of him his requirements for future months. In the former implement shed and garage occupied by this firm the machinery and cars were never displayed to advantage, owing to the gloomy interior, while in this great new sunlit store they stand out attractively in all their brilliant paint and varnish and polish. The varnished hardwood floor adds very materially to the showing made. A gang plow with its burnished steel shears, its red paint, and hair-line adornments looks very mediocre in a tumbledown warehouse, with its dirty, black, unswept floors, but it is a thing of beauty when displayed under the conditions presented in the Blyth store. The same holds true with regard to other machinery and with automobiles.

One Department Helps Others

A combination store of this kind has the effect of attracting business by inducing customers who come to trade in one line to make purchases in other departments. For instance a farmer drops in to buy a few pounds of nails. When he enters the store there is presented to his view in place of a congested hardware store, with gloomy exterior and hardly room to turn around, a veritable exhibition display of farm necessities. If he has in view the purchase of a new car, new machinery, harness, a kitchen range, a phonograph, some barn paint, he is a strange individual if he can resist the temptation to take a look around at this inviting display. In fact, even if he does not contemplate the purhase of anything but his nails he has the pleasurable anticipation of looking over this unusual assortment of goods. And so in a great many cases quotations are asked, and the way paved towards making a sale.

Using China Cabinet

There is one very pretty little sales trap all ready for the man who comes in to purchase a car or automobile accessories. The firm had in stock a china cabinet which was not being put to any use, and this they fliled with several lies of automobile gauntlets and working gloves and mitts, all of leather. They are placed in a position where they cannot escape attention, and many sales are made.

Store Arrangement

The frontage of this store, located at a central point on the main street, is 50 feet, and all of this 50 feet is entirely enclosed in plate glass, seven large panes being used. There are two entrances, one of them leading direct to the hardware department, which occupies the entire left side of the store to a depth of 75 feet. The other entrance is wide enough to admit an automobile or piece of machinery, and is equipped with double doors. At the rear of the store a flood of light is allowed to penetrate through six great square windows just under the ceiling. The walls and ceiling are finished with beaver board. The front of the store is composed of pressed brick.

Behind the hardware counters is a lengthy new cabinet for shelf hardware, which has just been installed. It is an oak cabinet, finished in the natural wood, and each of its drawers and compartments is labelled with bright squares of red leatherette, on which is pasted a cut of the article contained in the drawer. The effect is very smart and attractive.

The central portion of the floor is taken up with ranges, washing machines, steel beds, grindstones, kerosene stoves, gas engines, etc., while the entire right hand side of the store is taken up with the display of farm implements, automobiles and harness. Across the rear of the store is the paint department. The automobile accessories are arranged close to the automobiles. Even with the great variety of goods offered for sale there is abundance of room.

Mr. Blyth has been in business in Esterhazy for the past 15 years, and in the last five has doubled the volume of yearly sales. His turnover last year was approximately $150,000. His new building was made necessary as a result of a fire which swept the main street of the town and destroyed his former store.

"Getting prospects is the main thing in this business," said this proprietor. We keep a record of all prospects and aim to close before the other fellow gets there."

Big Stove Trade is Expected

Every One of the Thousands of New Homes Being Erected is a Prospect — Fifty Thousand Soldier Boys Home From Overseas With Brides—Dealer Who Gets An Early Start Will Clean Up the Most Business

"LET Us Help You to Buy the Right Stove." This is the heading of the advertisement used by a hardware dealer this week. He is an early bird, but there is an old and very true saying that the early bird gets the worm. In the stove business as in anything else, there is nothing like getting a good start. The business man who is always a jump or two ahead of people's actual wants, is usually the chap whose store is one of the live centres in any community. He studies very closely the prevailing conditions and cashes in on them. Now is unquestionably a good time to start a fall stove selling campaign, and the sooner it is started the more momentum it will gather and the better the results to be obtained.

The Fuel Situation

Reports that have been appearing recently in regard to the coal situation have caused many people to give a good deal of consideration already to the question of how they are going to keep warm this winter. Many inquiries have been and are being made about stoves and heaters. Another source which promises big results from a sales standpoint is the returned soldiers. There are, it is estimated, at least 50,000 boys who have brought home brides, and a great many of these young married couples are prospects for stoves for their new homes. Speaking of new homes suggests the very extensive market that will be opened by the building programme which is now under way. In the next two months thousands of homes which have been started during the summer will be finished up and occupied, and every one of them will require heating and cooking equipment of some kind.

Go After Business

The plan adopted by some dealers of checking up closely all the new dwellings and finding out about their requirements is one that produces results. Very often hardware men have found that they not only sell stoves but a large amount of other goods as well.

This season the hardware dealer who sells stoves has some splendid talking points which he should emphasize. There is always the point of quality to be told about. People in the last three or four years have had it impressed so forcibly on their minds that price is not the big consideration that they used to think it was, that they are always ready now to listen to points which indicate quality. Quality is the buying basis now rather than price. People now would rather be thoroughly satisfied about what a stove will do rather than how much it costs. If the dealer can satisfy them that they are going to get back in service and comfort and all-round utility many dollars by paying five dollars or even ten more for one stove than another, they are not likely to raise any serious objections.

Don't Buy Every Day

Most people take into consideration the fact that they do not buy a heating stove every day or every year, or every five years. They want a stove that is going to stay on the job for some time and they are willing to pay for the stove that will do this if the dealer can convince them that he has the goods. This is not a particularly hard job for a good stove salesman.

He has a talking point of tremendous value in the construction points of the new stoves which he can explain will not only burn wood and coal, and in some cases gas or oil, but by reason of different principles result in a very large saving in fuel. An appeal of this kind, backed as many dealers back it, by showing the stove actually in operation in their store, where the prospective buyer can feel the heat and see the stove, carries a punch that is unusually convincing and effective.

An Effective Argument

An effective argument to apply to the chap who insists upon basing his purchase on price instead of service and quality, and talks about pre-war prices, is to tell him that by buying now he is going to save money, because not only are raw materials going up rapidly, but the stove manufacturers are having to greatly increase their employees' wages and cannot any longer produce stoves on the basis that the goods you are showing were produced.

Dealers state that in the great majority of cases the final decision in purchasing the stove rests with the housewife. This is only natural as she has to do most of the work with the stove and is vitally interested in it, not only from a heating standpoint, but for its cooking qualities, its appearance, whether it is easily kept clean or not, whether it is easy to handle, and its general convenience.

Many dealers find it is excellent policy to let the women take their time and look into these various features for themselves. The dealer who gets fussy every time a woman wants to take the lifter and see the interior of the stove, or open the oven and see what it is like, is not going to get nearly as far as the salesman who, after drawing her attention to this or that feature, stands quietly back for a minute and lets her investigate for herself. Women like to do this. Aside from actually seeing what the oven looks like or the firebox, they feel that the dealer is not trying to hide anything from them and wants them to see and be satisfied that what he is telling them about the stove is the actual fact. The dealer who lets them investigate and then follows up promptly with a good line of sales talk will make twice the progress he would make by other methods and can very often clinch the sale right there.

Making a Trade

Many dealers have been finding that they can make good money by taking an old stove in a deal for a new one. They get their profit on both the new stove and the old one. One dealer who does this trading extensively stated that he makes almost as much out of many of the old stoves by fixing them up a little as he does out of the new ones. He allows only a small sum for them in the trade and then, by fixing them up a little, can make an excellent profit on the deal, and states that he never has the slightest trouble in disposing of them.

An excellent way to boost stove sales is by holding demonstrations. Opinions vary as to the length of time these should last. Apparently it depends entirely upon the size of the town in which they are to be held. In the smaller towns in the country districts dealers stated to HARDWARE AND METAL that they invariably get the best results by holding only a one-day demonstration and by advertising it thoroughly in advance.

They find that if they give the demonstration proper publicity they will draw people for twenty miles around, and not only make sales but get in touch with a lot of excellent prospects for following up. In large centres demonstrations can be held longer and without losing their "pulling" power. Very often a demonstration can be arranged so that a church organization of women will cooperate and a sale of cooking be held. This affords a chance of showing what the stove will do, and many dealers have taken advantage of a plan of this kind with good results.

Another excellent plan for getting in touch with stove prospects is to have a display at the various fall fairs. This is an inexpensive way of showing the stoves to a maximum number of prospective buyers. Dealers state that there is no other way in which they can come in direct personal touch in so short a time with so many peopjle as by showing at the fairs. Many of them take in not only the home show but all the fairs of any size within a radius of fifteen or twenty miles.

Carries Stock on the Main Floor

Arrangement of New Store of W. H. Blyth & Co., Esterhazy, Sask.—A Fine Model of Modern Merchandising Quarters—Display of Automobiles, Farm Implements, Stoves, etc., Maintained at One Time

THE latest development of the modern hardware store is to be found at Esterhazy, Sask., where W. H. Blyth & Co. have combined on one magnificent hardwood floor, with an area of 3,750 square feet, in one great sunlit store, without pillar or partition, everything they handle, including a complete stock of light and heavy hardware, a great assortment of farm implements and a very excellent display of automobiles. The store has just been completed, and its interior is a delight to the eye. Its great size gives it the appearance of a more or less public place, in much the same way that a department store appeals to the public, where people feel free to look around without being forced to buy.

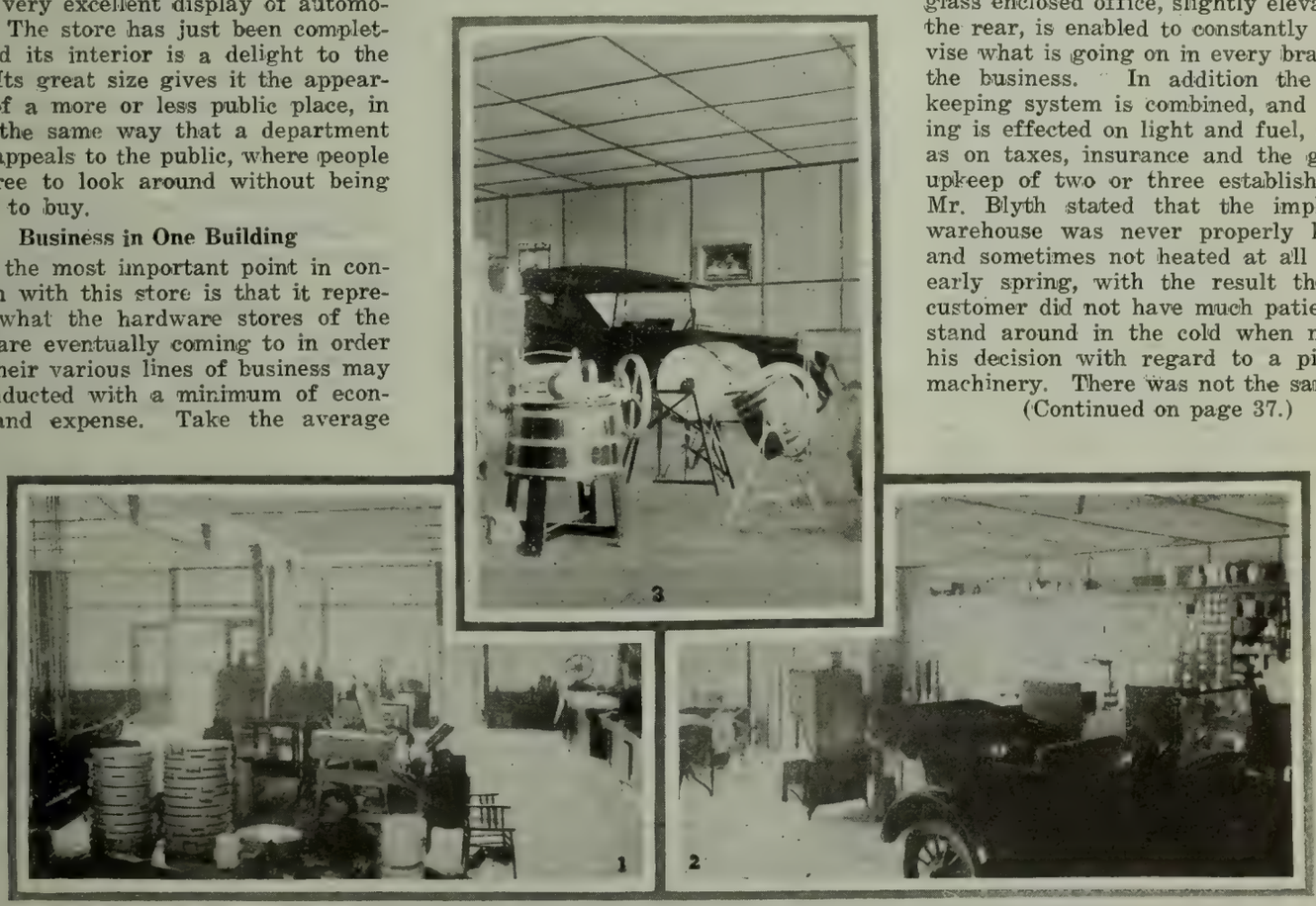
Business in One Building

But the most important point in connection with this store is that it represents what the hardware stores of the West are eventually coming to in order that their various lines of business may be conducted with a minimum of economy and expense. Take the average hardware merchant in the West to-day. In addition to his regular business which is housed in one building, probably in a central position on the main street, he is the agent for automobiles and farm implements which are maintained in another building, or perhaps two other buildings. The result is that it requires extra clerks to be constantly on duty in the various buildings, although at certain seasons of the year there is scarcely any business done in implements or automobiles.

Advantages of New Arrangement

By combining the various elements of the business on one floor they can be handled by the regular hardware staff, and, moreover, the proprietor from his glass enclosed office, slightly elevated in the rear, is enabled to constantly supervise what is going on in every branch of the business. In addition the bookkeeping system is combined, and a saving is effected on light and fuel, as wel as on taxes, insurance and the general upkeep of two or three establishments. Mr. Blyth stated that the implement warehouse was never properly heated, and sometimes not heated at all in the early spring, with the result that the customer did not have much patience to stand around in the cold when making his decision with regard to a piece of machinery. There was not the same op-

(Continued on page 37.)



No. 1.—Interior of the combination hardware store, garage and implement warehouse of W. H. Blyth & Co., at Esterhazy, Sask. This picture was taken from the rear of the store, looking toward the front, and shows the fifty-foot glass front of the store, which makes for a sunlit and cheery interior. The hardware department is on the right of the picture, the heavy hardware is grouped in the centre, while the automobiles are on display on the left together with the farm implements, which are in the rear of the building and are not shown in the picture. It will be observed that there are two entrances, one of them through a single door, and the other through double doors which admit an automobile. In the array of goods in the centre it will be noted that a phonograph is on display, and placed ready for an instant demonstration. A telephone has been placed in a handy position for the use of customers. The expanse of floor seen in the picture is constructed of narrow hardwood boards, oiled and varnished. The area of the store is 50 x 75, and there are no partitions.

No. 2.—Another picture of the interior of the store operated at Esterhazy by W. H. Blyth & Co. This picture gives a better impression of the hardware department of the store, which is complete in its modern fixtures and fully stocked. The unusual sight of an automobile offered for sale on the floor of a hardware store is better presented in this picture.

No. 3.—This picture, taken from the hardware department looking toward the opposite side of the store, shows the attractive manner in which the automobile is displayed. Few farmers who come in to buy hardware can resist the temptation to look it over. Immediately to the right of the picture is shown the wheel of a gang plow, which presented a spic and span appearance as it reposed in the sunlight in its coat of red near the door. To the left is shown the china cabinet, which was used as a trap to make sales by filling it full of leather gloves and automobile gauntlets. The interior finish of the building with beaver board is well shown. The picture shown in the background, with others of the same size, was used to relieve the baneness of the walls.. Just beyond the automobile is a brass bed, which has not been set up. A gladstone bag, which the firm stocks, is shown on top of the china cabinet, and there is a display of lap rugs just beyond the grindstone.

Weekly Bulletin Pulls In Business

Vancouver Hardware Merchant Combines With Dry Goods Neighbor in Issuing 3,500 Weekly Bulletins—Results Immediately Develop—Two Classes of Goods to Advertise—Householder Naturally Comes to Hardware Store

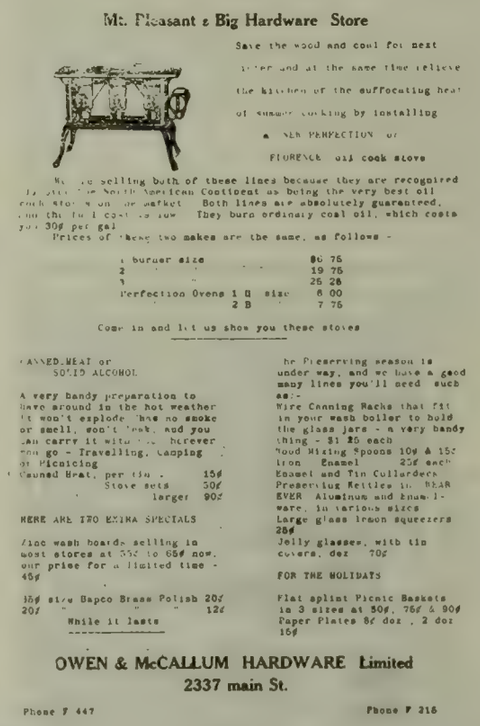
"WE have used the big city dailies," said J. A. McCallum, of Owen & McCallum Hardware, Ltd., Vancouver, "and we have found that there is too much waste circulation as far as the merchant is concerned who is really doing a community business. Even the enquiries we receive from remote parts of the city and out of town cannot readily be converted into sales. We also use a weekly that is published right in the community that we serve, but our biggest success has been attained through the use of our own weekly bulletin. We can easily trace by far the greatest proportion of the business attributable to advertising to this sheet. We have no waste circulation with it; we do not share the attention of the reader with any competitor, and it has a direct personal application to the reader that any other newspaper advertising lacks. Our neighbor, the dry goods man, went in with us, about four years ago, in the purchase of a multigraphing machine. We print now every week about thirty-five hundred copies, with our message on one side and his on the other. He folds up half the circulars and we fold the rest and we share the expense of having them distributed. We have learned by experience not to entrust the distribution to boys, but have a careful, honest man deliver them and put them right in the letter boxes or under the doors. It is an actual fact that as soon as each week's circular gets into the hands of the consumers, the phones start to ring, and the women begin to enquire about some of the articles advertised in this way.

Making Comparisons

"Not long ago we ran the same advertisement in the local weekly and in our own circular; it was a special offer and required the return of a cut-out coupon to get the special prize offered. Our sheets were on yellow paper and the newspaper, of course, white. In checking up results, we found one-third more coupons cut from our yellow circulars. I would not imagine that this method of advertising would be the best in a downtown store, the newspapers would be cheaper advertising, but for a community business we find this cheaper and results better."

Two Classes

Mr. McCallum states that in advertising hardware lines, there are just two classes that the offerings can be divided into. Articles in which the appeal lies in a special price or articles which are of timely, seasonable interest. When a special price is advertised, unless there is ample stock to ensure every request being filled, the quantity is advertised,



Mt. Pleasant's Big Hardware Store

Save the wood and coal for next winter and at the same time relieve the kitchen of the suffocating heat of summer cooking by installing a NEW PERFECTION or FLORENCE oil cook stove

We are selling both of these lines because they are recognized by all the North American Continent as being the very best oil cook stoves on the market. Both lines are absolutely guaranteed, and the fuel cost is low. They burn ordinary coal oil, which costs you 30¢ per gal.

Prices of these two makes are the same, as follows -

1 burner size		86 75
2 "		19 75
3 "		25 25
Perfection Ovens	1 B size	6 00
	2 B "	7 75

Come in and let us show you these stoves

CANNED MEAT or SOLID ALCOHOL

A very handy preparation to have around in the hot weather it won't explode has no smoke or smell, won't leak, and you can carry it with you wherever you go - Travelling, Camping or Picnicing

Canned Heat, per tin . 15¢
Stove sets 50¢
" larger 90¢

HERE ARE TWO EXTRA SPECIALS

Zinc wash boards selling in most stores at 55¢ to 65¢ now our price for a limited time - 45¢

15¢ size Bapco Brass Polish 20¢
20¢ " " " 12¢
While it lasts

The Preserving season is under way, and we have a good many lines you'll need such as:-

Wire Canning Racks that fit in your wash boiler to hold the glass jars - a very handy thing - $1.25 each
Wood Mixing Spoons 10¢ & 15¢
Iron Enamel 25¢ each
Enamel and Tin Cullenders
Preserving Kettles in NEAR EVER Aluminum and Enamelware, in various sizes
Large glass lemon squeezers 25¢
Jelly glasses, with tin covers, doz 70¢

FOR THE HOLIDAYS

Flat splint Picnic Baskets in 3 sizes at 50¢, 75¢ & 90¢
Paper Plates 8¢ doz . 2 doz 15¢

OWEN & McCALLUM HARDWARE Limited
2337 main St.

Phone F 447 Phone F 216

(OVER)

A reproduction of one of the weekly bulletins issued by Owen & McCallam Hardware, Ltd., Vancouver, B. C. Read what the results of the distribution of 3,500 of these every week meant to this progressive dealer.

and unless the price named is less than the usual price the word bargain or special is not used.

An Oversold Bargain

Recently a special price was named on a quantity of aluminum kettles. Though the number in stock was considerable there were fifty orders left unfilled after the stock of some had been depleted. The names of those disappointed were taken, more supplies ordered, and the customer assured that when another shipment came in they would be supplied also at the same price, which was done.

Carries Crockery

This hardware store also stocks stoneware, such as butter crocks, bean pots, mixing bowls, bakers, etc., and also earthenware teapots and a couple of stock patterns in dinnerware for everyday use. It has been found that the sale of kitchen utensils often suggests teapots, and, as graniteware pots are not wanted, the earthenware pot is sold and leads to other crockery purchases.

Householder Comes to Hardware Store

"It seems to me," said Mr. McCallum, "that the ordinary householder comes to the hardware dealer just naturally for about everything but groceries, clothes and drugs. They come in here every day asking about something or other. The men come in and mention that they propose building a hen house or are going to paint their car, or they're going to make, fix or remodel something else, and as every man isn't a good mechanic, yet likes to tinker away at things himself, he asks our advice. Most of the time the hardware man can give him some helpful suggestions, and incidentally he has a splendid chance to sell him all the materials he's likely to require from chicken wire to washers for a leaky tap."

As HARDWARE AND METAL'S representative was leaving, Mr. McCallum said, "I enjoyed reading that article the other week in HARDWARE AND METAL about the co-operative stores. I've seen the same thing tried out up-country in the mining towns, and invariably they petered out. Partly through mismanagement and largely through jealousy they never could make it go."

Application for an order winding up the Imperial Steel and Wire Co., of Collingwood, was made in Toronto before Justice Kelly this week. The application was registered by a number of judgment creditors, and the town of Collingwood as represented by Mayor J. Robins Arthur. Judgment on the application was reserved.

INSTALLED TELEPHONE DEVICE

In the office of the Miller Hardware Company, at Virden, there is a desk telephone that used to give a lot of trouble before a device was invented which solved the difficulty and which may be of use to other merchants. In this establishment customers were always asking for permission to use the telephone. It would be passed out to them through a wicket, and invariably it would be left there, necessitating a trip around by the door to put it back again.

The invention is simply a foot and a half coiled spring suspended from a hook in the ceiling to which is attached a slender wire which supports the telephone at a height of about eight inches above the desk. By the use of this device the telephone must always be returned to its place, and besides, instead of having to lean over to talk through the telephone on the desk, it is much more convenient to hold it before one at whatever height desired.

Keeping the Stock Turning Over

Richardson & Rae, of Ingersoll, Ont., Find Attractive Store and Window Display Backed by Newspaper Advertising Results in Steadily Increasing Business—Display Tables Good Business-Getters.

Based on an interview by C. E. PARSONS, of Hardware and Metal, with Nelson Richardson. of Richardson & Rae, Ingersoll, Ont.

RICHARDSON & RAE, of Ingersoll, Ont., figure on turning over their stock of enamelware from three to five times each year. They accomplish this by letting the buying public know that they have the goods, and they keep the goods constantly before the public in three ways, by attractive store displays, by well-arranged window displays, and by newspaper displays. As may be seen from the accompanying illustration, the stock of enamelware is kept right up at the front of the store. It is neatly arranged and is kept in perfect condition. In addition to the shelf display shown free use is made of display tables. Each of the plans mentioned above produces business. Their combined effect is to produce a turnover that is most satisfactory because it is found that the goods are not only kept moving but that each season sees a larger amount of goods handled.

Good Business Getters

"We find display tables good business getters always," said Nelson Richardson, of Richardson & Rae, to HARDWARE AND METAL. "They produce real results, and produce them all the time. It does not make any difference whether it is enamelware or any other line that we set out on the table, it moves. People see it and they buy, and that is what we want them to do. Besides, the sales our display tables produce they have a splendid effect in keeping a lot of goods out where people can see them. When folks come into a store they like to see something that interests them. The more you can show them the better they like it. The man who keeps his stock hidden away and makes people ask for it is not going to sell anything like the amount of goods he would if he let people see what he has to offer."

Keep Store Attractive

Richardson & Rae believe in keeping their store and their store windows attractive. The windows are kept shining and they are changed frequently. The firm has had excellent results from its windows, and follows the plan of price-marking each article so that prospective buyers know as soon as they look at the goods how much it is going to cost them. This plan is also followed out in the store. Take the firm's brush display for instance. The brushes are shown on a special table, and each bears a price ticket. So with other articles. There is no question in the mind of the buyer as to whether an article is cheap or dear, the price is there for him to see and the firm finds that this policy is not only appreciated by the public but that it helps sales materially.

Kept Moved Around

Special attention is given to keeping seasonable lines always to the front. The stock is moved about regularly, and the display tables too. Mr. Richardson says he always gets good results by paying a little attention to this. For instance, during the summer he has had good results by keeping summer stoves up at the front where all the women who came in would see them. He finds that people take keen interest in things they see displayed about the store in this way. Once he gets them talking about whatever the article is it is usually a question of only a short time before a sale is closed. Very often if the sale is not closed at the time on such an article as a stove or washing machine, an excellent prospect is obtained, and by a little follow-up work the deal is completed later.

Good Country Trade

Richardson & Rae do a good country trade. Ingersoll is located in the centre of a dairying section that is among the very richest districts of the kind in the

Continued on page 64



A very neat arrangement of tinware, enamelware, and kindred lines is that shown herewith and taken in the store of Richardson & Rae of Ingersoll, Ont. Getting the goods out where people can see them is one of the most important factors in "Keeping the Stock Turning," which this firm are constantly aiming at.

EDITORIAL COMMENT

DEPARTMENT OF TOO MUCH INFORMATION

THE Department of Trade and Commerce at Ottawa, should be, particularly at this juncture, the most important and the most efficient Government department. It should have for its minister an energetic business man. Its leading officials should be of the same type of men who have had some practical experience with business conditions; or, if they have not had that, with enough openmindedness and energy to take an actual, living interest in their work.

A business man or newspaper man going to the Department for information or advice on trade matters should be able to get it promptly and it should be as nearly up to date as possible.

Instead of those desirable conditions, what do we find? The Minister of Trade and Commerce is a fine old gentleman, who was a better politician in his day; but his day is so long past that he has ceased to be bitter or even interested. It is doubtful if more than three or four of the officials of the Department know him by sight, as (since his appointment to an office which, in view of his former political history was generally looked on as equivalent to shelving him), he has only looked in at the Department of Trade and Commerce at rare intervals.

The place is not deserted, however. There are officials there—crowds of them. They are all as busy as bees at something. You will find officials there almost concealed from view by the number of reports and documents by which they are surrounded; and you say to yourself: "I have evidently come to the right shop for information. These men are almost engulfed by it."

That seems to be the trouble. There was a creek in the Klondyke which the Indians called "Too Much Gold." This is the department of Too Much Information. There appears to be so much of it that they never get time to classify it as they go along, but save it all up for the blue book at the end of the year; when, of course, it is not news, but history.

The Department of Trade and Commerce would seem to be designed to be an admirable browsing ground for a trade paper reporter; but that class of visitor is looked on with particular suspicion, as individuals who may have underhanded designs on the visible supply of information in the Department; possibly even to the extent of trying to reduce it by giving some out to the public. So great had this menace become, indeed, that we understand it has been decided that henceforth all information will be given out only in the form of history, through what is humorously called "The Department of Information." This department publishes a weekly newspaper.

Most weekly newspapers are issued the week covered by their date line; that is, they are up-to-date. But the Government newspaper apparently looks on this merely as a concession to the clamor of the mob, which anything so ponderous and dignified as a Government newspaper should properly ignore; so it comes out just when it feels like it, usually a few weeks late. It, also, is history.

There is also a statistical branch connected with the Department, and it compiles much valuable information. More than that, it seems anxious to get it out while it is still news; so that anyone inquiring there personally is apt to secure valuable data. Its reports, of course, are issued like all other Government reports, some considerable time after they have ceased to be of current interest.

The blame for all this should probably be laid, not on individuals, but on the system, and the system will not be changed until some business man is made Minister; some man who will realize that the Department of Trade and Commerce should be a living thing, recording and giving out information from day to day, when it is of use and interest, and not from year to year.

RESTORING THE BALANCE

ONE of the greatest tasks before the civilized and progressive nations of the world now is to restore an economic balance. One of the first steps in doing this apparently is to help the nations of Europe to help themselves. Now that through the combined efforts of the Allies the disturbing factor which for years has menaced the world has been removed, they have still a big task on their hands in getting things running smoothly after the upheaval of the last five years. Canada has a part to play in what is to be done and the rich natural resources of this country may be turned to help the Empire. It is apparent that the call will be for more and ever more

production to meet the needs of a world whose stocks in many instances are completely bare. Canadian firms have set to with a will to do their part and have gone even a step further in a most important direction at the present time, in granting credit to those who temporarily find themselves not only short of stocks, but suffering financially from conditions brought about by others. There will be for a long time to come apparently an unlimited market for Canadian products. This of course is going to have its effects on the home markets. It will almost certainly tend to keep up wages and prices at home. If the past three or four years is any criterion to go by this will mean that the buying capacity of the general public will be greater than ever. Especially will this be the case with the farmers, to whom money is coming in sums they never dreamed of. Hardwaremen have found business exceptionally good and are looking for it to continue so. In spite of high prices people are buying as never before and the chief trouble with many merchants is to get enough goods to keep up with their orders. Many manufacturers are booked ahead and they report that work is being delayed through inability to get help and also in some cases by not being able to get materials promptly. It appears that the strikes which were causing trouble in some centres earlier in the season are now practically all settled and that things are running along pretty smoothly with everything set for a splendid business for some time to come.

WILL THEY STILL SUBMIT?

A GERMAN publication "Die Jahrmarkt" estimates that as a result of the economic collapse caused by the peace terms, 20,000,000 Germans will be unable to support themselves. These people, it believes, will have to go somewhere else to work. The deep hold that the old official policy has upon the nation is shown by the views expressed by "Die Jahrmarkt" regarding the future of these workers. Although they must go somewhere else to work it says they must always work for the upbuilding of their country and must keep in touch with it. The workers are to be kept under control for the benefit of their own country whether they ever return or not. This publication says distinctly that those leaving Germany to help in the process of building it up must be subject to a regulation which will distribute them where they will be of most assistance in "rebuilding our world commerce." They must not be allowed to go where they please, but "their destinations must be disposed of by the State with the usual German efficiency." They will not, says "Die Jahrmarkt," go to countries "under Allied influence for years to come." All these statements smack very much of the old official method of saying that this or that must be done and it was done. It remains, however, to be seen whether the average German citizen will continue blindly to do as he is ordered after seeing where he was led by the militarists.

JOHN BARLEYCORN'S BEQUEST TO THE PAINT TRADE

THE American *Paint and Oil Dealer* of recent date says: "When a man quits drinking, he wants to marry and settle down and have a home of his own. That sells lumber and paint. If he already is married, the first thing that he thinks of, or that his wife thinks of, when he once is on the wagon for good, is getting a home or fixing up his home.

"He isn't satisfied with merely getting the 'fresh paint' sign outside his house—he and the wife and children go prowling around the whole house seeking new places to use, the paint brush.

"Prohibition may be a joy killer to some people, but it certainly does help the paint business.

Do you think this a fanciful factor in the trade outlook?

In 1917, according to the World Almanac for 1919, page 237, the nation's drink bill, at wholesale prices, was $19.95 per capita—or a total of more than $2,000,000,000 for the more than 2,000,000,000 gallons consumed.

As much was spent in the one year of 1917 for the materials with which to "paint the town red" (and as many gallons were used) as would be spent or used in ten years, at the present rate, on the proper materials for properly indulging the desire for painting the town and the home and for "interior decoration."

Where will that $2,000,000,000 a year drink money go now?

The paint and varnish trade will get a big share of it.

And the dealer whose motto the year around is "Every month a good paint month," is going to get his share of this two billion dollars per year.

REGARDING THE RE-SALE PRICE

THE United States Federal Trade Commission in its presentment of the Re-Sale Price Question has touched the heart of the matter when it contends, that "producers of identified goods—indentified by the trade mark or trade practice—should be protected in their intangible property right or good will, created through years of fair dealing and of sustained quality of merchandise," and moreover, that "unrestrained price cutting is not in the public interest and tends eventually to impair if not destroy the production and distribution of articles desirable to the public."

IF YOU are prepared to meet the prices of big out of town firms why not tell the people about it? If you are prepared to quote even better figures than the outsiders you are going to lose business unless you advertise the fact far and wide.

Advertising Helps Sell More Paint



ARNOLD N. SMITH.

Paint Sales of the Smith Hardware Co. at Cornwall, Ont., Show an Increase of Twenty-Five Per Cent. This Season—Owner Tells of Simple Little Device Which Has Increased His Sales of Axes —Credit Sales Handled on Basis Which Calls for Settlement at Definite Date

Based on an interview by C. E. PARSONS with Arnold N. Smith of the Smith Hardware Co., Cornwall, Ont.

BY going after paint business aggressively, the Smith Hardware Co., of Cornwall, Ont., has increased its sales more than twenty-five per cent. this season. Letting people know that it had the goods for sale and pointing out in an interesting manner the real money that paint would save, the satisfactory service it would give, its value as a beautifier and preserver, and the ease with which painting can be done, was the plan on which the firm based its campaign.

Always Advertise

"We have always been appreciative of the good results to be obtained from newspaper advertising," said Arnold N. Smith to HARDWARE AND METAL. "Long ago we discovered it was the quickest and surest means of reaching the people we want to reach not only in the town but for miles around in the country. A large percentage of the farmers in this district have automobiles now, and it is nothing for them to run into town and get what they want and go back. We aim to reach all these people and let them know about our goods by seasonable advertising. We back up our advertisements by window displays which are changed at least once a week. I should say that attractive window displays come perhaps next to advertising in helping boost sales. They bring a lot of people into the store.

Paint Sales Brisk

"Our paint sales this season indicate that the higher grade paints moved the best. People seem to have realized that it pays to buy good goods. We have been noticing this tendency in other lines besides paints. When making a sale of paints we find that it pays frankly to tell the prospective buyer that the article he is buying is first class, fair or cheap. We give our personal guarantee that it is just as represented, and if it does not do all that we say it will we are prepared to make good. We find that standing behind the goods in this way has a big effect in deciding people. They feel that they know us and that if we have confidence in what we tell them that they will have no trouble with the goods. We try to give real service in our paint department in the way of advising people. We find that a great many people who have some painting in mind do not know just what paint to use to give the best results, or how to prepare the work. We always find out what they are planning to do and then tell them all we can about how to get things ready, what paint to use and how many coats to put on, what brushes are the best and so on. They appreciate this and frankly tell us often that if it were not for the help we gave them they would have got the wrong paint or done the work so that the results would not have been satisfactory. A great many women buy paint in small lots to do all kinds of work about the house, touching up woodwork, furniture, and even painting walls."

In Prominent Place

The paint section in the Smith hardware store, as will be seen from the illustration, occupies a prominent place and is in a good light. This is an important consideration as people often have dififculty in selecting shades in a dark section of a store. Mr. Smith is planning to enlarge his paint department and place it up at the front of the store on the right of the entrance. He believes that this will increase sales, besides giving him a larger department and a chance to make a better display. While paint sales are greatest during the spring, Mr. Smith finds that it is becoming more and more an all year line with the firm.

Auto Accessories

Mr. Smith has been handling auto accessories but one of his troubles, he states, is that his store is too small for him to carry the stock from which he could expect to get the best results. However, he states that he is doing a steadily increasing trade in this line and that it has been most satisfactory in every way.

The same, he says, applies to bicycles, although here also he has the difficulty that the store space is limited and he can not put in the stock he would like to, to go after the business aggressively.

Were Satisfactory

This season Mr. Smith stocked as a new line of high priced refrigerators. "We had wonderful success with them," he stated. "The line we handled was high priced, but the goods were fully worth the money asked and we could stand behind them and guarantee satisfaction. One of the troubles with the line was that it needs more advertising. We try to handle only advertised lines. In my opinion there is no doubt whatever that the more an article is advertised the better the sales. To my mind a merchant is foolish to try and sell lines that are not widely advertised."

Keep Goods Displayed

As will be seen from the illustration, Mr. Smith believes in keeping his stock out where people can see it. This, he says, is one of the best ways of keeping merchandise turning over. Any number of people come into a store and see things they need, and buy right there. If the goods are not out where they can see them they are likely to forget all about it until they get home or see it in some other store and buy it there. In all the window displays prices are plainly shown, and also in the goods which are advertised. This is part of the firm's policy, and Mr. Smith regards it as an essential to good merchandising to let people know exactly how much an article is going to cost them.

Helps Sell Axes

In connection with his store display Mr. Smith has a simple little display stand for axes which he says has helped him sell a large number. As may be seen from the illustration, it is very simply designed and easily constructed, consisting of twenty-four compartments, each large enough to hold an axe. Two axe heads fitted with handles are shown in the top section, so that prospective buyers can get an idea of the size of handle required, and also how the axe head looks after the handle it fitted. The little display stand can be placed at any conspicuous spot in the store, and it has the added advantage that very often,



View of the store interior of the Smith Hardware Co., of Cornwall, Ont. Paint sales with this firm have shown a tremendous increase due to the aggressive advertising campaign which has been carried on all season. The use of silent salesmen, ax racks, and kindred selling helps is strongly advocated by this firm who tell of their experiences with these in the accompanying article.

when there is a rush of customers, a farmer or some other party wanting an axe can come in, look over the stock and make his selection, and simply bring it to the clerk and have it wrapped up. This saves the staff a great deal of time and also the trouble of answering a lot of questions. The prospect "sells" himself.

Silent Salesmen

Mr. Smith says that his silent salesmen containing cutlery, tools and other lines have paid for themselves a good many times over in sales. Besides keeping the stock in good shape, they display it, and, located as they are right up in front of the store, they have a distinct value in making an attractive interior and creating a favorable impression regarding the store in the minds of all those coming in.

As a general rule Mr. Smith does his business as nearly as possible on a cash basis. If sales are not made on that basis there is a definite understanding as to the time settlement is to be made. Mr. Smith states that the farmers are good customers, and that he has no trouble in his collections with them.

Steel Prices Should Not Advance

General Advancing Movement Would be Deplorable—No Objection to Slight Advances and Declines in Individual Products if Necessary to More Harmonious Price Structure

IT would be deplorable if the steel market should engage in a general advancing movement. There can be no objection to slight advances and declines in individual products if they are necessary to make the general price structure more harmonious, for that would tend towards stability, but it should be a matter of give and take. Plates, for instance, could come down to equalize for some advances that might be desirable. Before the war plates sold at slightly less than structural shapes, while now they are $4 a ton above shapes on the basis of the "recognized" price, a price that is recognized more in the breach than in the observance. In view of manufacturing costs, wire nails might properly advance, but the worst iniquity in nails is the card, and it ought to be revised. It was formulated 23 years ago, when the steel industry was in the worst condition it ever experienced, and cost relations bore no semblance to those of to-day.

An advance in the average price of steel products would undoubtedly prove injurious to the best interests of the steel trade in the long run, and not in one respect particularly, but in many. It would encourage demand for wage advances, when the industry is already paying very high wages, and it would encourage the organizers, who have sought more or less vainly for a talking point. The organizer prospers when he has a concrete point. Organization thrives when it has a strike as its goal and sentiment in favor of a strike can only be fostered when an easily-understood grievance can be put in the minds of the men.

A general advance would be unpopular especially at this time when the people feel that they are being imposed upon by the sellers of nearly all commodities. There is no danger of an uprising of the proletariat in the United States, but the bourgeoisie are not without a voice.

It would be a confession on the part of steel producers that they have no confidence in the actual consumptive demand for steel, an admission that the requirements of the people are not sufficient to make a market, and that buyers have to be scared into buying.

It would be noticed that the steel makers do not agree with the view so commonly entertained that the United States is booked for several years of uninterrupted activity and prosperity, for whatever goes up must come down, and advances over the present price level could not be maintained for a period of years.

It would be an admission by the steel makers that they are no more than opportunists, that the only reason for advancing prices at any time is the ability to do so. No one can glance at the earnings reports of steel companies without realizing that with full operation the mills would have large profits. If, on the other hand, price advances were to be defended on the ground of costs being high through operations being light that would be an assertion that the law of supply and demand should be reversed, that prices should be high when demand is light and low when it is heavy.

It would be encouragement to everyone to adopt or persist in the view unfortunately so common, that less effort now can secure greater reward than before the war. That is impossible. We can consume no more than we produce. All cannot consume more unless there is more production, otherwise some can better their position only at the expense of others.

It would be a pity indeed if the steel trade should prove so reactionary. It

(Continued on page 47.)

EVENTS IN THE TRADE

Business Changes

Eganville, Ont.—James S. Campbell has purchased the hardware business of Wm. W. Watson.

Amherstburg, Ont.—W. H. Jones, hardware, has sold out to Earl Jones and Roy Taylor, firm to be known as Jones & Taylor.

New Firms

Monty Freres, hardware, Granby, Que., has been dissolved and Arthur Monty registered.

Annex Hardware & Electrics has been registered at Montreal by Patrick F. and Neil Doody.

Edward Mackness, of Sarnia, Ont., has purchased the tinsmithing, heating and plumbing business of T. Dodds & Sons, at Watford, Ont.

Obituaries

The death occurred very suddenly, from heart trouble, at the home of his father, of Edmund F. Bradley, Toronto manager of the Erie City Iron Works. Mr. Bradley was 39 years old, and for some time was with the Canada Foundry Co., later going with the Robb Engineering Co., of Amherst, Nova Scotia.

Personals

J. T. Ling, sales manager, Chicago Flexible Shaft Co., Chicago, Ill., was a Toronto visitor at HARDWARE AND METAL'S offices during the week.

F. H. Scholey, for some time with the plumbing firm of F. H. Lepper & Co., Calgary, has taken a position as traveller with Metals Ltd., of Calgary. Mr. Scholey was with Cotter Bros., of Winnipeg, before going to Calgary.

R. L. Duncan, of Toronto, who for twelve years has been with Pilkington Bros., in Montreal, Regina and Toronto, has been chosen to fill the vacancy created by the death of John C. Towers, and will represent the Consolidated Plate Glass Co., of Canada, Ltd., in Eastern Ontario and in the Niagara peninsula.

Trade Notes

The Lindsay Hardware Co., of Vulcan, Alta., has moved into new and larger premises.

The National Sheet Metal Co., of Montreal, has been dissolved and Hyman Rosenberg registered.

Bonsall & Baker, hand cleaner, has been registered at Montreal by T. L. Bonsall and Clinton C. Baker.

Work is being rushed on the new factory of the Royal Broom Co. at Ingersoll, Ont.

Sayers Bros.' sash and door factory has been registered at Cowansville, Que., by John and Frederick Sayers.

The annual picnic of the employees of the Canadian Shovel and Tool Co., of Hamilton, Ont., held at Wabasso Park, was a most successful outing. More than 150 attended.

The Dominion Wire Insulating Co., of Toronto, may locate in Guelph as a result of negotiations now being carried on with the council.

The Imperial Steel & Wire Co. shareholders have decided to rebuild the plant which was destroyed by fire at Collingwood. The new plant, it is stated, will cost more than $500,000.

The annual picnic of the employees of the Tallman Brass and Metal Co., Hamilton, Ont., was held at Grimsby Beach. There was a large turnout and the program was thoroughly enjoyed.

The Carr Fastener Co., of Boston, manufacturers of automobile fasteners, have decided to locate a Canadian plant at Hamilton, Ont., and work will commence shortly on a factory to cost $100,000.

The Pedlar People, Ltd., of Oshawa, Ont., manufacturers of sheet metal goods, are negotiating with the council for a site on which to erect a plant which will have double the capacity of the present buildings.

J. A. Aitcheson, who, as reported in a previous issue of HARDWARE AND METAL, purchased the hardware business of Robert McVittie, at Southampton, Ont., took over the store this week. Mr. Aitcheson has been in business for the past twelve years at Orangeville, Ont. Mr. McVittie is remaining with him for the summer.

Montreal News

R. H. Reid, Consumers' Cordage Co., is away on his vacation this week.

J. T. Ling, Chicago Flexible Shaft Co., Chicago, was in Montreal this week.

G. W. Carter, representing the Eagle Lock Co., Terryville, Conn., made Montreal a point of call this week.

R. J. H. Douglas, of the cutlery department, Caverhill, Learmont and Co., is away to Willard, Maine, for his holidays.

George Caverhill, of Caverhill, Learmont and Co., is spending some time at his summer home, Pointe-au-Pic, Quebec.

S. Ivison, of the Wallworth Manufacturing Co., Boston, was in Montreal this week.

J. H. Meikle, manager of the Ottawa office of Caverhill-Learmont and Co., Montreal, has returned to Ottawa from his vacation.

George Henderson, president Brandram-Henderson, Ltd., is motoring to Boston this week. Mr. Henderson will return via Halifax and will make part of the trip by auto.

Winnipeg News

L. M. Archibald, of the Dart Union Co., Ltd., spent a few days in the city soliciting business.

Mr. Hughes, representing Peck, Stone & Wilcox, spent a few days in the city on business this week.

Earl H. Decatur, of Decatur, Bull & Co., Montreal, was in the city during the week calling on the jobbing trade.

C. R. Akers, of the Koken Barbers' Supply Co., St. Louis, spent a few days in the city this week in the interest of his firm.

W. G. Barron, secretary-treasurer of the Schultz Manufacturing Co., Toronto, was in the city during the week, calling on the jobbers.

Wm. G. Graham, formerly credit manager for the McClary Manufacturing Co. of this city, has now taken over the management of the credit department of the Merrick-Anderson Co., Ltd.

R. A. Whittaker, formerly of the Miller, Morse Hardware Co., Winnipeg, has joined the staff of Morrison, Blackwood & Co., Moose Jaw. He will be in charge of the sales department.

Incorporations

National Conduit Co., Ltd., capital $100,000, head office Toronto, plans to manufacture and deal in conduits.

American Auto Trimming Co., Ltd., head office Walkerville, Ont., capital $500,000, plans to manufacture and deal in autos and accessories.

Canadian Draperies, Ltd., head office Toronto, capital $40,000, plans to manufacture and deal in wall papers, leather goods and small wares.

Chatham Cement Tile and Block Co., Ltd., capital $40,000, head office Chatham, Ont., plans to manufacture and deal in cement products.

The W. C. Hunt Manufacturing Co., Ltd., capital $40,000, head office Toronto, plans to manufacture and deal in hardware and in machines and machine supplies.

Dominion Tractors, Ltd., capital $500,000, head office Windsor, Ont., plans to carry on a general business in farm tractors.

Toronto Cement Products Co., Ltd., capital $20,000, head office Toronto, plans to manufacture and deal in sewer pipes, cement, lime, etc.

The Aero Manufacturing Co., Ltd., capital $75,000, head office Sherbrooke, Que., plans to manufacture and deal in rope, cord and twine.

Canadian Steering Wheel Co., Ltd., capital $150,000, head office Toronto, plans to manufacture and deal in automobile accessories.

John C. Towers is Victim of Pneumonia

John Cuthbert Towers, aged 47, Ontario traveller for the Consolidated Plate Glass Co., of Canada, Ltd., Toronto, died at his home in Toronto after an illness of ten days with pneumonia. He had just started on his vacation and went swimming, catching a cold from which pneumonia developed rapidly. Mr. Towers had been with the Consolidated Plate Glass Co. for twelve years, and prior to that was with the Hobbs Manufacturing Co., of London and Toronto. Before that he was with Pilkington Bros., of Montreal. He is survived by three sons, one of whom, Douglas, returned recently after spending over four years overseas.

WESTERN NEWS

K. R. Hunter, manager of the Nelson Hardware Co., Nelson, B.C., is at present visiting in Ontario. He is expected back about the first week in August.

W. H. JONES IS RETIRING

For the second time in 18 years the hardware firm of Jones & Taylor is again established at Amherstburg, Ont. In 1901, W. H. Jones and his brother-in-law, the late Lewis Taylor, opened a hardware store in the Hadley block, which, after the death of Mr. Taylor, was continued by Mr. Jones. Owing to Mr. Jones' failing health he has disposed of his interests to his son Earl, who has been managing the store for some time, and his nephew, Roy Taylor, son of the late Lewis Taylor, and again the old firm name is restored on the sign.

Ex-Mayor Geo. Taylor Dies at New Liskeard

After an illness extending over many months, the death occured at his home in New Liskeard, Ont., on Tuesday, of George Taylor, founder of the George Taylor Hardware, Limited. He was seventy years old and came to Canada when a boy from Scotland. For a time he resided in Winnipeg, and then moved to London, Ont., where he engaged in the hardware business. He took an active interest in civic affairs and served both as alderman and then as Mayor of the city. About twenty years ago he settled in the Temiskaming district, being one of the pioneer merchants of that section. In addition to establishing the chain of hardware stores which bears his name he took an active interest in mining matters and for a time was president of the Hudson Bay Mining Company. He maintained his interest in public affairs at all times and in New Liskeard was honored by being elected Mayor of the town. Besides his wife he is survived by five sons and four daughters. The sons, with the exception of Mr. Justice Taylor of the Saskatchewan Bench, are engaged in the hardware business in Northern Ontario.

PRESENTED WITH ELECTRIC LAMP

Prior to his departure for Aylmer, Ont., where, as stated in a previous issue of HARDWARE AND METAL, he has purchased a hardware business, C. B. Brown was the guest of honor at a reception held in the Baptist Church at Ridgetown, Ont., and was presented with an electric reading lamp and an address expressing regret at his departure. Mr. Brown has been manager of the hardware business of W. H. Goodhue at Ridgetown for the past two years.

HEAD OFFICE IS MOVED TO ORILLIA

The head office of Carriage Factories, Ltd., has been moved to Orillia, Ont. About a year and a half ago the office was opened at Toronto, but it has been found more convenient to have the headquarters at Orillia. The staff is now settled in the Tudhope Carriage building.

Carriage Factories, Ltd., comprises the Tudhope Carriage Co., Orillia; Henry Carriage and Harness Co., Ltd., Montreal; Munro & McIntosh Carriage Co., Ltd., Alexandria, and the Canada Carriage Co., Ltd., Brockville. The factory at Brockville was burned and has not been operating for some time.

W. H. Tudhope was elected president of the company a short time ago, and R. C. Dunbar, who has returned from Toronto, is now manager.

BARRETT COMPANY SELLS FLOOR COVERING DEPARTMENT

The Barrett Co., of New York, it is announced, has disposed of its Congoleum department, which has been handling the floor covering end of its business since 1913. A new company has been formed, in which the Barrett Co. holds an issue of $1,000,000, 8 per cent. second preferred stock, in addition to which a cash consideration was paid for the Barrett Co.'s ownership of the property.

STEEL PRICES SHOULD NOT ADVANCE

Continued from Page 45

is the time for progress in business methods. The best example of the old method of advancing prices and of the results, is the "soda water rise" of 1895, which had its inception in the Leishman-Gates engagement but was taken up by the whole trade. In about six months Bessemer pig iron at Pittsburgh advanced 75 per cent., billets advanced 65 per cent., and plates advanced 60 per cent. Prices were put up simply because producers were able to put them up, and buyers bought, for a time, because they were scared. It was at the middle of the great industrial depression of 1893 to 1898. When the bubble burst, prices dropped to a lower level than ever. The Illinois Steel Company declared its first dividend and Mr. Leishman resigned. The steel trade of to-day wants no reactionary policy smacking of such performances.—"The American Metal Market."

Takes Optimistic View of Future; Labor Situation in Chicago Improved

"CONDITIONS as I have found them in Winnipeg and in my flying visit to the East are, I should say, very good," stated J. T. Ling, sales manager of the Chicago Flexible Shaft Co., Chicago, Ill., to HARDWARE AND METAL in commenting on the feeling of jobbers upon whom he has called. "The amount of business I have secured is very satisfactory and the outlook I should say encouraging."

Commenting on conditions surrounding the manufacture of their products, Mr. Ling stated that they had had no very serious difficulty either with labor or in securing materials. "Strikes have occurred in some industries which had tied us up sometimes for material for a short period," Mr. Ling stated, "but altogether we have done very well. The labor situation is very good. Our men are working 44 hours on a five-day week, and whereas there has been some falling off in production we hope eventually that it will work out to the best advantage of all.

"We find," Mr. Ling continued, "that our men, with prohibition in effect, now spend their Saturdays with their families at the parks or by the water; on Sunday they rest, and Monday morning we have a complete staff ready to do a full week's work. In the olden days of King Booze we found that on Monday morning the turnout for work was usually pretty small. It was really Tuesday before things got going in full swing, and the departments short on Monday exercised an influence on the output of other departments later in the week. I believe that in time we will find that the short day has been an improvement. In a plant such as ours, which employs very largely automatic machinery, any reduction of time must influence the output. However, labor has been well absorbed by the institution of shorter hours, and no unemployment to speak of now exists."

Mr. Ling included Montreal, Toronto and Hamilton on his Eastern trip, leaving Toronto Thursday for Hamilton, from which point he will return to Chicago.

CANADA SHOULD CULTIVATE TRADE WITH NEWFOUNDLAND

An entertaining description of the trade and resources of Newfoundland was given by Charles O'Neil Conroy, K.C., before the Kiwanis Club, Montreal.

Mr. Conroy quoted figures to show the increase in trade enjoyed by the island dominion within the last decade, and went on to say that an opportunity awaited Canada to develop her exports to the sister colony. Ten years ago the value of Newfoundland's import trade was placed at eleven and a half million dollars annually, whereas last year the figures had risen to twenty-six million dollars. Export had increased from ten million dollars ten years ago to thirty million dollars to-day. During the war exports from Canada and the United States had greatly increased on account of the difficulty of getting supplies from Great Britain, eleven millions' worth of goods having been supplied by the Dominion and twelve millions' worth by the United States. Speaking of the resources of the colony, Mr. Conroy said that as yet the mineral wealth of the country remained undeveloped, while agriculture had hardly been touched beyond the production of a limited quantity of foodstuffs, which was insufficient to support the local population. The principal industries were cod, herring, seal and lobster fisheries and iron and copper mining. Coal and petroleum had been found on the island, but their workings had not been developed.

In a manufacturing way the country produced cordage, tobacco products, boots and shoes, biscuits, candy and wooden barrels.

An interesting project referred to by Mr. Conroy was the proposed erection of a dam across the Straits of Belle Isle, which would have the effect of stopping the flow of Arctic ice into the Gulf, and would thereby diminish the extreme cold to which Eastern Quebec was subjected.

Future luncheons of the Kiwanis Club will be held at the Queen's Hotel at 12.30 instead of one o'clock until the end of September, when the old time will be reverted to.

MONTREAL BUILDING FIGURES SHOW BIG INCREASE

Montreal, Aug. 7.—(Special).—A report given out by the Administrative Commission shows that construction during July in Montreal was greater than at any time since the beginning of the war. The figures for last month were as follows: 140 new buildings at a cost of $1,093,520; 131 buildings repaired, at a cost of $391,479, a total of 371 buildings constructed or altered at a total cost of $1,484,999.

In July, 1915, and until the signing of the armistice, the outlay in construction within the city was never more than $432,490; but since last January business in the construction line has steadily increased.

Used by Firm at Victoria, B. C., to Introduce Sporting Goods Dept.



The float shown above was designed for a holiday parade by E. G. Prior & Co., Limited, of Victoria, B. C., who just at that time were opening a new sporting goods department. It not only drew the attention of the public to this section of the store but was awarded first prize in the competition.

OIL STOVES BIG SELLERS

All over Western Canada the oil stove is coming to be one of the biggest sellers in the hardware business. Difficulty in securing fuel, such as wood and coal, is one of the contributing reasons for their popularity, but the extreme heat of the prairies is perhaps the most important cause of this development. The three-burner type appears to be greatly in demand.

Merchants Turn Now To Even Up Old Score

In the drought-stricken districts of Southern Saskatchewan and Southern Alberta many merchants have been heard to remark recently that the farmers are beginning to receive their full merited punishment for sending large amounts of money to the mail order houses instead of paying cash to the local stores. If they had spent their cash at home the merchants would be in a better position to carry them, they say. Not having had this patronage, however, and being forced to meet their accounts with the wholesalers, a great number of merchants in this district are hanging out the sign, "Cash business only." In the case of old customers who have been loyal to them there is a general inclination to extend a line of credit until such time as they are in a better position to pay, but the mail order farmer is being turned down flat everywhere. Without cash he is placed between the devil and the deep sea. He can neither secure credit from the catalogue houses nor from his home merchants.

Dealers Cannot Get Enough Baseball Goods

Complaint is made by many hardware merchants visited in Western Canada in recent weeks by a representative of HARDWARE AND METAL that they are unable to secure enough baseball goods to supply the demand that is everywhere felt this year. Baseball was never so popular in the West, and baseball tournaments are the leading features at all celebrations and sport days. The keenest rivalry develops between towns, and the popularity of the sport is attested by the large purses hung up at the various tournaments. Recently the town of Morse, Sask., put up $2,500 for the winners of a series of games to run over three successive days.

Embargo on Hides May Mean Scarcity of Belting and Lace Leather

If American Government Retaliates and Refuses to Allow Leather to be Exported to Canada, Harness Makers May be Affected Also

IT is too early yet to ascertain the effects the embargo placed on hide exports will have on the trade but dealers are looking for higher prices and a possible scarcity as far as lace leather and belting are concerned. Prices of these commodities, as stated in previous issues of HARDWARE AND METAL, have been climbing steadily as a result of the advances made in hides. There has not been any serious shortage yet, but if the American Government should retaliate and place an embargo on exports of hides to Canada considerable difficulty might be experienced. In a case of this kind harness makers would be affected also.

The embargo on hides was placed by the Minister of Trade and Commerce, owing to the abnormal situation of the hide and leather markets, which vitally affects the interests of both consumers and producers of boots and shoes in Canada. The Government has called a conference of the various interests concerned to consider and advise as to the best course to be pursued.

In the meantime the exportation from Canada of raw hides, skins and leather for the manufacture of boots and shoes shall be prohibited, except under license from the Canadian Trade Commission. The main features of the situation are as follows:

Hides Advanced in Price

(1) A great advance in prices of hides, followed by a consequential advance in the cost of leather and boots and shoes made therefrom. In June, 1918, heavy upper leather sold from 46 to 48 cents, based upon hides costing from 24 to 26 cents. On July 1, 1919, similar leather sold at 84 to 86 cents, based on hides at 60 cents. That is the price of leather has advanced about 82 per cent., while in this same period the price of hides has advanced 140 per cent.

(2) These prices are greatly in excess of English prices owing to the fact that English buyers purchased heavily in foreign markets before the advance in price caused by the stringency thus created. There is an embargo on the export of hides from the United Kingdom, and British producers of boots and shoes are thus enabled to manufacture at prices which inure to the advantage alike of British consumers and of the export trade of Great Britain.

Shortage of Leather Possible

(3) Under these conditions the boot and shoe industry of Canada is faced with a lack of supply of leather for the productive outout for export purposes, and with necessity of producing even that supply at a cost which will be reflected heavily in the cost to the consumer in Canada. In the meantime Canadian hides and leather are being exported in large quantities. The main problem is how to secure the necessary supply of leather at reasonable cost, first to meet the demands of Canadian consumption, and secondly to enable the industry to participate in the export markets of the world.

MONTREAL STORES WILL CLOSE EARLY

With the exception of barber shops, Montreal stores will close early on four nights of the week, Monday, Tuesday, Wednesday and Thursday. This is the action passed this week on the new Early Closing By-law by the city council.

Exceptions are made in the case of some stores. Among these are tailoring stores, millineries, needlework shops, merchant tailors. On the understanding that employees will not be retained after 7 o'clock these may remain open until 9 p.m. on Monday nights. Cigar stores, news stands, flower and fruit stores, pastry shops, drug stores, and aerated water shops are exempt from operation of the by-law. A penalty of $40 is provided for offenders.

FAVORING CANADIAN GOODS MORE

Newfoundlanders are beginning to favor Canadian-made goods more than ever before. This is the opinion of John R. Anderson, manufacturers' representative, Montreal. Mr. Anderson has been over to the Island and stated that conditions there, as well as in the Maritimes, are very satisfactory from a business standpoint. St. John's, of course, is the centre of activity in Newfoundland and there is a good spirit abroad there in a business way.

KEEPS STORE LOCATION ADVERTISED

A dealer in Moose Jaw, who conducts an extensive business in lighting plants, has devised a simple but striking sign that hangs at right angles above his door. It reads:

Electricity for the Farm

At night this sign is illuminated, and while the store is located on a side street, the unusual sign cannot fail to attract the attention of those passing on the main thoroughfare. A general stock of electric goods is carried.

Minimum Wage Scale for Women

Saskatchewan Minimum Wage Board Sets $15 Weekly as the Minimum Wage for Experienced Clerks—48-Hour Week Also Set

THE first pronouncement of the Saskatchewan Minimum Wage Board recently appointed by the Provincial Government has been made, and it affects female employees in shops, stores and other mercantile institutions in the Province. The minimum wage for experienced females employed in the institutions mentioned will be $15 a week. The minimum for beginners is $9.50 per week, with an increase every three months until one year of service has been completed, when the employee is deemed to be experienced and will be entitled to the $15 scale. The board also set the hours of employment for women and girls in this class of work providing for a maximum of 48 hours per week. The $15 minimum for experienced female labor in the mercantile classification is considerably higher in Saskatchewan than is in effect in the other three Western Provinces. In Manitoba the minimum for experienced female labor in stores and shops is $12, in British Columbia, $12.75, and in Alberta, $9.

The minimum for beginners is $9.50, according to the new ruling; for the first three months, $10.50; for the second 3 months, $11.50; for the third 3 months, $12.50, and $13.50 for the remainder of the first year's service. Out of the 659 adult women and girls employed in this class of work in Saskatchewan, 341 are being paid wages ranging from $6 to $15 per week.

In connection with the hours of employment, provision was made for an extension of the number of hours of employment under special circumstances when permits may be issued for additional hours not to exceed 36 days during the year. Power to issue such permits was delegated to T. M. Molloy, Commissioner of Labor for Saskatchewan.

The orders will not come into effect until the board has completed its work in connection with all classes of female labor, after which the orders will be published in two issues of the Saskatchewan Gazette and will become effective under the provisions of the act 30 days after the first publication.

The decisions of the board respecting the minimum wages and the hours of employment were not unanimous. The members of the board are W. F. Dunn, barrister, Moose Jaw; J. F. Cairns, departmental store, manager, Saskatoon; Harry Perry, Labor Alderman, Regina; Mrs. Robertson, Saskatoon, and Mrs. Bothwell, Regina.

It Pays to Patronize the Home Town

Price Ticket on Everything —Individual Responsibility Necessary to Building Up of Community Life—Keep Money Circulating at Home—Prosperous Towns an Advantage

By E. M. TROWERN, Secretary, Dominion Executive Council, The Retail Merchants' Association of Canada, Ottawa.

THE great pivot upon which the affairs of the world swing is individual responsibility. Millions upon millions of tons of literature are being spread throughout the world in all languages every year, calling attention to the wrongs of society as a whole, but in the final analysis these wrongs can never be entirely righted until every individual in every community takes an individual responsibility upon himself or herself to see that they are righted. Pure, unadulterated selfishness is at the root of all the trouble. Strange as it may seem, no person can do a selfish thing or commit an unfair act without having to pay the price themselves, or, in other words, "there is a price ticket on everything."

How It Works Out

Take, for instance, a group of persons who are employed in a manufacturing plant, or in any other institution, who conceive the idea that if they bought certain lines of staple goods in bulk at wholesale prices and divided them up among themselves that they would save money and thereby benefit themselves, or, in other words, they would be adding to their earning power. If the plant or institution in which they were working was located in a prosperous town or village, their action would affect the legitimate retail merchants, who were endeavoring to serve them in the town, and the result would be that the retail merchants who formerly handled the lines which were purchased by these persons at wholesale prices would cease handling those lines, and, in order to pay their rent and their running expenses, they would have to increase the cost of the other lines which they carried and which these employees required. What benefit, therefore, would be gained by transactions of that character? If you want to do your fellow citizens, the retail merchants, an injustice by interfering with their trade for the purpose of endeavoring to benefit yourself for selfish purposes, you have to pay the price in the end, either in money or in loss of service. This rule applies in every walk of life and you cannot evade it.

Why Retailers Locate

The more retail stores we have in the community the better the community will be served. Competition is the most sacred weapon in the world and it should never be interfered with. Retail merchants open stores in various locations, because they believe that they can do business in those locations, or, in other words, they take the individual responsibility and, consequently, the risk. Is this not as it should be? Would any sane person suggest that the Government should decide as to where and when stores should be opened, as was attempted in Germany? We think not.

The basic foundation upon which every community is built is the action and decision of the individual. They locate where they themselves decide is best for them, and around them others associate, and in this way our community life is built up.

We, therefore, repeat again that the great pivot upon which the affairs of the world swing is individual responsibility. Each individual in every community is there because, in their opinion, it suits them best, otherwise they would leave and go to some other place.

Circulate Money Freely

To build a healthy and a prosperous community, as well as a contented community, money must circulate freely. It can only circulate according to the desires of each individual. If the stores were full of goods and no one wanted to purchase them because a large number of persons sent their money out of town, the stores would soon close and be "out at the knees." If those who sent their money out of town to mail order houses owned property in town, or were employed by the town in any capacity, their property would soon depreciate in value, and, as we stated before, they would be "paying the price" for their selfishness, which would again prove that "there is a price ticket on everything." You cannot do a mean trick to anyone without having to pay the price, and this is just as true of every city, town or village.

Keep It At Home

Twenty-five men sat at a table and it was discovered that they all owed one another ten dollars apiece. The first man handed his neighbor ten dollars and it was passed around, thus paying debts amounting to two hundred and fifty dollars, and the first man received it back again. Let us suppose that money was short in that town, and the first man sent the ten dollar bill away to a mail order house, how long do you think those debts would be outstanding? The more that money is kept circulating in the home town the better chance everyone has to float his or her services, or their merchandise, and they both mean the same thing in the end. Money is only accumulated industry, and everyone can get some if they only work for it, and the chief thing is to see that it does not get cornered by one or two huge monopolies, who can then control labor.

Prosperous Towns an Advantage

If Canada had five hundred thousand prosperous towns she would be immensely bettter off han if she had only half a dozen large cities. There are no slum sections in the towns. To their credit it can be said that the townspeople look after their poor. No man, woman or child need starve while the townspeople have bread. They know one another better than do the people of large cities, as they are nearer to each other. It has been stated that Canada to-day could accommodate itself to ten million farmers and then have room for many more. Does that not mean much for the towns? The first question that a prospective purchaser of a farm asks is, "How near is it to a town?" Is that not a proper question to ask? The town is the heart blood of the community; it is the bright, social spot in the life of every farming district; it is the one thing that binds the boys and girls to the old home. Kill your towns by sending your money away to mail order houses, and you are thrusting the knife into the very heart of Canada. Build up your towns by keeping your money in local circulation and you are building up production and helping your manufacturing industries and making the people more contented and happy, and by spending your money in the home town you are creating better stores, a greater variety of stocks, better service to the community, and you are securing lower prices through having local competition.

Buy in your home town and be a booster for it.

Cabinet Display Makes For Speedy Service

McPherson Bros., hardware merchants of Medicine Hat. Alta., who have had good success in attracting business by window displays, have adopted the system of placing in a wall cabinet behind the counter just inside the door at the front left of the store, a very complete stock of the articles on display in the window. They are therefore able to give speedy service to all who step inside to make further inquiries. The windows are changed every week, and in dressing them the firm has adopted the policy of featuring one line of articles at a time. The greatest pains are taken to create an alluring display which will catch and captivate the eye. In June there was a very marked response to a display of fishing tackle; later, as the hot weather came along, vacuum bottles were featured, and this was followed by auto accessories.

Do You Know Any of These Three Chaps?

HE occupied a fairly large place in the community. He was a manufacturer in a good way, and what he had to say about conditions generally carried some weight. In fact what HE SAID had quite a bit to do with what the community believed.

On this particular day this HE SAID individual stood on the corner just before parting company with the bank manager.

Of course the banker wanted to know his ideas about credits and the outlook in general. It was not possible to hear all that HE SAID, but such words as strikes, no output, hard winter, failures, high costs, were easy to hear. In fact, a person would not need to be an eavesdropper at all to get a whole earfull of real honest-to-goodness blue-ruin talk.

The banker went his way and HE SAID went his. Just as the banker was about to enter his office he met the man who used to attend to the furnaces in winter. Instead of saying, "Good morning, Joe," he stopped and asked Joe how things were going with him. "Fine," replied Joe as a starter. "Working every day at bigger pay than I ever hoped to get. My boy got back from France three months ago and he's working in the same shop. If you want to know how we're doing just take a glance at my savings account. It's right in your own bank here," and Joe was off with a smile.

And quite unconsciously Joe, the former furnace man, had put the axe into the burdock bush that HE SAID had planted in the mind of the banker.

Now as a matter of fact HE SAID was only a very ordinary individual.

Any croaker who decorates a sugar barrel in the old corner grocery could have handed out just as fine a line of headed-for-the-bow-wows talk. It does not require brains—it does not require courage, nor vision, nor executive capacity. Simply a wagging tongue and a bit of an audience—the rest is easy.

Nothing more was needed than that the tongue should wag and the audience not ask any pertinent questions that would confuse the wagger.

HE SAID lives in a good many Canadian centres. He is telling that coal is going to be very high this winter; that there will be an awful lot of people out looking for work; that building is almost at a standstill; that costs are high; that there is industrial unrest; that buying is from hand-to-mouth, and that our money is at a stiff discount in the United States markets.

Unfortunately there is no legal way of dealing with HE SAID. Certain animals can be muzzled during the hot days of August, but there is no muzzle for HE SAID. He is at liberty to go his way, throwing out doubt here and fear somewhere else.

The antidote lies in Joe, the former furnace man—Joe, the apostle of good news—Joe, the chap who knows enough to stay everlastingly at the harvest while the cutting is good.

If Joe gets along to boot HE SAID out of his job, he will buttonhole the banker and say that in spite of strikes, reported crop shortage, high costs, and all these things, retail buying is heavy and payments good—that the world is short of scores of lines that must be grown or manufactured—that many big buildings must be gone on with very shortly—that failures of responsible firms are almost unknown—that Bolshevism has got a black eye—that the costs of the rest of the world are just as high or higher than ours.

Yes, Joe, the former furnace man, would have given the banker a real vision. He would have jumped into his mental horizon and shoved it back a couple of miles. The chances are that Joe would put more blue sky and sunshine into the banker's ideas than could have been hatched under any other circumstances.

Now, this is not visionary. HE SAID, Joe and the banker are real people, and they have been discussing real Canadian conditions.

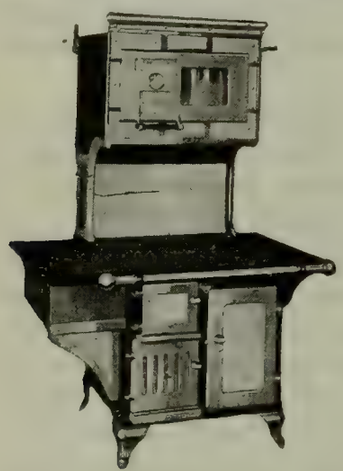
They represent three conditions and classes in Canadian business. Sift them out and see where you fit in.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

CABINET RANGE

The James Stewart Manufacturing Co., Ltd., of Woodstock, Ont., is manufacturing a four-hole cabinet range, which, it is stated, is especially adapted for service in town and city homes. The range, it is claimed, combines maximum utility and efficiency. It is stated that



Stewart Cabinet Range

it is compact yet commodious, with visible oven requiring no opening of oven doors or stooping in order that the contents of the oven may be seen. It is stated also, that no black leading is necessary, that the range has an unobstructed polished cooking top. The appearance and finish of the range throughout, it is stated, makes it most attractive and, it is claimed, makes a splendid kitchen heater when so required.

"COMFORT" IRON

The "Comfort" iron manufactured by the Hamilton Gas Mantle Co., Hamilton, Ont., has, it is stated, eighteen and a half square inches of heating surface. It is claimed it will save from $12 to $15 a year on ironing expenses. The "Comfort" uses gasoline, which, it is stated, is vaporized, mixed with air and converted into a gas perfectly adapted for ironing. Only 7 per cent. of the heat is gas, the rest comes from air mixture. It is claimed that the iron is ready for work in 30 seconds, is simple in design, compact and handy. It is stated that it is handsomely finished, being heavily nickeled and highly polished and will do ironing easily, quickly and thoroughly.

TRIO-DIE STOCK

The Trio-Die stock, manufactured by the Greenfield Tap & Die Corporation, of Greenfield. Mass., contains, it is stated, dies and bushings for three sizes of pipe, all mounted in a single stock. This tool, it is claimed, is always ready to thread any one of its three sizes without any change, or adjustment of any kind. An important feature of the trio-die stocks, it is stated, is that they are fitted with Little Giant pipe dies. These dies are made with a double bevel, a patented feature which, it is stated, permits the dies being reversed. This makes it possible, it is stated, to thread pipe projecting only a short distance from a wall, or to cut threads right up to a shoulder. By reversing the dies, the throat or chamfer is turned out.

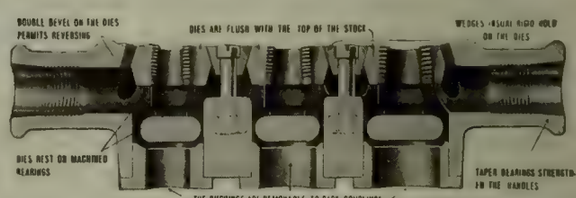
Adjustment of the dies is possible, as they are of the two-piece type, and can be set, it is stated, to cut either exact or undersize by means of the set screws at each end of the die halves.

That this tool was designed with the user constantly in mind is evidenced, it is stated, by the choice of sizes included in the various models, there being one model with three sizes, which are of extreme usefulness to the plumber, and another with three sizes which are used continually by the electrician.

The complete tool, it is stated, is surprisingly light in weight and can easily be carried in a kit bag by simply removing the handles.

When assembled ready for use, the whole tool, it is claimed, is stiff and





Above: The Trio-Die Stock
To Right: Sectional View

solid, as the taper bearings into which the handles screw not only reinforce the joint, but also insure a joint which will not become loose with use.

The bushing guides used in this stock are so arranged that it is practically impossible, it is stated, to start anything but a straight, true thread, and these guides being removable, make possible the threading of nipples.

The dies, it is stated, are made of the best grade of carbon steel, while the frame of the stock is a malleable casting, practically unbreakable.

The dies are held in place by the three-angle principle. The dies bottom on a ground surface, and are held absolutely rigid against beveled side locating surfaces by wedges having bevels of the same angle as the side bevels on the die. Extremely accurate adjustments are possible, it is claimed, as all the surfaces of the stock against which the dies rest or locate are machined and ground.

There May Be Some Ideas Here For You

From time to time there are occasions in every town when the merchants are called upon to put a decorated float in a celebration parade. Some of the ideas carried out by S. K. Gryde, a hardware merchant at Leader, Sask., on the occasion of the annual sports day this year, may prove of value to other members of the trade. The two outstanding features were, first, a very large man dressed up as a negro mammy, who employed himself throughout the parade in tossing flapjacks from the top of a new perfection oil stove, second a power washer operated by a small gas engine, with an arrangement attached to the weather whereby it would revolve two 7-foot wheels, one on each side of the float. These wheels covered with red, white and blue material presented a pretty and animated sight as they whirled in the sunlight. A refrigerator and other household goods made up the balance of the exhibit, which was gaily ornamented with flags. Canvas signs on all sides of the float advertised the business of the merchant. An advertising novelty in the form of cotton caps with visors, and bearing the firm's name, was distributed from the float as it proceeded on its way. A negro baby occupied a position beside the driver.

AVERAGE OVERHEAD EXPENSES

Do you know what your overhead expense averages per day? Do you know what percentage of profit your business averages also? If you are thoroughly informed as to these two facts, you can tell, with a few minutes' figuring, how much business you must do each day to pay your expenses before you have any profit for promotion, expansion, or for the paying of possible dividends.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

MARKET revisions are again numerous this week with advances perhaps predominating. One of the most important revisions noted, however, is that on rope, which shows a decline all the way around. Pure manila, British manila and New Zealand hemp are all down 2c per pound, with sisal rope and sisal lath yarn down 2½c. The change in sisal products is due to weakness which has been developing in the fibre markets the past two or three weeks and manila grades have receded very largely in sympathy.

The strength apparent in the leather situation is revealed again this week in an advance in the prices ruling on lace leather. New quotations rule at figures 25c per pound in advance of former levels.

A reaction has taken place in linseed oil this week, following declines which have been named in flaxseed. The seed market is extremely sensitive and varies considerably from day to day. Levels very much lower are not looked for immediately and the crop report, to be issued Friday by the United States Department of Agriculture, will undoubtedly have a bearing on quotations on seed. Quotations on linseed oil to-day are 8c per gallon below last week's level.

Turpentine continues to soar and new record prices have been established not only in the South, but locally. Stocks are being depleted rapidly and some jobbers refuse to sell more than five gallons to any one customer. Prices during the week show an advance of 26c per gallon and all tendencies at present point to continued high figures.

Ingot tin shows a further advance of from 1c to 2c per pound this week with the undertone to the market firm. For the first time in some weeks copper shows no revision, the market holding at unchanged levels.

Higher prices on tin have contributed largely to an advance which has been made in solder during the week. New quotations are at levels ranging from ½c to 3c per pound.

Mouse traps are up 25 per cent.; steel squares 15 per cent. and sweat pads about 7½ per cent. Saw vises and chest handles are lower. Washing machines show an increase of about 7½ per cent., due, it is said, very largely to high prices ruling on all kinds of lumber.

MONTREAL MARKETS

MONTREAL, Aug. 7—Outstanding price changes of the week are several and apply to standard lines for the most part. Several lines of valves have been advanced through a change of discounts, particulars of which will be found elsewhere. Sad irons advanced 5% for the asbestos make. Sweat pads are higher to the extent of 7½%. Tools of Millers Falls make are up. Jack screws recorded some stiff increases this week. Alarm clocks also advanced for several well-known makes, while two numbers of sash pulleys are quoted higher. Graphite is advanced from 47½% to 50c per pound. Washing machines are higher through a change of discount and various chisel handles are selling 10% higher. Iron and brass machine screws with round and flat heads are up. All lines of padlocks are now on the higher price basis. Stoves and ranges are very firm and advances will probably be made in the not distant future. Pig tin is up.

A decline of importance is made in the price of rope. Two cents has been clipped from the price of Manila, both pure and British, while sisal is now 25c, showing a decline of 2½c.

Jobbers are well pleased with business conditions.

Sweat Pads, Smooth Irons, Valves Higher

Montreal.

PADS, IRONS, VALVES.—An advance of about 7½ per cent. has been made for the American Pad and Textile Co.'s sweat pads. This will affect all lines.

Asbestos smoothing irons are also up. The increase amounts to 5 per cent.

Changes in the nature of an advance have been made in the price of various valves. Standard globe, angle and check are advanced from a discount of 32½ per cent. to 22½ per cent.; gate and straightway from 32½ per cent. to 25 per cent.; Jenkins pattern from 25 per cent. to 17½ per cent.; Jenkins genuine from 10 per cent. to 5 per cent.; angle and check from 10 per cent. to 5 per cent.; gate from 12 per cent. to 7½ per cent.

Alarm Clocks Higher; Jack Screws, Pulleys

Montreal.

CLOCKS, SCREWS, PULLEYS.—Advances are announced for alarm clocks. New prices on Big and Baby Bens are $3.20 each; America, $1.40; Lookout, $1.75; Ironclad, $2.27; Sleepmaster, $1.84. In some cases this is 10 per cent., some 5 per cent.

Jack screws are marked up, too. Some of the prices on these are as follows: 1¼ in., per doz., $33.60; 1½, $46.50; 1¾, $68; 2, $90; 2¼, $132; and 2½, $160.

Sash pulleys, No. 9, are advanced

from 59c to 65c per dozen, and No. 12 from 62½c to 69c.

Chisel Handles Up ; Various Tools, Too

Montreal.

HANDLES, TOOLS.—Advances of approximately 10 per cent. are effective for chisel handles. This applies to ferruled and socket patterns. Various tools of Millers Falls pattern are also advanced, the approximate change making prices 10 per cent. higher.

Washing Machines Higher; Screws, Too

Montreal.

WASHING MACHINES, MACHINE SCREWS.—Prices have been advanced on washing machines through a change of the discounts. The former discounts of 30 and 10 per cent. are superseded by new ones of 30 and 5 per cent.

Round and flat head machine screws are now on the basis of 37½ and 10 per cent. The new discount for brass of the same class is 30 per cent.

Oils Unchanged; Gasoline a Seller

Montreal.

OILS, GASOLINE.—A steady movement of oil continues, quite a demand existing for coal oil. The basis is unchanged, with prices ranging from 21-24c per gallon, according to grade. Gasoline is a seller, too, and the standard grade still is quoted at 33c.

Manila Rope Down 2c; Lathyarn, Sisal, 2½c

Montreal.

ROPE AND CORDAGE.—It was suggested last week in HARDWARE AND METAL that declines might be forthcoming on some lines of rope. A decline of two cents is now effective for manila, pure being quoted at 32c per pound, base; British or Beaver at 28c. Sisal is quoted at 25c, a decline of 2½c per pound. Lathyarn is also 25c per pound, base, this being a reduction of 2½c. There is not a great deal of business, but quiet is looked for at this season of the year.

Stoves May Go Up; Wares Move Well

Montreal.

STOVES AND WARES.—Movement of stoves and ranges has been fair. There are also quite a number on order for fall delivery. The tendencies, as far as prices go, are firm, and one maker predicts that costs will require a revision to be made in the selling prices. Labor costs have steadily become greater.

Various wares have been selling fairly well and the movement is seasonably satisfactory.

Many Nails Moved; Are on Firm Basis

Montreal.

NAILS AND WIRE.—Jobbers report that wire nails have moved freely of late and that there is no complaint in the volume of business. The basis is held at $4.75 per keg for both standard wire and cut nails.

Wire products have been quite firm and while moving in a limited way, the sales have been seasonable. At $5 basis for No. 9, smooth steel, the business coming to hand is promptly filled.

Splendid Movement Of All Bars; Firm

Montreal.

STEEL AND IRON.—There has been quite a movement of merchant bar iron and of steel. The summer trade has met the expectations of the trade and prices, while unchanged, are ruling with a firmness of tone that will very probably continue.

Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 22
Black Diamond toe steel, per lb.	0 22
Black Diamond cast steel, lb.	0 22
Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75

Tendencies Firmer On Various Sheets

Montreal.

SHEETS AND PLATES. — While there is not a heavy movement of sheets and plates, there has been quite a little business. In view of the stronger tendencies applying outside local markets are somewhat firmer and prices may be moved upward ere long. It is felt by many in the trade that the present quotations are rock bottom.

	Per 100 lbs.	
BLACK SHEETS—		
10 gauge	$5 60	$6 25
12 gauge	5 55	6 20
14 gauge	5 60	6 35
16 gauge	5 70	6 50
18-20 gauge	6 25	6 35
22-24 gauge	6 30	6 40
26 gauge	6 35	6 50
28 gauge	6 65	7 00
GALVANIZED SHEETS—		
10¾ gauge	$8 35	$9 25
28 gauge	8 30	8 85
26 gauge	....	8 50
22 and 24 gauge	7 70	8 35

BRIEFS FROM THE WEEK'S MARKETS

Soldering coppers show another advance this week, the latest quotations being 3½ cents a pound higher than former figures.

* * * *

Turpentine is still soaring and with the market very strong an increase of 26 cents is already registered.

* * * *

Higher prices for lumber and raw materials have affected washing machines and new discounts are in effect which increase quotations.

* * * *

Steel squares show a sharp advance, the new quotations being fifteen per cent. higher.

* * * *

Declines in sisal fibre prices have resulted in lower quotations on rope and sisal lath yarn.

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Although no figures have yet been given out an advance in window glass will be made shortly.

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Mouse traps and rat traps have been revised upwards, the new prices showing an advance of 25 per cent.

* * * *

Higher prices are again shown on solder and the figures are from ½ to 3 cents a pound above former quotations.

Advances in hides and leather are reflected in new and higher quotations for lace leather.

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Prices of chest handles at Winnipeg show a drop of five per cent.

* * * *

Linseed oil is slightly easier but indications are that this is merely temporary.

* * * *

Winnipeg quotations on saw vises show a slight reduction.

* * * *

Further advances are shown this week in the price of tin. New and higher prices have been issued for slotting on stove rods.

* * * *

Barb wire prices at Winnipeg have been increased again.

* * * *

With a brisk demand from all parts of the country nail prices are holding firm.

* * * *

For the first time in some weeks prices on copper show no change.

20 gauge	7 50	8 35
18 gauge	7 50	8 35
16 gauge	7 30	8 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Some Easier Tone In Old Materials

Montreal.

OLD MATERIALS.—Quite a change has been manifest during the past week or two on old materials. This has come from an accumulation of supplies, as the manufacturers are not buying heaviiy, and also is due to the fact that small dealers have been buying extensively and now want to sell. No reductions have been made, but the undertone is easier.

Dealers' Buying Prices—		
Pipe scrap, ton	....	12 00
Stove plate, ton	....	15 00
No. 2 busheling	7 00	8 00
Old rubbers, boots and shoes	0 07	0 08
Overshoes, lumbermen's rubber boots	....	0 05
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	....	0 03½
Automobile tires	....	0 04
Yellow brass	0 09	0 10
Red brass	0 17	0 18½
Light brass	0 07½	0 08½
Scrap zinc	0 07	0 08
Heavy copper	0 20½	0 22
Wrought iron, No. 1, per gr. ton	....	15 00

Solder Advanced Both Bar and Spool

Montreal.

SOLDER, LEAD PRODUCTS.—Advances are in effect for solder. These approximate 1½c per lb. and increases are also made for wire solder. The immediate reason is the higher prices obtaining for tin. There is a fairly good demand. There has been no change in the price of lead products, although it should be noted that a 10 per cent. discount applies on lead pipe from the prices quoted below.

Lead pipe	....	0 12½
Lead waste	....	0 13½
Note.—Lead pipe is subject to a discount of 10%.		
Lead traps and bends	....	15%
Lead wool, lb.	....	0 13
Lead sheets, 3 to 3½ lbs., sq., ft., lb.	....	0 12½
Lead sheets, 4 to 8 lbs., sq. ft.	....	0 09½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	....	0 37
Solder, strictly, lb.	....	0 32½
Strictly, commercial, lb.	....	0 31½
Solder, wiping, lb.	....	0 29½
Solder wire (8 gauge)—		
40-60	....	0 36
45-55	....	0 39
50-50	....	0 41¾
Zinc sheets, casks	....	0 17
Do., broken lots	....	0 16

Tin is Higher; Antimony Stronger

Montreal.

INGOT METALS.—The price changes of the week are those of an advance for tin and a firming of antimony price, locally. For the most part the trading is quiet.

COPPER.—As stated last week there seems to have been a resting of price change and no advances are recorded. The basis here remains at 27-28c per pound.

TIN.—While there is a somewhat dull market, the London price has again advanced. In sympathy with this the local quotations are advanced to 60-62c per pound.

LEAD.—Prices have been held on the higher basis recently reached, but there is little trading. Locally there is no change. Price 7¾c per pound.

ANTIMONY.—While the outside markets are quieter, prices have firmed a little locally to 11c per pound.

ALUMINUM.—What small trading has been done is on the basis of 35c per pound.

PIG IRON.—Prices have been firming in the States and buying is reported active. The local price may be moved upward, but it still is holding at $48 per ton.

TORONTO MARKETS

TORONTO, Aug. 7—Lower prices have been named this week on rope, pure Manila, British Manila and New Zealand hemp declining 2c per pound and sisal 2½c per pound. Advances have been recorded in steel squares, which move up about 15%, and mouse and rat traps which are 25% higher than formerly. Washing machines have undergone a revision upward and an advance of about 10% is shown in a line of brass valves. Sweat pads, soldering coppers and ingot tin are higher and a new charge for slotting stove rods is announced, providing for an advance on this type. The strength in the tin market is responsible for a further advance of 3c per pound in solder prices.

Higher Prices on Washing Machines

Toronto.

WASHING MACHINES. — Higher prices which have had to be paid for the various kinds of lumber entering into the construction of washing machines are given as one of the big factors contributing to the advance reported this week in price of washing machines. A new discount has been named of 30 and 5 per cent., which replaces a former discount of 30 and 10 per cent. There is no change noted in the list prices which is shown in the current market quotations.

25 *Per Cent. Jump in Mouse, Rat Traps*

Toronto.

MOUSE, RAT TRAPS.—A sharp advance has occurred this week of 25 per cent. in the prices which are being named on mouse and hat traps.

Valves Reach Higher Levels

Toronto.

VALVES.—A further advance has been recorded this week in some quarters on Jenkins Bros.' globe, check, angle and gate valves which go up a further 10 per cent. These are now being quoted to the trade at net list.

Sweat Pads Show an Advance

Toronto.

SWEAT PADS.—Higher prices are again the order of the day on sweat pads, and quotations which are now in effect are for the B. B. 10 inch, $9.00 per dozen, and B. B. 11 inch, $9.60 per dozen. The quotations which are now prevailing on the red edge yellow 10 in. are $9.50; 11 inch, $10.20, and 12 inch, $10.80 per dozen. The higher price of the various materials entering into the manufacture of these, along with increased production costs, are given as reasons for this change.

Soldering Coppers Go Up Another 3½c

Toronto.

SOLDERING COPPERS.—A further advance of 3½c per pound has been made in price on soldering coppers this week. This follows on the heels of an advance of 2c made last week and quotations which are now being named to the trade are 17½c per pound base. There is no change in the extras.

15 *Per Cent. Increase in Steel Squares*

Toronto.

STEEL SQUARES.—The market on steel squares shows a sharp advance this week in prices which are being issued to the trade. The new quotations which are now being made provide for an advance of 15 per cent. over former prices.

Slotting on Stove Rods Higher

Toronto.

STOVE RODS.—New prices have been issued this week on flat head stove rods with shaved heads. The difference really applies on the slotted, the discounts which are now prevailing being for the three-sixteenth inch, not slotted, 40 per cent., and for the slotted, 30 per cent. The discounts previously ruling on these lines were 40 per cent. and 35 per cent. respectively. On one-quarter inch, five-sixteenth inch and three-eighth inch, not slotted, the price per pound remains at 9½c, which represents no change, but the extra for slotting is now 50c per 100 rods extra, replacing a former charge of 25c.

Lace Leather Moves Up Again

Toronto.

LACE LEATHER.—An advance has been named in lace leather this week, following the continued strength of the leather markets. In sides the price has increased to $2.00 per pound, and in cut laces, the price is $2.40 per pound.

Declines Shown in Rope This Week

Toronto.

ROPE.—Declines which have been predicted in HARDWARE AND METAL the past couple of weeks have materialized this week. Pure manila, British manilla and New Zealand hemp have each dropped 2c per pound with sisal rope and lath yarn down 2½c per pound. These changes are due largely to the easier tone in sisal fibre, manila grades easing away in sympathy. Quotations now being named to the trade on rope are: pure manila, 32c per pound base; British manila, 28c; New Zealand hemp, 28c; sisal, 25c; sisal lath yarn, 25 per pound base.

Stoves Promise Activity; Wares Too

Toronto

STOVES, WARES.—Manufacturers look to a very active demand during the present month on stoves. There has been a fair amount of booking business come to hand and it is understood that the manufacturers are urging their customers to take delivery of supplies early. This would indicate that there is a possibility of a shortage later on and that an advance may take place seems quite within the realm of possibility.

Activity is also apparent in all lines of wares with the undertone to the market reported very strong. It is rumored in some quarters that higher prices are possible towards the end of this month, but in the meantime there is nothing definite on this score. Some factors are strongly of the opinion that there will be no change at that time unless something very sensational in the market develops in the meantime.

Oils and Gasoline Moving Freely

Toronto

OILS, GASOLINE.—Asked as to how business was this week, one refiner replied that there was altogether too much. This seems to be the feeling in regard to all lines of motor lubricating oils, greases and gasoline. Business has been exceptionally heavy and with the threshing season pretty nearly in full swing, the demand from that source has developed quickly. As far as can be learned orders are being taken care of promptly and there is no indication of any shortage whatever. Gasoline is being quoted at 32c per gallon, which is an unchanged figure.

There is nothing new in the situation on coal oil to report, prices remaining at 20½c to 23½c, according to grade. Sales continue to represent considerable proportions.

Nails Hold Firm; Wire is Steady

Toronto.

NAILS, WIRE.—The undertone of the market on nails is decidedly strong but there has been no indication of any advance in price. The demand at the present time is only fair, and whereas there is improvement shown it is not sufficient to warrant any advance. That at least is the opinion of some factors in the trade. Quotations which are ruling to-day are $4.70 per 100 pounds base for the wire nails, and $4.75 for the cut nails.

Smooth steel wire is quoted at $5.00 per hundred pounds, which is an unchanged figure.

Iron and Steel Bars Holding Steadily

Toronto.

IRON AND STEEL BARS.—Steadiness marks the position of iron and steel bars with the undertone to the market tending towards firmness. No price revisions are noted in quotations given below and no immediate change is looked for. The figures being quoted to the trade range as follows:

Common bar steel	$4 00	$4 25
Common bar iron	4 00	4 25
Angle base	4 25	4 50
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk steel	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel	4 00	4 25
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45

Situation in Wrought Pipe and Tubes Same

Toronto.

WROUGHT PIPE, BOILER TUBES.—There has been no change of a startling or even a particularly interesting nature this week in the situation on wrought pipe. Business is considered very good and prospects for a continued firm market. Prices appear in current market quotations at unchanged figures.

Seamless steel tubes seem about due for an increase, although the new prices are not announced yet, but it is understood the warehouses are calling in quotations that were made some days ago, and which have not been closed with. The increase will probably be about 2½ per cent., and the only good reason for it seems to be that there is a great demand for tubes just at this time, and many of the mills are booked well into the future. Quotations range as follows:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1¼ inch	27 00	....
1½ inch	28 00	....
1¾ inch	30 00	26 00
2 inch	30 00	26 00
2¼ inch	33 00	28 00
2½ inch	40 00	32 00
3 inch	46 00	38 00
3¼ inch	....	45 00
3½ inch	56 00	42 00
4 inch	70 00	54 00

Higher Figures Again Named on Solder

Toronto

LEAD AND ZINC PRODUCTS.—Higher prices are again in evidence on solder this week with quotations ranging from ½c to 3c per pound above last week's figures. The prices now in effect are for the guaranteed 35½c to 38c per pound; strictly 34½c to 37c; commercial, 32½c to 35c; wiping, 31½c to 34c; wire, 35½c to 41c. The strength of the tin market is largely responsible for this move upward.

A firm undertone prevails in manufactured lead products with business active. Prices remain unchanged at figures shown herewith:

Lead pipe, list, per lb.		$0 12½
Lead waste pipe, list, per lb.		0 13½
Do., over 8 inches, list, per lb.		0 14½
Above subject to discount of 10%.		
Lead traps and bends		15%
Lead wool, lb.	0 11	0 12½
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 12	0 13
Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	$0 35½	$0 38
Solder, strictly, lb.	0 34½	0 37
Solder, commercial, lb.	0 32½	0 35
Solder, wiping, lb.	0 31½	0 34
Solder, wire, lb.	0 35½	0 41
Zinc sheets, per lb.		0 17

Market on Sheets Maintains Strength

Toronto

SHEETS, PLATES.—Strength marks the position of sheets this week locally. Sheets have gone up at the mills in some places, although there has been no increase at the warehouses. Advice received by HARDWARE AND METAL on the sheet situation this week states: "We believe that all of the mills are entirely sold up for third quarter delivery, and we know of no manufacturer as yet quoting jobbers for shipment throughout the fourth quarter." The same advice goes on to state that "Further advances in prices both upon sheets and tin plates may be expected within the next few days."

There seems to be a difference of opinion in the market regarding the plate situation. Advices from very reliable sources continue to refer to plate as the weak spot in the steel situation, while others point to the fact that operations are gradually approaching some 70 per cent. capacity at many of the mills. One dealer to-day was willing to stake his reputation on the fact that a higher schedule for plate would be announced inside of a month. This hardly seems likely, as there is a very large plate capacity in the steel centres now, and it can take on a lot more business before coming to the point where capacity will be in sight. Quotations here range as follows:

14 gauge	4 85	5 10
16 gauge	4 95	5 20
18-20 gauge	5 80	....
22-24 gauge	5 85	....
26 gauge	5 90	....
28 gauge	6 00	....
3-16 inch plate	4 90	6 25
¼-inch boiler plate	4 50	5 80

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS.

10¾ oz.	$7 80	$8 10
U.S. 28	7 40	7 70
U.S. 26	7 10	7 40
22 and 24	6 95	7 25
18 and 20	6 80	7 10
16	6 65	6 95
12 and 14	6 50	6 80

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Corrugated Sheets Show Activity

Toronto.

CORRUGATED SHEETS. — Manufacturers seem satisfied that the volume of business coming to hand on corrugated sheets represents a very satisfactory total and look for a continuation of at least the present quantity of orders with an increase possible. Quotations remain at unchanged figures this week as follows:

Corrugated Sheets—	Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Scrap Market Shows Some Strength

Toronto.

OLD MATERIALS.—The scrap metal market continues strong and is still marked by a real and acute scarcity in some lines, particularly heavy melting steel. There does not seem to be much of this material to dispose of, and there is also a scarcity of machinery scrap, the demand for this latter being brisk, with the offerings correspondingly poor. There is some speculation as to whether much of these "wanted" metals are being held back for still greater increases. It would appear that there should be more of this material in the country. It may be that labor is not available to bring it out, or that the price is not tempting enough, but the fact is that it is not making its appearance. Prices show no change from figures herewith:

Dealers' Buying Prices—	
Tea lead	0 03½
Heavy lead pipe	0 05¼
Pipe scrap	6 00
Stove plate, per ton	13 00
No. 2 busheling	11 00
Yellow brass	0 09
Red brass	0 16¾
Light brass	0 07
Scrap zinc	0 06
Heavy copper	0 18
Wrought iron, No. 1, per gr. ton	14 00
No. 1 machinery cast, per net ton	18 00
Heavy melting steel	13 50
Old rubbers, boots and shoes	0 07
Overseas, lumbermen's rubber boots	0 04½
Bicycle tires	0 02½
Automobile tires	0 03¾

Tin Makes a Further Advance

Toronto.

INGOT METALS. — The market shows no change apart from an advance of 2c per lb. on tin this week. The other metals seem to have steadied down somewhat, but are holding quite firm at recent advances.

COPPER.—For the first time in some few weeks, there is an unchanged market on copper, quotations being held at 27c per lb. The market is quiet, with some fair sales reported.

TIN.—A further advance has been made in this metal this week, prices ranging from 61c to 62c per lb. The shipping strike in England is holding back deliveries, and if continued may result in a temporary shortage.

SPELTER.—No change from quotations of last week is shown in the figures named to the trade on spelter of 10c to 11½c per lb.

LEAD.—Prices on lead remain steady and unchanged at 7c to 8c per lb. A very nice volume of trade is reported and outlook is considered very satisfactory.

ANTIMONY.—Trade is quick and active and undertone to the market firm. There is no change from the 10c to 11c quotations shown last week.

ALUMINUM.—Sales are attaining greater volume and outlook is fairly promising. Prices hold at around 35c per lb.

LONDON MARKETS

LONDON, Ont., Aug. 7—Prices show a decided tendency in many lines to advance and among the changes to higher levels this week are apple parers, calf meal, sad irons, Moore's pushless picture hangers, combination padlocks, washing machines and alabastine. Prices of nails are holding firmly. A decline of two cents is shown in Manila rope prices and of 2½ cents in sisal. Turpentine has moved to the highest prices on record. Business in general has been very good and the building activity that got under way locally during the spring and early summer is steadily increasing. A brisk demand for many lines of goods is the result.

Two-Cent Decline is Shown in Rope

London, Ont.

ROPE. — New and slightly lower prices are now effective as follows: pure manila, 32c per lb. base; British manila, 28c per lb. base; New Zealand hemp, 28c per lb. base. Sisal quotations show a drop of 2½c, the price being, on sisal, rope, 25c per lb. base, sisal lath yarn, 25c per lb. base.

Calf Meal Higher; Fly Oil Unchanged

London, Ont.

CALF MEAL, FLY OIL. — Royal Purple calf meal has advanced, the new prices being: 25 lb. bags, $5.15 per 100 lbs.; 50 lb. bags, $5.10 per 100 lbs.; 100 lb. bags, $5 per 100 lbs.

There is a brisk demand for fly oil or fly killer. No change in prices has been made, the quotations being: Dr. Williams, ½ gal. tins, $8 doz.; 1 gal. tins, $12.

ADVANCE IN EXTRAS FOR SEAMLESS TUBES

The American Brass Co. report an advance in extras for seamless tubes effective August 1, 1919, and until revised as follows:

All seamless tubes, of gauges thinner than No. 16 stubs (.065 in.), also all sizes smaller than ⅝ in. dia. of any gauge, extras for size and gauge, 50 per cent. advance over those shown in the American Brass Co.'s price lists and catalogs.

Schedules of extras applying to iron pipe sizes and condenser tubes remain unchanged.

Advance Shown in Hudson Apple Parers

London, Ont.

APPLE PARERS.—New and higher prices are now being quoted on Hudson apple parers. The new quotation is $14 per doz.

Little Star apple parers have also advanced, and are now quoted at $10.50 per doz.

Sad Irons Show Revision Upwards

London, Ont.

SAD IRONS.—New prices on sad irons show an advance, quotations being on the following basis: No. 60, Dover, $2.25 per set; No. 70, Asbestos, $2.85.

Pushless Hangers Register an Advance

London, Ont.

PUSHLESS PICTURE HANGERS.—Higher prices have been named on Moore's Pushless picture hangers, the new figures being for Nos. 24, 25, 27, 28, $1.10 doz. pkgs.

Higher Prices For Combination Padlocks

London, Ont.

COMBINATION PADLOCKS.—Higher quotations have been made on combination padlocks, the prices being as follows: B steel, 95c each; B, brass, $1.25 each; D, brass, $1.15 each; E, brass, $1.45 each; B B, brass, $1.50 each.

Higher Prices For Washing Machines

London, Ont.

WASHING MACHINES. — Higher prices for lumber and other increased production costs in connection with the manufacture of washers have resulted in new and higher prices being named. The new discount is 30 and 5 per cent. off list.

Advances Made in Prices of Alabastine

London, Ont.

ALABASTINE.—A new and higher list of prices is now in effect on Alabastine, the quotations showing an advance of $1 in the list. The new list is $15 per 100 lbs., and subject to a discount of 40 per cent. in 1 to 9 case lots and 45 per cent. in 10 case lots; for 2½ lb. pkgs. add 50c per case net.

No Changes Shown in Price of Nails

London, Ont.

NAILS.—There is a brisk and steady demand for nails. Prices are firm and show no changes from the following: wire, $4.70 base per 100 lbs.; cut, $4.75.

White Lead in Oil is Holding Steady

London, Ont.

WHITE LEAD IN OIL—White lead in oil shows no change. There is a fair volume of business being handled. Quotations are on the following basis: pure, tons. $16.35 per 100 lbs.; less tons, $16.70.

Corn Huskers Higher And in Good Demand

London, Ont.

CORN HUSKERS.—Higher quotations are shown for corn huskers. A brisk demand for huskers is noted. The new prices are: No. 678, $3.50 doz.; No. 2000, $1.15; No. 3000, $2.20; No. P. $1.60.

Big Advance Shown in Price of Turpentine

London, Ont.

TURPENTINE.—Prices on turpentine have been moving steadily upward and new high records were reached when the following figures were established this week: 1 bbl. lots, $2.20 per Imp. gal.; 2 to 4 bbls., $2.19; 5 gal., $2.30.

Linseed Oil Prices Show a Decline

London, Ont.

LINSEED OIL.—With a fairly good volume of business offering linseed oil prices show a decline. Quotations are as follows:

Linseed Oil—	Raw.	Boiled.
1 to 2 barrels, gal.	$3 22	$3 25
3 to 5 barrels, gal.	3 21	3 24
6 to 9 barrels, gal.	3 19	3 22

Less barrels, add 10 cents gallon.

WINNIPEG MARKETS

WINNIPEG, Aug. 7—Price changes during the week again show numerous items of interest to the hardware trade, the majority being slight reductions, although there are advances in a limited number of lines. Among the lines affected are the following: Barb wire, turpentine, door buttons, thumb latches, barn door latches, hat and coat hooks, gate hinges and latches, harness hooks, clamps, sad irons, chest handles and grindstone fixtures.

Business for the past week is again very heavy in all lines and jobbers are compelled to work overtime to cope with the rush as the threshing season will soon be on, and the fact that it will be much earlier than former years will no doubt result in a shortage of certain lines at the beginning of the season. Good sales are also reported in all lines of builders' hardware following the resumption of building.

Barb Wire Prices Again Increased

Winnipeg.

BARB WIRE.—Barb wire prices show a further revision during the week, moving up 15c per spool, due to increased prices at the mills. To-day's prices are as follows:

Barb wire—	Hd. of Lakes	Wpg. Spool
Lyman	$4 45	$4 85
Glidden	4 30	4 65
Baker	4 20	4 55

Cast Door Buttons Are Slightly Lower

Winnipeg.

CAST DOOR BUTTONS.—Prices have been revised during the week on cast door buttons, which show a decline over former quotations of approximately 10 per cent. To-day's ruling prices are as follows: 1½ in., 80c; 1¾ in., 95c; 2 in., $1.10; 2¼ in., $1.60; 2½ in., $1.65 gross.

Lower Prices Named On Thumb Latches

Winnipeg.

THUMB LATCHES.—Both cast and steel thumb latches have been reduced to lower levels during the week, based on new factory quotations and are now selling at the following figures: Cast thumb latches No. 1, $1.25; No. 2, $1.40; No. 3, $1.45; No. 4, $1.65 per dozen; in cartons, No. 1, $1.90; No. 2, $2; No. 3, $2.10; No. 4, $2.40 per dozen. Steel thumb latches, No. 2, $2.05; No. 3, $2.90; No. 4, $4.30. New prices are now effective on barn door latches, showing a slight reduction on former quotations. To-day's selling prices on the revised lines are as follows: No. 5, $2.65; No. 8, $3; No. 9, $4.30 per dozen.

Hat and Coat Hooks, Gate Hinges Are Lower

Winnipeg.

HAT AND COAT HOOKS, GATE HINGES.—New prices have just been issued on a couple of lines of hat and coat hooks, showing a reduction of 5 to 10 per cent. on former prices, to-day's prices being as follows: Hat and coat hooks, No. 2, $4.45; No. 21, $5.35 per gross. Gate hinges and latches show a slight reduction in price based on new factory costs just to hand, new prices being approximately 5 per cent. below former quotations. To-day's ruling prices are given below:

Gate latches only —No.10, $2.60; No. 60, $2.60; No. 65, $2.60 dozen.

Gate Hinges only—No. 10, $3.80; No. 60, $3.80; No. 65, $3.55 dozen.

Gate Hinges and Latches, complete—No. 10, $6.40; No. 60, $6.40; No. 65, $6.15 dozen.

Harness Hooks Are Revised Downward

Winnipeg.

HARNESS HOOKS.—Harness hooks show a slight drop in price this week, new basis being 2½ per cent. below old figures, making to-day's selling as given herewith: No. 16, $2.40; No. 166 x 6 in., $1.85; No. 18, $6.10; No. 19, $12.40.

Advance Made in Mrs. Potts' Irons

Winnipeg.

MRS. POTTS' IRONS.—Prices on Mrs. Potts' irons have been revised to slightly higher levels this week following a further factory increase. New prices now ruling are given as follows: Mrs. Potts' sad irons, No. 50, $2.35 per set; No. 55, $2.25; iron handles, $1.45 per dozen.

Five Per Cent. Drop in Chest Handles

Winnipeg.

CHEST HANDLES.—Chest handle prices have also been revised during the week and show a drop of approximately 5 per cent. below former figures, making to-day's prices as follows: No. 1205 x 3½ in., $2.45; 4 in., $3.20; No. 1, $1.90; No. 2, $2.55 per dozen.

Grindstone Fixtures Revised Upward

Winnipeg.

GRINDSTONE FIXTURES.—Based on the latest factory quotations, new prices on grindstone fixtures show an increase of from 5 to 10 per cent., due to increased manufacturing costs, which makes to-day's selling prices as follows: Grindstone fixtures, No. 1, $8.30; No. 2, $8.60 per dozen. Extra handles, $2 per dozen; extra shafts, $3.60 per dozen;

extra washers, 60c per dozen; extra nuts, 60c per dozen.

Carpenters' Clamps and Quilting Clamps Lower

Winnipeg.

CARPENTERS' CLAMPS.—Quilting frame clamps and carpenters' clamps show a general revision in this week's prices, based on new factory quotations, new prices being from 2½ to 5 per cent. below former figures on these lines, making to-day's jobbing price as follows: Quilting frame clamps No. 1, $8.25; No. 2, $10.75; No. 3, $12.20; No. 4, $13.65 per gross. Carpenters' clamps No. 13, $5.65; No. 14, $6.95; No. 15, $7.90; No. 16, $9.05; No. 17, $9.90; No. 18, $11.15; No. 19, $16.25; No. 20, $17.25 per dozen.

Turpentine Prices Are Still Soaring

Winnipeg.

TURPENTINE. — Turpentine prices still continue to advance, and a further 20c per gallon increase is reported during the week, due to heavy export demands. Lower prices are not looked for generally for some time. Sales in this commodity are limited on the local market, due to the price, most orders being for small quantities. To-day's prices are given as follows: Barrel lots, $2.20 gal.; ½ barrel lots, $2.23; 5-gal. lots, $2.25; 1-gal. lots, $2.25, plus the usual extras for containers.

Slight Reduction is Made in Saw Vises

Winnipeg.

SAW VISES.—New prices have been announced during the week on saw vises showing a slight reduction on former quotations of from 2½ to 5 per cent., making the present market prices as given herewith: No. 80, $9.20; No. 81, $14.95; No. 105, $15.80 per dozen.

Linseed Oil is Holding Firmly

Winnipeg.

LINSEED OIL.—Linseed oil prices show no change during the week, holding firm at former quotations, with only a very limited demand on the local market. To-day's ruling prices are confirmed as follows: Raw linseed oil, $3.10 gal.; boiled, $3.13 gallon in single barrel lots.

PITTSBURGH MARKETS

PITTSBURGH, Pa., August 7.—Despite the fact that now is the middle of the midsummer period, almost invariably a very dull one in the steel market, trade conditions are visibly improving. The volume of buying keeps up, if indeed it does not increase, and prices show a stiffening tendency. In this they reflect the heavy bookings all the mills have done. Shipping orders in July, including new orders and specifications against contracts, made a total tonnage fully double the shipments in the month. The only undesirable feature of the market situation is that the buying is poorly distributed among the products. There is too much buying of some products, more than the mills can take are of, and too little in others. Thus the lap weld departments of the pipe mills are sold up to the end of the year and are making five-month delivery promises, while the plate mills are operating at less than half capacity and the rail mills are doing practically nothing except by way of producing rails for export.

Steel mill operations are now estimated at fully 75 per cent. of capacity, based on ingots produced, or perhaps a trifle more. The output for July as a whole will probably show somewhat over 70 per cent., against 67 per cent. in June, and 54 per cent. in May, the month of lowest production.

Steel Price Advances

While members of the steel trade do not disagree with each other as radically, and certainly not as vociferously, as members of the United States Senate, there are very marked divergencies of opinion as to price policies. Some producers are committed to making every price advance that seems feasible, in other words, doing everything "they can get away with," while others regard it as much wiser, and likely to prove much more advantageous in the long run, to hold prices precisely where they are. More than a month ago the United States Steel Corporation, without making any formal or official statement, allowed it to become distinctly known that it was opposed to any steel price advances, this year at least, and that is still very positively the Steel Corporation attitude. It is not alone in this position, there being at least one or two large independent producers that share the view. Just why some independents are so anxious to advance prices is not made altogether clear. They can hardly believe that the steel market is capable of advancing indefinitely from the present level, and present prices are certainly highly profitable to any mill that has full operation. Prices cannot be advanced in any line where there is not full operation. Those who believe in holding to present prices contend that the period of market activity will be prolonged thereby, that price advances will bring the end sooner, and they also contend that an advancing steel market is almost certain to result eventually in higher wages. Mills might have to pay higher wages before they had completed orders taken at the old prices. Rather satirically they suggest that if mills know this, as they should, they had better advance wages at once and then they would have a good talking point—which they have not now—for advancing prices.

The advance in wire products noted a week ago, as made by several producers, is now practically general, in this way, that the majority of independents have advanced their prices while the other independents as well as the American Steel & Wire Company (Steel Corporation) are practically out of the market since they are booking business only from regular customers, and then in quite restricted fashion. This makes the market quotable at spreads, 3.00c to 3.10c on plain wire and $3.25 to $3.50 on nails.

Pipe mills have not advanced prices generally, following the example of the Wheeling Steel and Iron Company, which advanced butt weld 2½ points and lap weld 5 points on July 10, but it is reported that a number of mills are taking business at premium prices, i.e., their regular quotation is the open market but for the delivery that the buyer wants there is a higher price.

Several of the independent sheet mills have advanced prices $2 a ton on black sheets and $4 a ton on galvanized, and in some quarters it is predicted that eventually all the independent mills will be on the advanced basis. The leading interest has made no advances and shows no sign of doing so, but when importuned by automobile interests to cover them for the first half of 1920 it has made some sales at $5 a ton advance. Apparently it proposed this advance in the first place in order to discourage the automobile trade from buying for so late a delivery.

For all the important steel products there is as much demand as 30 days ago except in some cases where mills are filled with contracts already, and then they are getting good specifications, while in some lines there is heavier demand. Lettings of fabricated steel contracts are making a heavier tonnage almost every week, and are now running at approximately the capacity of the fabricating shops. There is increased demand for merchant steel bars from nearly all customers, and the cold drawing shops are particularly good buyers. They are running full on sizes of 3-in. and less, but at low rates on the large sizes. Forging billets are now moving in a moderate way, mills having sold several hundred tons in the past fortnight, and they state they are obtaining the full March 21 price, which is $51, Pittsburgh, or $12.50 over the regular price of rolling billets.

The pig iron market is strong in foundry grades, but Bessemer and basic are a trifle unsteady. The condition is natural as foundries are running fairly well and want their particular demands, while for Bessemer and basic there is never so much demand in the open market unless the mills are operating very nearly at capacity. There are many large steel interests that make enough iron themselves for ordinary requirements but when they are particularly rushed they have to buy some merchant iron to fill in.



Getting Away from the Counter to Sell Paint

How One Dealer Had His Eyes Opened to the Wider Fields For Business in the Territory Around His Store—Reaching Out After More Trade Usually Means Getting It

"I DON'T believe you could get Jimmy Byron to say a word about himself and his successful paint selling career if you were to go direct and ask him about it. Jimmy's modesty is the reason for that. His success is due to an unusual mixture of initiative, enterprise, careful planning and aggressivness, tempered with a quiet modesty that does not permit any personal eulogies. But when it comes to talking paint—well, that's another reason for this story.

"I happen to know the inside story, and with Jimmy's permission I am going to turn it outside on this page. You could never coax Jimmy to do it. And while I am at it—Jimmy Byron isn't his real name, another result of his modesty."

* * * *

About six years ago a red-headed Irish lad came into Joe Patterson's hardware and paint store looking for a job.

"Nothing doing," was Joe's succinct and impatient answer.

"Didn't ask ye to be doin' nothin'; I want to be doin' somethin'," was the quick Irish retort.

"Get to ——, get out of here!" shouted Patterson with a move to shove the boy out of the stoor.

The boy neither flinched nor moved. "Didn't come in to git out," he shot back. "I kin work and I'm goin' to work here."

As busy and as quick-tempered as Joe Patterson was at the time, he could not overlook the earnest persistence of the boy who stood before him. It was a new quality in a boy. A boy that would stick for a job like that would stick to any job he obtained.

"What can you do?" shot Joe at the lad.

"What you got to do?" was the retort.

"You're hired," was Joe's only defence against such insistence.

"Can you drive a horse?" asked Joe, casting about to find the boy's ability.

"Where's the horse, and th' harness? I've been drivin' horses ever since I was knee-high to a fetlock."

And Joe Patterson discovered in Jimmy Byron something new in the way of a delivery boy, that was not only agreeable and profitable but that was pleasing to his trade as well.

Jimmy solved the delivery question for Joe more efficiently than he had ever had it done before.

But Jimmy's ambition extended beyond currying a horse and delivering parcels efficiently.

Full of Business

Four months following the above conversation and agreement, Jimmy surprised Joe by asking if he would allow him to carry an order pack and take orders while he was making deliveries.

"You stick to your horse and your delivering," answered Joe impatiently.

"I'll stick just so long, Mister Patterson, and then I'll be after carryin' an order pack for somebody else," answered Jimmy.

Joe knew the lad well enough to recognize that he must either encourage his ambition in some way or lose an exceptionally bright and careful boy.

"What are you going to sell?" asked Joe.

"Everything," answered Jimmy, "but I'm goin' to start mostly with paint. You see, it's like this, Mister Patterson, people's after askin' me a lot of questions about paints when I'm deliverin' goods. I haint never known much about them but I'm learnin' and th' more I'm learnin' the more I'm after tellin' them. Now it's when people's in this sort of questionin' notion that it's a good time for sellin' them things. I've been takin' the notion that if I'd take an order pad with me I could sell them paints while this notion's on them. Perhaps after I'm gone they'll get over the notion and forget to be buyin'. Again, Mister Patterson, there's a lot of people that I can talk paint to better in their own homes than you can in your own store. I can sell it to them. It's an idea, Mister Patterson, from me; is it a go from you? Of course, it's extra work for me, but it's extra business for you and if it's worth anything t' you, I'd be askin' you to let me have a commission on all the sales."

Joe Patterson had learned to lay aside his temper when dealing with earnest, plodding, planning Jimmy Byron.

"Jimmy," said he, "I'll try anything once. It's never been done before around these parts. Don't know as I ever had any boy show such an interest in his work, either. You can go to it and if you make good there's a job inside for you."

"Don't want any job inside," was Jimmy's reply; "if

(Continued on page 62.)



Moore's Paints

Ready Mixed

Moore's Paints represent true value in house colors.

It's a paint that works easily, spreads far, covers well and is lasting. It is an excellent wood preservative which leaves an excellent surface for repainting.

Altogether **Moore's** is a good, satisfactory paint to use and just as satisfactory for the hardwareman to handle.

The profits are liberal and the satisfied customers mean a big turnover—an ideal combination.

It will pay you to get the agency for **Moore's Paints.**

WRITE TO-DAY.

BENJAMIN MOORE & CO., Ltd.
WEST TORONTO - ONTARIO

British Brush Manufacturers Are Asking For Protection

Want Importations Restricted to the 1913 Basis—High Wages in England and Shortage of Supplies Hits Home Manufacturers

CONTENDING that importations of brushes in large numbers by England has seriously injured the home industry, the British Brush Manufacturers' Association has filed the following complaint and request:

"Early in 1918, when the importation of brushes was prohibited, the Italian Government asked permission to export brushes to England on the ground that a large portion of Italian territory was in enemy occupation, and it was essential that every possible outlet should be available for such manufactures as it was still possible to keep going in Italy.

Special Concession

In these circumstances our Government made a special concession that Italy might send in brushes up to the total in dozens which she had sent in 1916, with the result that Japan immediately claimed as an ally to stand on the same footing as Italy, and both these countries were allowed to send brushes into England to the extent of our 1916 imports from them.

Got No Redress

"A deputation of the interim reconstruction committee of the brush trade, composed both of employers and employed, had an interview on May 15 last, with the Consultative Committee of the Board of Trade on the subject, but the sole result has been that not only are brushes from Italy and Japan still allowed to come into this country, but the Board of Trade on June 5 actually published an announcement permitting all other countries to send in brushes up to the total number imported in 1916.

Alleged Injustice

"It will be seen that a gross injustice is being inflicted on the brush trade in this country without the least reason or compensation. The original concession given to Italy was on the ground that a portion of her territory was occupied by the enemy. This has ceased to be the case for the past seven or eight months, but the concession made at the beginning of 1918 is still being continued without the slightest consideration to the injuries it is inflicting and will inflict on the brush trade in this country.

"It is obvious that this concession was of a temporary nature, the grounds on which it was given have disappeared, and it should be cancelled at once, and thereby Japan and other countries will also cease to have any claim to send their manufactured brushes here. It should be further noted that the year chosen as the basis up to which imports are allowed was the worst possible from the point of view of the English brush trade. In 1916 large numbers of English brush makers had joined His Majesty's forces, and the remainder was very largely employed on Government contracts, with the result that manufacturers were unable to produce the brushes necessary for the civil requirements of the country.

"It will be noted from the figures given below the enormous extent by which imports increased in 1916, as compared with 1913, in the case of the United States, Japan, and the Netherlands (in the last named a considerable quantity of the brushes imported being probably of German manufacture.) It is claimed by the brush trade that if imports are to be admitted at all, the limit should be up to 1913 importations and not those of 1916.

"It may further be pointed out that in all the countries in question except the United States, wages are very much lower than they are in this country, and the United States have the special advantage that the brush trade in this country is severely handicapped at the present time by a shortage of timber supplies of all kinds, while the trade in the United States is so well supplied that the handle makers there are in a position to offer finished handles to this country at considerably lower prices than these handles can be produced here."

Imports

	Dozen	
	1913	1916
Italy	62,863	64,688
United States	26,693	352,772
Netherlands	28,806	134,567
Japan	289,259	1,591,561

GETTING AWAY FROM COUNTER TO SELL PAINT

(Continued from page 60.)

I make good I'll be askin' you to be buyin' another horse."

"What's the idea?" was Joe's surprised inquiry.

"Leave it to me when the proper time comes," exclaimed Jimmy, as he dodged into the store for the coveted order pad and a bunch of paint color cards.

At the end of the third month after this arrangement had been made it needed no violent demonstration to show that Jimmy had made good on his experiment. His commissions on his sales of paints as well as other goods more than equalled his regular wages.

Joe Patterson was shrewd enough to recognize that it was up to him to place his newly-found treasure in a place where he could make more money both for himself and the store.

Jimmy's commission was direct evidence of initiative and aggressiveness. The paint department was showing increased business as a result of the interest that was being promoted by Jimmy's work. These results were both direct and indirect as a great deal of business came for which Jimmy could not be allowed a commission, although he was responsible for starting it.

It was plainly up to Joe to make the first move in Jimmy's next forward step.

"What was your idea in wanting another horse, instead of an inside job?" Joe asked him shortly after he had noted the size of Jimmy's commission.

"It's me idea to break away from all counters and go git the business instead of waitin' for it to be comin' to you," answered Jimmy. "You're knowin' now, Mister Patterson, that me takin' an order pad on the delivery wagon brought business that might have slipped away to the other fellow or not come to nobody at all."

"Now, Mister Patterson, with a horse all to meself I can go to the people we don't deliver goods to at all. I'm goin' to be a retail commercial traveller around this here burg. That's all them mail order catalogues's anyway. And me gettin' to know these people personally and talkin' to them about their own affairs and our store and goods seems to me I can be beatin' the mail order catalogue and increasin' the business of this here store."

Joe Patterson pondered this idea with seriousness that showed the importance he attached to Jimmy's scheme.

"What's more, Mister Patterson, if you'll look around and think it over you'll note that we just reach th' farmers around this town so far out and no farther. The others go to Marionville, Sprucedale or Daleville. They might as well be comin' here as goin' there for their goods. By me visitin' them with a horse and rig I'm goin' to start them this way.

"What I'm figurin' out, Mister Patterson, is that the average paint man and clerk hates like sin to git from behind his counter to go out for business. He's bothered with the idea that he'll be losin' dignity or oversteppin' ethics or some other fool notion. He only has a little circle around him that comes his way, anyway. My idea, Mister Patterson, is to use that horse to make our circle bigger."

Needless to say, Jimmy obtained his horse and rig which in a year or two was substituted for a runabout that enabled him to still further widen his circle.

Not only was the business of the paint department doubled but Joe Patterson's store throughout received a revival of business that very shortly earned a partnership for Jimmy.

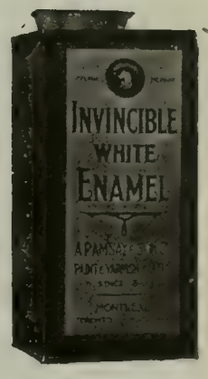
But as said at the beginning, if you ask the junior partner of the firm of **Patterson & Byron** to relate the story, it is difficult to get the young man to consent to any suggestion of his having been unique in combatting mail order business or increasing a business where it had become an almost established idea that there was no possibility for extension.

"Save the surface and you save all" *Paint & Varnish*



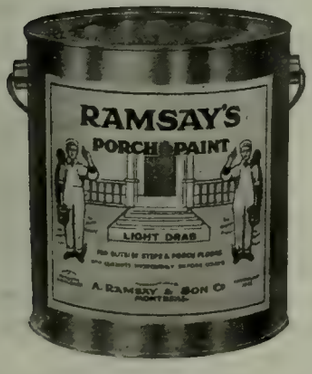
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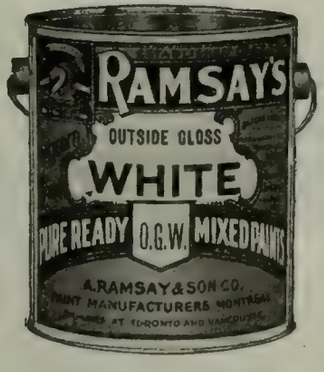


"The Right Paint to Paint Right"

—and the right paint to sell too. It satisfies the customer and makes good profits for the dealer. Ramsay's Paints and Varnishes will put your paint department on a greater money-making basis. You should know about our dealer proposition, it's such a good one. *Write us now.*



"Save the surface and you save all" *Paint & Varnish*





"Save the surface and you save all" *Paint & Varnish*

"Save the surface and you save all" *Paint & Varnish*

A. Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes for 77 years

Toronto **MONTREAL** **Vancouver**

Edmonton District:
Revillon Wholesale Limited, Edmonton

Calgary District:
The McDonald-Baker Co., 818 8th Ave., W., Calgary

THE BELGIAN PLATE AND WINDOW GLASS INDUSTRIES

Inasmuch as the Belgian plate glass and window glass industries are two of the most important industries of this consular district, and as great quantities of glass were exported from Belgium to the United States and other countries before the war, it should be of interest to American manufacturers and importers to learn of the further development made in these two industries since the last reports from this office. (See Commerce Reports for April 12 and May 12, 1919).

The following information has been obtained from one of the principal Belgian window glass manufacturers dealing with the Belgian plate glass and window glass industries, and the facts given by him can be relied upon as far as can be judged. The situation is improving slowly, but there are many difficulties yet, the principal of which are said to be the labor troubles. A serious attempt is now being made by the manufacturers and workmen to come together and make an agreement as to salary, number of hours of work, etc., which will be fair to both sides, and when this agreement is made the majority of the factories will commence operations at once.

Plate Glass Industry

According to statistics, the average monthly production of plate glass in Belgium in 1914 was about 150,000 square meters (1,614,600 square feet). It was expected that there would be three factories in operation about the end of May but not at full capacity. The three together probably will produce 40,000 square meters (430,560 square feet) to 50,000 square meters (538,200 square feet). It is impossible to know exactly what will be the cost price, but it is generally thought that it will be about three times as much as it was before the war.

Formerly there existed a syndicate of all the plate-glass factories of Belgium, France, Germany, Austria, Holland, Spain, and Italy, and the sale of the output of all these factories was made through the central offices of this syndicate established at Brussels. This syndicate also determined the amount of plate glass to be produced in each factory. This organization has now been dissolved and is in liquidation. There is a question of forming another syndicate of plate-glass manufacturers to take the place of the old one—and if this is done the new syndicate will probably include only the Belgian factories. It is not yet known what system will be adopted for the regulation of the amount of the production and the establishment of the selling prices, and all these matters are now being studied by those interested.

Window Glass Industry

The Belgian window-glass factories did not, in general, suffer very much from the German ocupation, and would have been able to operate very quickly after the armistice if there had not arisen very great difficulties in transportation, which brought about a shortage of food and raw materials.

The last of February and in March two factories started up—one of which uses the old process of glass blowing by hand, and the other produces by means of machines. The other Belgian factories are very anxious to begin operating but they have had to deal with very great difficulties in regard to labor. The workmen demand not only very high wages but also certain new conditions under which they are to work—and it has been very difficult to come to an agreement. If an arrangement is made this will mean the lighting up of nine to ten more ovens, with a monthly production of 12,000,000 to 13,000,000 square feet.

According to the last statistics, the average monthly production of the Belgian window-glass factories for the first seven months of 1914 was 20,000,000 to 25,000,000 square feet. The two factories which are in operation at present are producing together about 2,000,000 square feet per month. The present cost price of the glass, compared with the price in 1914, is about four times as much. It seems likely, however, that it will be lower later on.

KEEPING THE STOCK TURNING OVER

Continued from page 41

province. The farmers get good money for their products, and they get it regularly, also continually. Within a radius of ten miles of Ingersoll there are hundreds of as fine homes as can be found on any countryside in the Dominion. These people are good buyers, know what they want, and do not mind paying for it. Their trade is well worth going after, and Richardson & Rae go after it by keeping an attractive stock, an attractive store and windows, and by regular advertising.

Right Up-to-Date

These people are up-to-date, and know all about the latest goods. Mr. Richardson says they are especially interested in anything that will help them save time or make their work easier, or their homes more comfortable. Hand power washers for instance find a ready sale, and the firm does a steady trade in these. They find that the sale of one machine sooner or later means the sale of another, or perhaps more, as one satisfied customer tells her neighbors or friends about the results she has.

There has been a lot of building going on in Ingersoll this season, and Richardson & Rae have turned over a lot of builders' hardware. They keep a good stock of all lines required by those erecting dwellings or other buildings, and keep in close touch with all work that is being carried out.

Favor Cash Business

Mr. Richardson stated that as a general rule he favors doing business on a cash basis, although he says this is not aways possible. By obtaining cash he does away with a lot of bookkeeping, expense of following up and collecting, and has the money he needs to put back in his business.

Discussing mail order competition he stated that it is keen in his district. This might be expected as money is so plentiful there and the mail order firms are out to get their share if they can. However, their hardware firm finds no difficulty in meeting this competition and securing the trade if given a chance to quote.

CARPENTER-MORTON SALESMEN CONVENE

The annual convention of the travelling salesmen representing Carpenter-Morton Co., Boston, Mass., manufacturers of varnish and paint specialties, opened at the Boston City Club, August 5, for a three days' session. Sixty-one travelling men, representing all of the States and Canada, were in attendance.

The convention was presided over by M. Elton Vose, vice-president and sales manager for the company. During the session on Wednesday addresses were given by Geo. C. Morton, treasurer and general manager, and by H. K. Stroud, and Edward B. Brown, of Stroud & Brown, Inc., New York city.

On Thursday afternoon the men were guests of the company at an outing held at Wardhurst Club, Lynnfield, Mass., making the trip in automobiles. Games and sports were enjoyed, followed by a banquet.

MORNING EXERCISES FOR THE TIRED BUSINESS MAN

Stand in the middle of room, raise arms slowly overhead, take deep breath and say "Damn the Government!" lowering arms in attitude of despair. Ten times.

Extend body flat downward on floor, cover eyes with hands, kick heels, think of the railroads and weep till dry.

Kneel, wring hands, meditate upon the labor unions and groan 150 times.

Assume sitting position, hands on hips, sway gently to and fro and concentrate on the Department of Trade and Commerce until a generous frothing at the mouth sets in. Till exhausted.

Collapse on floor. Grovel vigorously, think of the income tax and gnash teeth as in anger. Ad lib.

Note. — Observe this simple regimen every morning before breakfast and you will reach the office with most of the cares and troubles of the day already out of your system.—Adapted from Commerce and Finance.

WANTED

HARDWARE CLERK WANTED—SALARY $24 per week. State age and experience. Apply to F. Y. W. Brathwaite, Blind River.



Varnish Mistakes

MISTAKES in varnish buying are pretty costly for the user, because such errors are usually not discovered until some time after the finishing is done, and then it is too late to rectify.

Berry Brothers' Varnishes, Enamels and Stains have been standard for sixty years. They always satisfy the most critical consumer.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.	A. M. Bell & Co., Ltd. - Halifax, N.S.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.	Lariviere, Inc. - - Montreal, Que
Frank A. Gillis Co. - - Halifax, N.S.	L. H Gaudry & Co. Quebec, P.Q.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.	Wood, Vallance, Ltd. - Winnipeg, Man.
Whites, Ltd. - - - Collingwood, Ont.	Wood, Vallance & Adams, Ltd., Calgary, Alta.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.	Revillon Wholesale, Ltd. Edmonton, Alta.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

Walkerville, Ont. No. 201

Liquid Granite FLOOR VARNISH Luxeberry WHITE ENAMEL

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, August 7.—Features of the week are those of an advance for linseed oil of 5c per gallon and of 15c to 28c per gallon for turpentine. The oil movement is a light one and not a great deal of turpentine is moving. Prices are likely to go higher on the latter owing to the difficulty of securing the same from the South. Paint business is very satisfactory and the outlook for a business this fall quite equal to the average season is good.

Five-cent Advance Made on Linseed Oil

Montreal.

LINSEED OIL.—An advance of 5c per gallon was made this week and the basis still is nominal. While the demand is not heavy there is some oil going forward. Dealers, as a rule, order what they need for immediate sales, but not more. The outlook is still pointing to a maintenance of high prices and declines are not anticipated. The receipts of seed are very limited and the basis on July flax has been hovering around the $6.25 mark this week.

Raw—	Imp. Gal.
1 to 4 barrels	$3 05
5 to 9 barrels	....
10 to 25 barrels	....
Boiled—	**Imp. Gal.**
1 to 4 barrels	$3 07½
5 to 9 barrels	....
10 to 25 barrels	....

NOTE.—Owing to fluctuating seed markets jobbers, generally, are not quoting. The basis is decidedly nominal.

Stiff Advance on Turpentine To $2.10

Montreal.

TURPENTINE.—Advices in HARDWARE AND METAL last week stated that: "Turpentine up, too, may reach $2." This forecast was made on definite information and the price has gone to $2.10 since then. Short supplies are responsible and there is unlikely to be much relief. The overseas market is taking much of the Southern supply and there is nothing to do but pay the price if one wants supplies. The demand is limited.

Turpentine—	Imp. Gal.
1 to 4 barrels	$2 10
Small lots	....

(Packages extra.)

Putty is Holding; Advance Imminent

Montreal.

PUTTY.—No putty advance has been effected yet, but as one manufacturer put it, "an advance is imminent." The trade has been deferring action owing to the rather limited trade which is passing. Making up the product on present oil costs suggests an early increase in the price, and this is expected to come. In the meantime the following prices are still in effect:

	5 ton	1 ton	Less Quanty.
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases	7 15	7 40	7 75

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

White Lead in Oil In Strong Market

Montreal.

WHITE LEAD IN OIL. — A very strong undertone is marking the local market. Advances are spoken of in paint circles and the tone of pig lead in outside and local markets strengthens the forecast made last week that there will be early increases. The movement at this time is a light one, and this has been one reason for deferring changes. The price on standard lead is $15.50 per 100 pounds on 5-ton lots; $16 on 1-ton lots, and $16.35 on smaller quantities.

Mixed Paint Trade Has Been Active

Montreal.

PAINTS AND SPECIALTIES.—August is not considered an active selling month for paints and specialties, but there has been quite a large movement—fully as large as looked for, and for some lines, better. The undertone is firm on all products and dealers will apparently have a good business this fall, judging by the orders and reports received.

TORONTO

TORONTO, August 7.—Turpentine is just 26 cents higher to-day than it was a week ago, quotations to-day being made at $2.20 and $2.21 per imperial gallon. At that the retailers' prices are below those of importers, who are basing their quotations on what it would cost them to-day in the Southern markets. The market is very strong, and further advances are expected at any time. Linseed oil has eased off a little but the reaction is regarded as only temporary and is not expected to result in any material reduction owing to general conditions. Linseed oil quotations range from $3.22 to $3.27 for raw and from $3.25 to $3.30 for boiled. Rosin is showing great strength, and prices have been steadily climbing. Shellac prices are very firm and show a tendency to advance as supplies are reported somewhat scarce. An advance will be made very shortly in window glass. While no change has as yet taken place in white lead in oil an advance is expected at any time.

New High Records Set By Turpentine

Toronto.

TURPENTINE.—New high records have been reached by turpentine this week and there is no telling where prices are going to. The market is very strong, and with stocks reduced during the week at Southern points from 11,000 barrels to 8,000, and overseas orders pouring in, there seems every indication that advances will again be made. Stocks in Canada generally are reported very low, so much so that at some points jobbers are refusing to sell more than five gallons to any one person. To-day's quotations are on a basis of $2.20 to $2.21 per imperial gallon. The rate of exchange against Canada is a factor in boosting the price as the rate is now no less than ten cents per imperial gallon on turpentine. The rosin market is showing great strength and while stocks are at present ample to meet all demands prices are very firm. One large importer stated to HARDWARE AND METAL that there will be no more cheap turpentine or rosin this year. The quotations are as follows:

Turpentine—	Imp. gal.	
1 barrel (barrel included)	$2 20	$2 21
2 to 5 barrels (barrel included)	2 19	2 20
5 gallon lots	2 30	2 31

Linseed Oil Is A Little Easier

Toronto.

LINSEED OIL.—While linseed oil at present is slightly easier there is nothing to indicate that the market is settled. On the contrary the market is very sensitive and responds quickly to the various reports regarding crop conditions. The American Government's official report is due out to-morrow, and while the July estimates placed the crop of flaxseed at 13,500,000 bushels there seems every indication that this will be reduced

Let us Show You



how it pans out.

Our offer to you of the B-H Agency is a golden opportunity for the improvement of your business. From the day you accept this Agency you will observe a steady increase in the business coming your way. Just as a miner judges a "placer" stream by the amount of gold it leaves in the bottom of his pan, so you should judge the value of a Paint Agency by the amount of profit it leaves in your hands. If the Paint line you now represent does not seem to be "panning out" right, consider seriously a change to B-H—the value of which line you can safely estimate by the manner in which it has "panned out" for others.

We can tell you of merchant after merchant, who has found his business "made over" by the linking-up of his store to our splendid proposition.

Not only are the B-H Products of a quality calculated to attract the best trade of your community—but allied with that quality feature is a most remarkable degree of co-operation. We look upon our relationship with our Agents as a partnership arrangement—and we do all in our power to aid them in getting the maximum of gold out of the stream of business which the B-H proposition sets flowing their way.

If we are not represented in your locality, write us for particulars of our attractive agency proposition.

It is certain to pan out well for you

"Save the surface and you save all" *Paint & Varnish*

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG.
MEDICINE HAT CALGARY EDMONTON VANCOUVER

by unfavorable weather and drought. The Canadian crop estimate of 6,500,000 bushels is also considered high. Flaxseed for October deliveries advanced 7c at Winnipeg yesterday. This advance has not yet affected the linseed oil market. A very fair volume of business is being handled according to crushers. Quotations are as follows:

Linseed Oil—		Raw	
1 to 2 barrels, gal.	$3 22	$3 27
3 to 5 barrels, gal.	3 21	3 26
10 barrels and over	3 19	3 24
		Boiled	
1 to 2 barrels, gal.	3 25	3 30
3 to 5 barrels, gal.	3 24	3 29
10 barrels and over	3 22	3 27

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

Prepared Paints Still Selling Well

Toronto

PREPARED PAINTS.—Manufacturers are still very busy handling repeat orders for prepared paints. The recent price advances have not in any way seriously affected the volume of sales, and orders have been coming in steadily. It is not expected that there will be any changes in price for some time.

White Lead in Oil Is in Brisk Demand

Toronto.

WHITE LEAD IN OIL.—Great activity prevails in white lead in oil owing to the probabilities that an advance in price will be made shortly. Up to the present quotations remain unchanged and are as follows: Five ton lots, $15.85 per 100 pounds; one ton lots, $16.35, and in smaller quantities, $16.70.

Advance Expected in Window Glass Shortly

Toronto.

WINDOW GLASS, PUTTY.—Window glass prices will be advanced very shortly. The figures, it is stated, are now being worked out. Reports from the American factories indicate that the output will not likely be sufficient to take care of the volume of business that has developed and that glass may be scarce. As far as Canadian business is concerned orders are coming in steadily and increased activity is expected from now on as a result of natural conditions in the building trade. Putty prices are holding steadily, the quotations being as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 35	$5 60	$5 95
Do., 100 lb. iron	6 20	6 45	6 60
Do., 25 lb. iron	6 45	6 70	6 85
Do., 12½ lb. irons	6 70	6 95	7 30
Bladder, in barrels	7 10	7 35	7 50

PLATE GLASS PRICE LIST REVISED

The executive committee of the National Association of Glass Distributors, at a recent meeting, approved suggestions that had been made for revisions in the present plate glass price list, and appointed a committee consisting of H. A. Wheeler, of the Standard Plate Glass Co.; R. W. Tucker, Building Supplies Corporation, Norfolk, Va.; and C. W. Condie, of the Condie-Bray Glass Co., of St. Louis, to arrange for publication of the new list. The changes which will be made will affect only sizes under 5 sq. ft., and will enable the jobber to quote one discount from the entire list instead of two discounts, as they are now doing. It is expected that the new list will be ready for distribution early in August.

EMPHASIZING A BARGAIN

A sign on a display of tools in the general store of Dixon Bros., Maple Creek, Sask., reads as follows:

65 Cents

"It's really not much of a price, but a great deal of a bargain."

SAYS MORE PAINT IS NEEDED

The Standard, St. John, N.B., discussing the need for more painting in the city, says:

"Some people have been arguing that now the war is over and the Prince of Wales coming, St. John should get busy and give itself a coat of paint, which on the whole it needs rather badly. A St. John manufacturer, who was in Toronto recently, met a former resident of this city, and about the first thing the exile did was to comment upon St. John's need of a coat of paint to cover up its shabbiness. H. L. McGowan said recently that there was little prospect of St. John being decorated with much paint in honor of the visit of the Prince. He added that the difficulty was that there was practically no paint oil in the city, and little prospects of getting any immediately. It was almost impossible to order supplies, and the price was prohibitive.

"A local dealer is said to be responsible for the story that the shortage is due to the fact that the Germans have bought up all the available supplies of paint oil. As it is only a few days since Great Britain has lifted the blockade it is difficult to see how the Germans could make sufficient purchases to affect the market, unless somebody has been trading with the enemy while it was still a serious offence to do so. It is probable that this story does not hold water."

IMPROVED ROADS IN CHINA

The use of motor cars has been made possible in Foochow, China, by the enterprise of the provincial officials, who have spent recently $280,000 in improving the roads, which has enhanced the value of land and caused the construction of modern buildings.

The suggestion has been made by prominent men in China that it would pay a combination of motor car companies to finance loans to the different provinces to be used only in road construction. The market for motor cars is strictly limited by the lack of good roads, and as the Chinese have shown a decided desire for motor cars whenever their use is possible, it seems probable that some co-operative plan would produce good results.

PUBLIC SERVICE OF RAILWAYS OF CANADA

The railways of Canada carried 50,737,294 passengers and 127,543,687 tons of freight in 1918, according to statistics compiled by the Department of Railways and Canals.

ELECTRIC RAILWAY EARNINGS

The gross earnings of electric railways in Canada during the fiscal year ended December 30, 1918, were $24,299,889.69, and their operating expenses $17,535,974.63. The rate of operating expenses to gross earnings was 72.16, as stated in the annual report of the Department of Railways and Canals.

JAPS UNSCRUPULOUS ABOUT STEALING TRADE MARKS

That the Japanese are using any and every means to extend their markets is shown by reports regarding razors, which are being offered to the trade in India. The razor is attractive in appearance and is also neatly made, finished, and cased. The quality of the steel, however, is poor and the blade is not calculated to cut well after using a short time. The blade is of full size and ground nearly full hollow, and bears the trade-mark of one of Sheffield's oldest and best-known cutlery firms, although it is marked "Made in Japan" on the reverse. The blade also appears to have been nickel-plated. At any rate all of it with which the grindstone has not been in contact, such as the back and the tang, has a nickel coating and looks very well. The vulcanite scales are pressed in a pretty design, having the words "Made in Japan," on a shield. A novel feature of the razor is that the blade locks on, being closed into the scales, and is not liable to open without the application of some little pressure. Whether this feature is the result of accident or design seems to be an open question, seeing that there is no mechanism to secure it. The end of the blade and the inset of celluloid between the ends of the scales are merely left rough, and this condition seems to effect the objects. An arrangement whereby a razor can be closed and kept closed when not wanted for use is an undoubted advantage, and the majority of the experts who have examined the specimen incline to the opinion it has been devised with that object in view. Merchants in India are offering the razor to the retailers at $5 per doz., so that the makers probably would not get more for it than about $2.50 per doz.

Canadian Products, Ltd., capital $10,000, head office Walkerville, Ont., plans to manufacture and deal in autos, auto trucks, tractors, farm machinery and implements.

Every Simms' Brush Sold Sells ANOTHER

The selling of Simms' Set-in-Rubber Paint and Varnish Brushes is like an endless chain. Each one used means another sold soon. They advertise themselves by solid merit. And there is a good profit on every brush you sell.

TRADE SIMMS SET IN RUBBER MARK

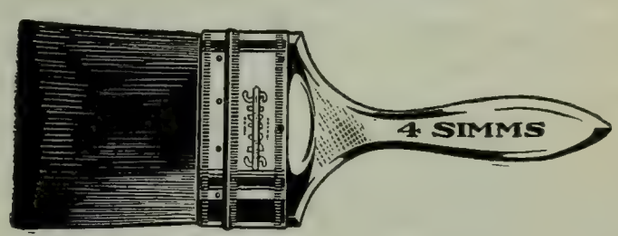
This Set-in-Rubber is our own patented process. You can find no other Brushes anywhere so good. The bristles are set in forever — they are absolutely guaranteed **never** to come out.

Each Brush is a perfect tool for the painter—doing everything that a good paint brush should do—and then a little more.

Made in every shape and style by skilled workmen for use in skilled work.

Don't let your stock run low. Order a new supply **now.**

T. S. SIMMS & CO., Limited
ST. JOHN, N.B.
Branches: Montreal, Toronto, London



THE varnish that gives floors a hardwood finish—brings out the natural grain perfectly.

Specially made for the hard usage to which floors are subjected.

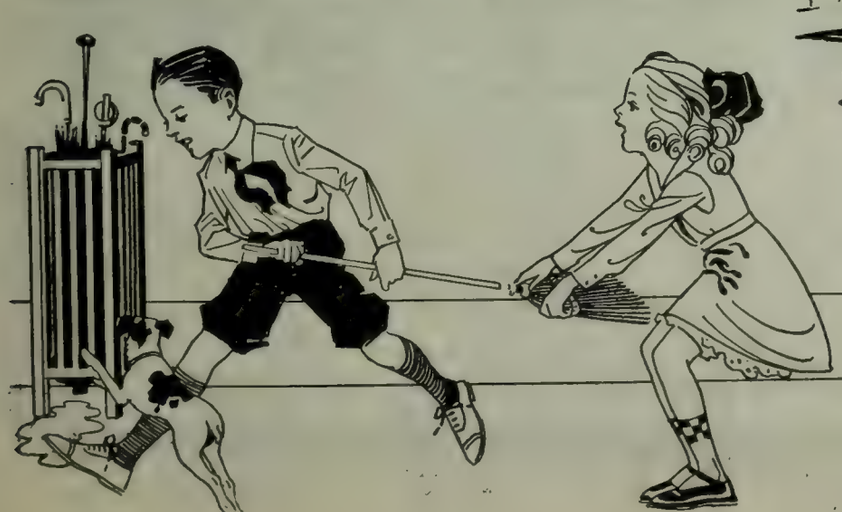
—impervious to water—even boiling water won't hurt it;
—elastic—don't show tell tale heel marks;
—durable—don't show white marks when scratched.

The Floor Varnish that Satisfies the Customer.

BRITISH AMERICA PAINT CO., LTD.

VICTORIA VANCOUVER CALGARY EDMONTON REGINA





CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — —B.B. Caps 25%, B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; zz short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; centre fire pistol, add 35% list; centre fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M. net; empty shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers——Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, add 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No. 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 9 60
No. 2, dozen	12 00
No. 3, dozen	9 60
No. 4, dozen	1 00
No. 5, dozen	13 00
No. 6, dozen	15 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 23%.
Standard Quality, 23 and 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100, lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

BOARDS, IRONING— —

No. 1, dozen	$21 00
No. 31, dozen	$11 00
No. 32, dozen	12 00
No. 35, dozen	26 00
No. 36, dozen	30 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and larger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends, 25%.
Plow Bolts, 30%.
Elevator Bolts, 25%.
Fancy Head Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list), 25%.
Whiffletree Bolts, 25%.
Nuts, square, blank, add to list, 75c.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list, $1.25.
Stove Bolts, 65%. Tire Bolts, 50%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ... 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 41
Rods, base ½ to 1 in., round	0 39
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$12 50
30-gal., Standard	11 00

BOARDS (Wash) Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond Ring (glass)	6 30

F.O.B. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4,000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2,000), 40-2½%.
Chicago Screen Door (3,000), 16 2-3 per cent.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

CHAIN

	Proof Coil Mont'l	Proof Coil Tor'to	Welded Mont'l	Welded Tor'to
3-6 in.	$22.75	$21.40	$.....	$27.40
¼ in.	16 75	17.75	20 60	23.60
5-16 in.	14.75	14.60	16.40	18.40
⅜ in.	13.00	13.40	15.00	17.25
7-16 in.	12.75	13.15	14.40	16.65
½ in.	12.50	12.80	14.15	16.50
⅝ in.	12.35	12.75	13.85	16.15
¾ in.	12.25	12.70	13.50	16.00
⅞ in.	12.05	12.40	13.40	15.80
1 in.	11.90	12.30	13.30	15.65

Electric Welded

	B.B.	B.B.B.
¼ in.	19.00	22.00 .....
5-16 in.	18.00	20.00 .....
⅜ in.	15 00	16.00	18.00 .....
7-16 in.	13.50	13.50	16.50 .....
½ in.	11.60	12.25	14.60 .....
⅝ in.	11.50	12 00	14.50 .....
¾ in.	11.25	11.80	14.25 .....
⅞ in.	11.00	11.55	14.00 .....
1 in.	9.75	11.25	12.25 .....

F.O.B. Toronto, Montreal

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17 25	$.....
5-16 in.	14 25	17 25
⅜ in.	13 00	16 00
7-16 in.	12 75	15 45
½ in.	12 55	15 25
⅝ in.	12 25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; f.o.b. Toronto.

Cow ties, 20%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 8 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen $33 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 15% f.o.b. St. John, N.B.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $21.00; No. 1, $25.50; No. 2, $31.00; No. 3, $39.50.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F.o.b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths	$6 85
17—7strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 35
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

Montreal, Toronto

Casting ingot, see weekly report.

Rods, ½ to 2 in.	0 41	0 42
Soft sheets, base, 16 oz. and heavier	0 42	0 43
Tubing, lb.	0 46	0 47

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal, Montreal, Toronto

Ordinary, 52 sheets	$7 75	$7 35
Do., 60 sheets	7 85	7 45

COKE, TIN PLATES

	Per box
IC, 20x28 base	$16 00
IX, 20x28 base	21 00
IXX, 20x28 base	23 00
IXXX, 20x28 base	25 00

F.O.B. Toronto.

TERNE PLATES

IC, 20x28, 112 sheets $19 00
F.O.B. Toronto

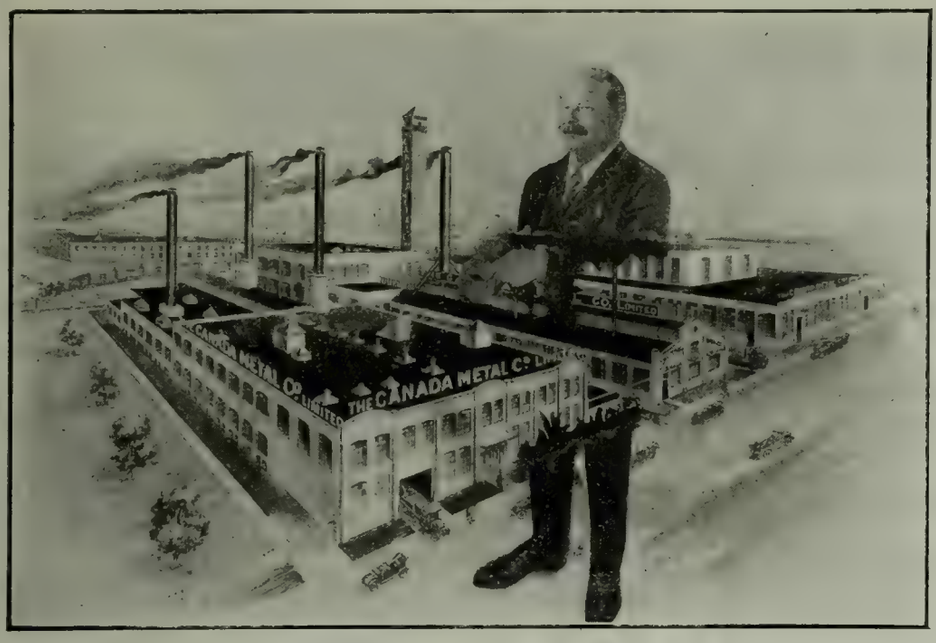
"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

Bush 15 50
F.O.B. Toronto, London.

HARDWAREMEN,



I have found that High Quality, Prompt Delivery, Fair Price, build up a Business that stands the test of time.

W. G. Harris

President

Our Plant is growing every year.

Try us for

BAR SOLDER
LEAD PIPE
SHEET LEAD
WHITE COTTON WASTE

HARRIS HEAVY PRESSURE---The Metal that brings repeat orders.

THE CANADA METAL COMPANY, LIMITED

TORONTO MONTREAL WINNIPEG VANCOUVER

Pronounced "RU" as in RUBY

RU-BER-OID ROOFING

COSTS MORE - WEARS LONGER.

THE STANDARD PAINT CO. OF CANADA, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

CARTER'S

Carter's Genuine Red Lead Means Good Business for You

It is needed constantly by your painter-customers, by railways, ironworks, shipbuilders.

Carter's Genuine Dry Red Lead

is pure, uniform, economical. Mixed with pure linseed oil, it is the best protection for metalwork, steam pipes, etc. It is highly oxidized, ground very fine, made from the highest grade of Canadian pig lead.

We also make Carter's Genuine Orange Lead. Dry White Lead and Litharge.
Make sure you have ample stock on hand.

The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal

CLOCKS

Big Ben	$3 20
F.O.B. Montreal, Toronto, Lond.	
Good Morning, each	1 30
Lookout	1 75
Sleepmeter	1 84

Hamilton

CROWBARS, $9.60 per 100 lbs.

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank. List each.

1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
1/4	.60	23/32	1.60
9/32	.65	3/4	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.85	7/8	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
1/2	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	3/8	$ 8 50
1/8	3 00	7/16	10 50
5/32	3 50	1/2	13 00
3/16	4 00	9/16	15 50
7/32	4 50	5/8	18 00
1/4	5 00	11/16	21 00
9/32	6 00	3/4	24 00
5/16	7 00	7/8	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	40%
Straight Shank	40%
Straight Shank, wire	40%
Taper Shank	40%

DOORS

See Screen Doors.

F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 30%-35%; cast bushings, 30-35%; unions, 40-45%; plugs, 35% off list. Net prices Class B, black, 21c lb.; Class C, 14c lb.; galvanized, Class B, 30c lb.; Class C, 21c lb.

Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	$3 00
Under 40 lbs.	3 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼".	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼".	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36

F.o.b. Toronto, London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Sleepmeter	1 80
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and double-trees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee pairs.
4-inch	$ 2 63	$ 2 23
5-inch	3 24	2 80
6-inch	3 50	3 15
8-inch	4 73	3 59
10-inch	8 40	6 39
12-inch	10 41	10 15
14-inch	11 90	10 32

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 35%.

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lighting	12 50
Heath's	12 50
HOES, Grub	$10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....- ....
Barden Patent	6 00	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 85
Mrs. Potts, No. 50, nickel-plated, set	1 90- 1 95
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 34
Hercules, 4 to 10 ft.	0 36
Hercules, 12 to 14 ft.	0 41
Faultless, 4 to 10 ft. only	0 32
Ontario, 4 to 10 ft. only	0 29
Shelf Lock, 4 to 8 ft. only	0 24
Gardner, No. 1	0 21
Do., No. 2, bolted	0 24
Dominion, No. 3	0 25
Do., No. 4, bolted	0 28

Single and Fruit Picking

10 ft. to 16 ft.	22c ft.
18 ft. to 20 ft.	25c ft.

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.
20 to 32 ft.	$0 26
36 to 40 ft.	0 29
44 ft.	0 32
Over 44 ft.	0 42

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby	$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$11 00
Dowswell	11 25
Noiseless	15 50
Hamilton	12 50
Ottawa	11 50
Peerless	11 50
Snowball	17 00
Momentum	18 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	110 00
Seafoam, engine drive	50 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	11 50
Popular, No. 2	11 00
Economic	13 50
Champion	18 50
New Excell-All	16 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	51 50
Do., do., electric	111 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	59 50
Perfection, electric	119 50
Gem	18 50
Winner	17 00
Connor Improved	10 75
Jubilee	10 25
Canada First	21 00

Discount, 30% and 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$13 00
Pick, doz.	13 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

CANADIAN ASBESTOS COMPANY

MONTREAL **TORONTO**

We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada.

Asbestos Paper and Millboard **Asbestos Pipe Covering**

Asbestos Cements **Blackote Rubber Roofing**

Cotton Waste and Oakum

Sole Canadian Agents:

PEERLESS RUBBER MFG. CO.—Rainbow Packing, etc.
JOSEPH DIXON CRUCIBLE CO.—Crucibles, Graphite-Paint and Plumbago, etc.
EHRET MAGNESIA MFG. CO.—85% Magnesia Products.
ASBESTOS PROTECTED METAL CO.—Corrugated Siding and Roofing.

Cannon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

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Order NOW of Your Jobber.

Manufactured only by

THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.

Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

HAVE YOU RECEIVED HARDWARE AND METAL'S STOCK ELECTRO CATALOGUE YET?

DU PONT CANADIAN INDUSTRIES

DU PONT



Those dealers who handle Du Pont Powders and Shells loaded with Du Pont Powders will find the Fall of 1919 a busy one.

There are more shooters in Canada now than ever before—and the quantity of dependability of Du Pont products was never higher in all the years since this famous powder was made and marketed. Is your stock up?

E. I. Du Pont de Nemours & Co.
Wilmington, Del. U.S.A.

DU PONT

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	$4 85
36-inch, per roll	6 25
48-inch, per roll	7 25
60-inch, per roll	8 60
72-inch, per roll	9 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	....
U.S. Navy (spun)	21 50
Plumbers (spun)	9 00

F.o.b. Montreal, Toronto.

OILS

	Montreal	Toronto
Royalite, gal.	0 20½	0 20½
Palacine, gal.	0 23½	0 23½
Gasoline, net, gal...	0 33	0 32
	List	Gallon
Black oil (Summer)	0 14½	0 13½
Black oil (Winter)..	0 16	0 15
Imperial Kerosene Tractor	0 59	
Capital cylinder ..	0 62	0 58
Machine oil, regular grades	0 36	0 36
Standard gas engine oil	0 40½	0 37
Parafine	0 25	0 21

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list.	0 90
Polarine A, list...	1 00
Gargoyle Mobiloil, list ...	1 30

List, less 25% on above.

Fuel oil, bbls. net	0 08
Fuel oil, tank cars, net...	0 07

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll..	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red..	1 05
Do., blue	0 70
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 78
Surprise Fibre	0 66
Tarred felt, per cwt.	3 90
Cyclone (dry)	....
Cyclone (tarred)	....
Jolnet (dry fibre)	....
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 100 lbs.)	4 75
Straw, sheathing, dry, per cwt.	3 05
Do., Do., tarred, per cwt...	3 20

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—		
5 to 6 lbs., doz.	$11 00	$11 25
6 to 7 lbs., doz.	12 00	12 25
Rock—		
7 to 8 lbs., doz.		13 00

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$.....
¼ in..	4 53	6 66	5 13	7 26
⅜ in..	4 53	6 66	5 13	7 26
½ in..	5 99	7 57	6 84	8 42
¾ in..	7 53	9 66	8 68	10 81
1 in..	11 14	14 28	12 84	15 98
1¼ in..	15 07	19 32	17 37	21 62
1½ in..	18 01	23 10	20 76	25 85
2 in..	24 24	31 08	27 94	34 78
2½ in..	38 90	49 73	....	....
3 in..	50 87	65 03	....	....
3½ in..	64 86	81 88	....	....
4 in..	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$27 94	$34 78	$31 64	$38 11
2½ in..	40 66	51 48	46 51	57 33
3 in..	53 17	67 32	60 82	74 97
3½ in..	66 70	83 72	75 90	92 92
4 in..	79 03	99 19	89 93	110 09
4½ in..	88 00	113 00	107 00	132 00
5 in..	103 00	132 00	125 00	154 00
6 in..	133 00	171 00	162 00	200 00
7 in..	175 00	224 00	211 00	259 00
8 in..	212 00	271 00	255 00	314 00
9 in..	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in..	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 80%.

4½" and larfer, 70%.

4" and under, running thread, 50%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list.	3 00
12-oz. bottles, doz., list.	6 00
1-qt. can, doz., list.	15 00
½-gal. cans, doz., list.	24 00
1-gal. cans, doz., list.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton

Size	Case	Doz.	Case
¼ pts., 3 doz.		$1 15	$3 40
½ pts., 3 doz.		2 10	6 00
Pints, 2 doz.		3 15	6 00
Quarts, 2 doz.		4 65	9 00
½ gal., 1 doz.		8 40	8 40
Gal., ½ doz.		....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Amazon, 1 ply	$2 05
Amazon, 2 ply	2 35
Amazon, 3 ply	2 70
Samson, 1-ply, roll	2 40
Samson, 2-ply, roll	2 85
Samson, 3-ply, roll	3 40
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Everlastic, 1-ply	1 90
Everlastic, 2-ply	2 20
Everlastic, 3-ply	2 55
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 45
McCombe, Sp., 1-ply	1 70
McCombe Sp., 2-ply	1 95
McCombe Sp., 3-ply	2 30
Panamoid, 1-ply	1 70
Panamoid, 2-ply	1 95
Panamoid, 3-ply	2 30
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 70
Black Diamond Ready Roofing, 2-ply	....
Black Diamond Ready Roofing, 3-ply	....
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 25
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto and Montreal.

ROPE

	Lb.
Pure Manila basis	32
British Manila basis	28
New Zealand hemp basis	28
Sisal basis	25

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	25
Double lath yarn	25½
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis. On application	
Cotton, ⅛ in.	0 82
5-32 in.	0 81
3-16 in.	0 74-77½
¼-in. and up	0 73-76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 751 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (66½), $5.85; 465 (69), $1.80; 171 (36), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel.	$3 95
103, 50 ft. Reliable Jr. Steel	4 05
243, 50 ft. Rival Steel.	3 50
1243, 50 ft. Rival Jr. Steel.	3 50
603, 50 ft. Metallic	3 00
604, 66 ft.	3 30
403, 50 ft. Linen	2 15
	Dozen
713, 50 ft. Ass Skin	5 40
714, 66 ft. Ass Skin	6 50
143, 3 ft. Steel Pocket	7 10
145, 5 ft. Steel Pocket	9 65
175, 5 ft. Linnine Pocket	5 55
165, 5 ft. Cotton Pocket	1 60

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 60	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

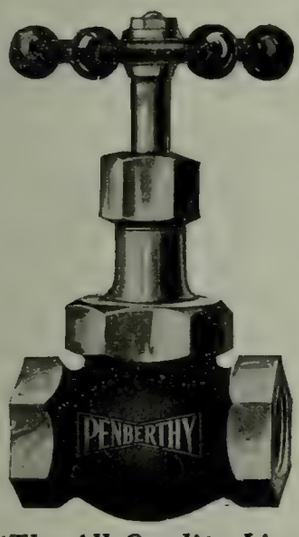
SCYTHES

	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00



Are you "On the Fence"?

TRADE PENBERTHY MARK



"The All-Quality Line"

HARDWARE MERCHANTS!

Let Us Have a Trial Order for

COMPODISK BRASS VALVES

"The Valve with the outside bonnet construction."

Registered and approved for 175 lbs. steam pressure.

A FAIR OFFER

In order that you may see just what you are getting for your money, we will send to any live wire hardware dealer in Canada on request a sample Compodisk Globe Valve for examination of quality and price. If you do not wish to pay for sample, return it and we will send you stamps to cover return charges. It doesn't cost you a cent to see the finest valve on the market.

We make this offer

because we want every dealer in the country to buy Penberthy Valves and we feel confident that when you have seen the sample and compared the price with what you are now paying for other makes, that you will always specify "Penberthy."

IF YOU SELL VALVES SEND FOR THAT SAMPLE TO-DAY!

Penberthy Injector Co., Limited

Windsor, Ontario

SCREEN DOORS
Kasement No. 1—2 ft. 8 in., $28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 8 ft., $34.20 dozen.

SNATHS Doz.

00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	77½%
Wood, R.H., bright	75 %
Wood, O.H., bright	75 %
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	20

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 10
18 and 20	7 10
16	6 95
14	6 80

F.O.B. Hamilton and Toronto.

SHINGLES, METAL

Standard, galvanized	$10 00
Standard, painted	8 00

Discount 7½%.

SIDING, METAL

Standard, galvanzed	$8 50
Standard, painted	6 50

Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay: also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
Base, 3 to 8 lbs., 47½c, f.o.b. Toronto and Hamilton.

SOLDER, BAR
See weekly report

SPOUTS, SAP

Eureka, per M	$13 50	$16 50

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	$ 7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz.	$2 60
Sampson, doz.	7 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	45 and 5	45 and 5	45 and 5
Draining Tools	45 and 5	45 and 5	.....
Hollow Back Scoops	45 and 5	.....	45 and 5
Sand Shovels	45 and 5	.....	45 and 5
Hollow Back Shovels	45 and 5	.....	45 and 5
Hollow Back Coal Shovels	45 and 5	.....	45 and 5
Riveted Back Scoops	45 and 5	45 and 5	45 and 5
Miners' Spring Point Shovels	45 and 5	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's Doz.

American Queen, nickeled fittings, Cyco ball bearing	$48 00
Club, Jap. Cyco bearing	102 00
Champion, nickeled fittings	40 00
Champion, japanned fittings	34 00
Grand, nick., Cyco B.B.	61 00
Grand, jap., Cyco B.B.	55 00
Grand Rapids, nick., Cyco B.B.	45 00
Grand Rapids, jap., Cyco B.B.	39 00
Parlor Queen, nick., Cyco, B.B.	51 00
Princess, nick., Cyco B.B.	46 00
Standard, nickeled fittings	42 00
Standard, jap. fittings	36 00
Universal, nick., Cyco bearing	43 00
Universal, jap., Cyco bearing	37 00

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, nickeled	$98 00
Household, japanned	88 00
Superba, nickeled	114 00

F.O.B. factory, Niagara Falls, Ont.
Prices guaranteed by manufacturers against their own decline to Dec. 31, 1919. Also stock by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 00
Attachments, set	8 25

F.O.B. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 and 10%
Shoe findings list adopted July 5, 1917	Net List
List of Capped Goods adopted Jan. 1, 1916	60 2and 15%

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1	$ 2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.O.B. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb	0 71 -0 77
4-ply wrapping, lb.	0 73½-0 80

Montreal.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.O.B. Newmarket.

VALVES %

Compression work, standard	44
High grade	40
Fuller work, standard	40
Basin cocks, No. 0, standard	35
Nos. 1 and 2	35
Bath cocks, compression	45
Flatway stop and waste cocks, standard	44
Roundway stop and waste cocks, standard	44
Brass steam cocks, standard	Net list
Radiator valves, standard	31
Do., removable seat	Net list
Globe, angle and check valves, standard	22½
Do., Jenkins Disc	22
JJenkins Valves	Ne list
Standard Gate	25

F.O.B. Toronto.

Penberthy Brass Valves

Compodisk Valves	15-5%
Gate Valves	25%
Regrindinf Valves	15-2½%
Swing Check Valves	10-2½%

WARES, ETC.
Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%; White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list, plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30% and 5%.
33 1-3%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10% less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots in 3 doz lots, list, plus 10%, less 10%.
Nickel-plated Ware, 50%.
F.O.B. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS
Rain plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$4.75	$4.00	$4.75
Section, ½ lb., per 100 lbs.	4.75	4.50	4.50
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

WHEELBARROWS

Navvy, steel wheel, doz.	$60 00
Garden, steel, doz.	64 25
Light garden, doz.	46 80

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

Cut Hay Wire.	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	5 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.

Smooth Steel Wire.

Nos. 0-9 gauge, base	5 00

Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

Manufacturers of

BAR IRON and STEEL: Rounds, Squares and Flats

Also Twisted Steel Bars for Reinforcing

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Mr. Hardware Dealer

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BANNER Ash Sifters

well in advance. Remember coal is high and people that now use a sifter are willing to pay the price for a good one.

If you can find any better ash sifter to recommend do not recommend the ***Banner.***

The trade mark name ***Banner*** is your guarantee. We stand back of every ***Banner*** Ash Sifter.



The Burrowes Mfg. Co., Toronto

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Our Stock is Complete in the following Lines:

Pratt and Lambert's Varnishes
Berry Bros. - - Varnishes
Crown Diamond Paints
Old English Floor Wax
Johnson's Floor Wax
O-Cedar Products
Liquid Veneer
Window Glass
Paint Brushes
Linseed Oils
White Lead
Dry Colors
Turpentine
Putty

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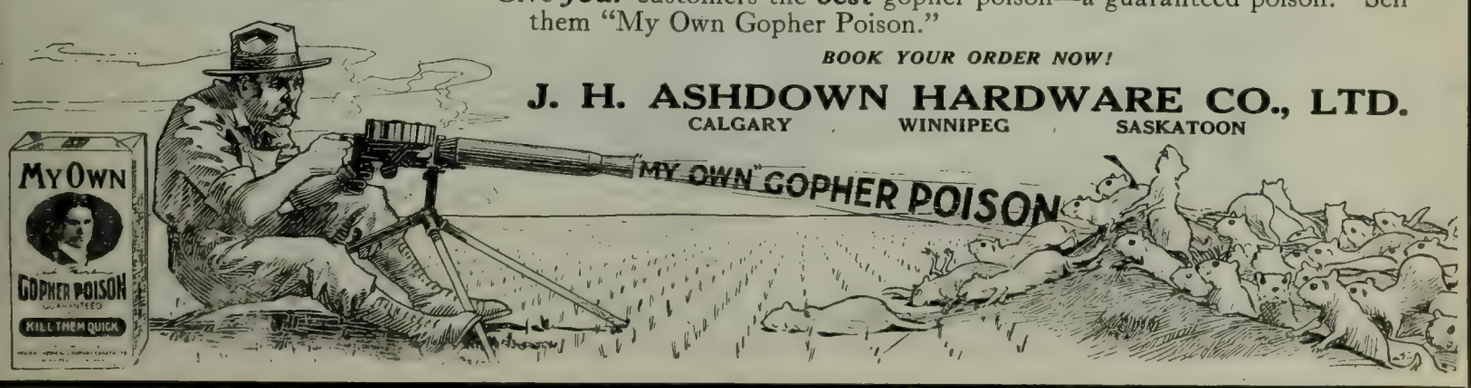
The gopher offensive is being met by the farmers with a counter attack of "My Own Gopher Poison."

Give ***your*** customers the ***best*** gopher poison---a guaranteed poison. Sell them "My Own Gopher Poison."

BOOK YOUR ORDER NOW!

J. H. ASHDOWN HARDWARE CO., LTD.

CALGARY WINNIPEG SASKATOON



Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 0lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	11-12c	12

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs...	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 09½
Do., pure, 100 lb. kegs..	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs..	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs..	0 15
Imp. green, 100-lb. kegs....	17-19
Chrome green, pure.....	0 35
Chrome yellow	25-41
Brunswick green, 100-lb. kg.	12-14½
Indian red, 100-lb. kegs...	15-20
Indian red, No. 1, 100-lb. k.	06-10
Lamp black 0 23-0	25
Venetian red, best bright..	07-09
Venetian red, No. 1	0 05½
Drop black, pure dry	0 09½
Golden ochre, 100-lb. kegs..	0 12
White ochre, 100-lb. kegs.	05½-06
White ochre, barrels.....	0 04½
Yellow ochre, barrels	0 03½
French ochre, barrels.....	06-10½
Spruce ochre, 100-lb. kegs..	0 07
Canadian red oxide, bbls..	0 03½
Super magnetic red	0 05
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1 lb. tins—

Venetian red	23-30
Indian red	0 30
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure.	25-28
Greens, pure	28-38
Siennas	0 34
Umbers	0 34
Ultramarine blue	45-48
Prussian blue	1 00
Chinese blue	1 00
Drop black	0 35
Ivory black	0 36
Signwriters' black, pure....	38-40
Lampblack	38-40
Marine black, 5-lb. irons...	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$7 47½
C.P.C. Albagloss	4 02½
B-H "White" Enamel	7 47½

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50 1-lb. pkgs....	$25 00
Case No. 8—100 ½-lb. pkgs..	28 00
Case No. 9—200 ¼-lb. pkgs...	35 00
Discount—	
French medal (prices withdrawn).	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags.....	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags.	0 24

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%. Sheet glass, 5 to 10%. Cash 2%.

F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each...	3 00
Plates 111 to 120 wide containing not over 100 ft., each...	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$16 00	$16 35
Crown Diamond	16 00	16 35
Crown, Pure	16 00	16 35
Green Seal	16 00	16 35
Ramsay's Pure	16 00	16 35
Moore's Pure	16 00	16 35
Tiger, Pure	16 00	16 35
O.P.W. Dec. Pure...	16 00	16 35
Red Seal	16 00	16 35
O.P.W. English	16 20	16 55
Elephant Genuine....	16 50	16 85

B.B. Genuine Lead, less than tons, $18.50, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt....	$10 50	14 50
Genuine, 100-pound kegs, per cwt.	11 50	15 50
Less quantity	13 25	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs. ..	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
⅛s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

LITHARGE
Tons or over (cwt.).....$10 75
Smaller lots (cwt.) 11 75

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 95
Elephant, colors	4 55
B.-H. English, white	5 05
B.-H. English, colors	4 85
B.-H. Floor	4 00
B.-H. Porch Floor	4 55
Minerva, white	4 90
Minerva, colors	4 65
Crown Diamond, white	4 80
Crown Diamond, colors	4 55
Crown Diamond, floor	4 00
B.-H. Fresconette, white.....	3 60
B.-H. Fresconette, colors.....	3 50
Moore's House Colors, white..	5 00
Moore's House Colors, colors..	4 80
Moore's Egyptian Paint, white	4 00
Do., colors	3 85
Moore's Floor Paint	3 75
Moore's Sani-Flat	3 75
Moore's Porch and Deck Paint	4 90
Moore's Mooramel	....
Jamieson's Crown Anchor ...	4 30
C.P.C. Pure, white	5 05
C.P.C. Pure, colors	5 55
O.P.W. Canada Brand, white.	4 80
O.P.W. Canada Brand, colors	4 50
O.P.W. Canada Brand, floor..	3 75
O.P.W. Flat Wall, white.....	3 60
O.P.W. Flat Wall, colors.....	3 50
Ramsay's Pure, white	4 90
Ramsay's Pure, colors	4 60
Martin-Senour, 100%, white..	5 05
Martin-Senour, 100%, colors..	4 80
Martin-Senour, Porch Paint..	4 55
Martin-Senour, Neutone, white	3 60
Martin-Senour, Neutone, colors	3 50
Senour's Floor Paint.....	4 00
Sherwin-Williams, white	5 05
Sherwin-Williams, colors	4 80
Sherwin-Williams, floor	4 00
Sherwin-Williams, porch floor.	4 55
Flat Tone, white	3 60
Flat Tone, colors	3 50
Lowe Bros., H.S., white	5 05
Lowe Bros., H.S., colors	4 80
Lowe Bros., hard drying floor.	4 00
Mellotone, white	3 75
Mellotone, colors	3 60
Sanitone, white	3 60
Maple Leaf, white	5 05
Maple Leaf, colors	4 80
Maple Leaf, floor	4 00
Pearcy's Prepared, colors	4 25
Pearcy's Prepared,, white	4 50

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs....	$0 48
In kegs, about 250 lbs. ...	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 65	$5 95
Bulk, 100-lb. drums..	6 50	6 80
Bulk, 25-lb. drums...	6 75	7 05
Bulk, 12½-lb irons..	7 00	7 30
Bladder, in bbls.	7 00	7 70

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over montreal quotations.

ROSIN
Barrels, 100 lbs. $9 50
Less, per lb. 0 12

SHELLAC
Pure White, gal. (1 gal. tins), $6.55; pure Orange, gal. (1 gal. tins), $6.05; Gum Shellac, TN, $1.00 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 30
Takof	2 75
O.P.W. Presto	2 75
Lingerwett	2 55-3 00
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.35-$1.46 gal.; gal tins	$1.57-$1.68
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz....	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
C.P.C. Sun Varnish.....	3 33
C.P.C. Sun Spar	4 63
C.P.C. Sun Waterproof Floor	3 40
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 20
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 52
M-S Marble-Ite Floor	3 91
M-S Wood-Var	3 91
M-S Durable Spar	5 11
M-S Finest Interior	3 34
Elastic Interior	3 14
Mar-not	3 90
Quick Action House	2 65
Rexspar	5 12
Smear-Not	3 34
Kyanize Spar	4 94
Kyanize Cabinet Rubbing ..	3 84
Kyanize Interior	3 84
Luxeberry light	4 50
Luxeberry granite	4 50
Luxeberry spar	5 62
Ramsay's Universal	3 68
Crown Diamond Floor	3 65

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg...	0 75
½ gal. package, per pkg....	0 40
Coralite, 5-lb. pkgs., white.	0 07
Coralite, 5-lb. pkgs., colors.	0 07½
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream. Polishing	$0 21

WHITE	
XXX	0 18
XX	0 16¾
X	0 15¾
XC	0 13½
Japanese	0 13
XXX Extra	0 19
XX, grand	0 17¾
XLCR	0 16½
X Empire	0 15¼
X Press	0 14

COLORED	
No. 5	0 13¾
No. 1	0 12¾
No. 7	0 11¾
No. 1A	0 10¾
No. 1B	0 09¾
Fancy	0 15
Lion	0 13½
Standard	0 12
Popular	0 10½
Keen	0 09

Above lines subject to trade discount for quantity.

WAX	Per lb.
C. & B. Floor Wax	$0 40
B.H. Wax	0 45
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 35
Imperial Floor Wax	0 40
Anchor	0 38
O.P.W. Lion Brand	0 45
Old English 0 53	0 62
Johnson's	0 62
Jamieson's liquid wax, gal. ...	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

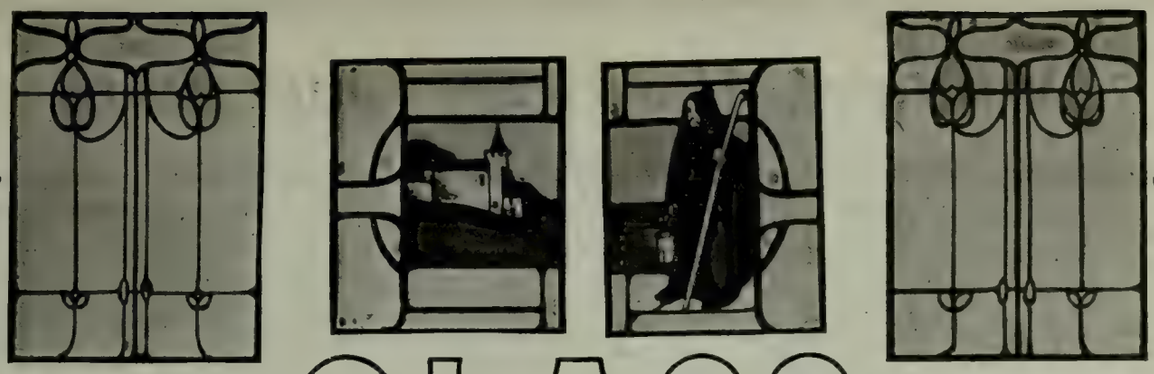
WHITING	
Plain, in bbls.	$2 50

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00

WOOD ALCOHOL	Per gal.
In five gallons	2 20
In barrels	2 15

$4 extra for barrels.
F.o.b. Montreal, Toronto, London



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

10-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.

WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WINDOW GLASS.

CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

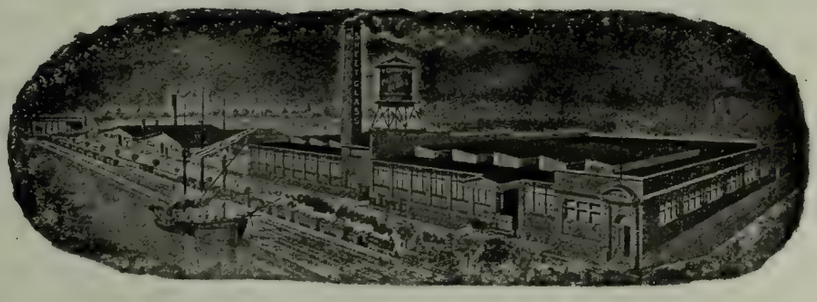
HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

RED

S

BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $3.25; C.B. Caps, $4.10; 2 2Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Double Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel. $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch. 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%, plough bolts, 25%; stove bolts, 50%; shaft bolts, 20%; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $12.25. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, .7½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 74c lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60-10%
Class B and C, off new list	20%
Bushings	20%
Unions	40%
Nipples 4" and under	55%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS WINDOW

	Single	Double
Up to 25 in.	....	....
26 to 40	....	....
41 to 50	....	....
51 to 60	....	....
61 to 70	....	....

GPASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 15
Cold Blast, regular	1 15

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4 $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherwenght, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$9 40
28 Am. or 26 Eng.	9 00
26 Am. or 26 Eng	8 70
24	8 55
22	8 55
18 and 20	8 40
16	8 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 25
Mrs. Pott's No. 50, set	2 35

Mrs. Pott's common and iron handles, $1.45 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

20% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$18 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 05
3	2 90
4	4 30
Barn Door	
5	2 65
8	2 65
9	4 30

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O-Cedar Polish, No. 1	$12 00
O-Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll

1 in. mesh x 24 in.	6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in. $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 46c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out White, $4.45; Stephens' House, $4.20; Stephens' Floor, $3.64; Silkstone colors, $3.40; Silkstone white, $3.50; Stephens' Barn Paint, $1.45.

POLISH

O-Cedar—

	Doz.
4 oz.	$ 2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$ 2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40
Bon Ton—	
¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
Gal.	15 00
½ gal.	9 90

If You Knew—

THE economic reasons, alone, as a motive for housewives in selecting "Silkstone" as a wall covering, are a big factor in promoting sales.

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Silkstone is cheaper than wall-paper (and decidedly more sanitary), lasts longer than other wall finishes, can be washed often, and won't rub off. It gives a beautiful soft, silky finish that will outwear any other wall covering. The economy of a finish that costs little to apply and lasts so long will forcibly appeal to all.

Set "Economy" to make sales of Silkstone for you. If there is no Stephens' Agent near you, write for our good proposition.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG and **CALGARY**

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 833	1071
inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 70
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER, Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ...; 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 45c lb.; No. 8, 46c; No. 10, 50c; No. 12, 54c.

Five-lb. assorted boxes, No. 8, 52c; No. 10, 55c lb.

Copper Burrs, No. 7, 45c; No. 8. 46c; No. 10, 50c; No. 12, 54c.

ROPE

Sisal, 28¼c base; pure Manila, 35¼c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 66c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER

Star—	Quire.	Ream.
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—		
00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%, flat head, brass, 35%; coach, 45%. Set Screws, 40%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—	
No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, nickeled	$101 00
Household, japanned	91 00
Superba, nickeled	117 00

F.O.B. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to Decenmeber 31, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $15.95; D.H. Sqr. Pt., $15.95; L.H. Rd. Pt., $15.95; L.H., Sqr. Pt., $15.95; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 5, $20.25; No. 6, $20.50; No. 8, $21.00.

SOLDER. Per pound, 35 to 36c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$22 50
20 x 28 I.X. box	26 00
20 x 33 I.C. box	27 00
20 x 33 I.X. box	31 90
Terne plates	24 00

TRAPS, GAME—	Doz.		
	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE
See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 66
Cotton, 3-ply, balls	0 69
Cotton, 4-ply, cones	0 70
Cotton, 4-ply, balls	0 73

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, retinned, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Ligh Galvanized Pails and Tubs, list, plus 20%.

Heavy Galvanized Pails and Tubs, plus 80%.

Jap. Coal Hods, list, plus 35%.

Galvanized Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

WHITE LEAD

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB

Lyman, 4-point, $5.00 Winnipeg; Glidden Cattle, 2-pt., $4.80 Winnipeg; Baker, 2-pt., $4.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized, Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.75 Winnipeg; $6.25 Fort William. Brass snare wire, per lb., 80c.

WIRE, ANNEALED

No. 9, $5.50; 10, $5.56; 12, $5.70; 14, $5.90; 15, $6.05; 16, $6.20 per 100 lbs.

WRENCHES (NUT)

Agricultural—	Doz.
6 inch.	$6 70
8 inch.	8 00
10 inch.	9 40
12 inch.	12 00
15 inch.	16 80
Perfect Handle—	
6 inch.	12 00
8 inch.	14 40
10 inch.	16 80
12 inch.	21 60
15 inch.	28 80
18 inch.	38 40

WRENCHES (PIPE)

Stillson—	Each
6 inch.	$1 00
8 inch.	1 15
10 inch.	1 25
14 inch.	1 75
18 inch.	2 50
24 inch.	3 65
36 inch.	6 75
Trimo—	
10 inch.	$1 60
14 in.	2 10
18 inch.	3 00
24 inch.	4 35

Always Ready—	Dozen. Black.	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Eze, $62.55 per dozen, Reliance,

CRESCENT SHARES



OVER 1,000 PATTERNS. PERFECT IN FIT AND FINISH

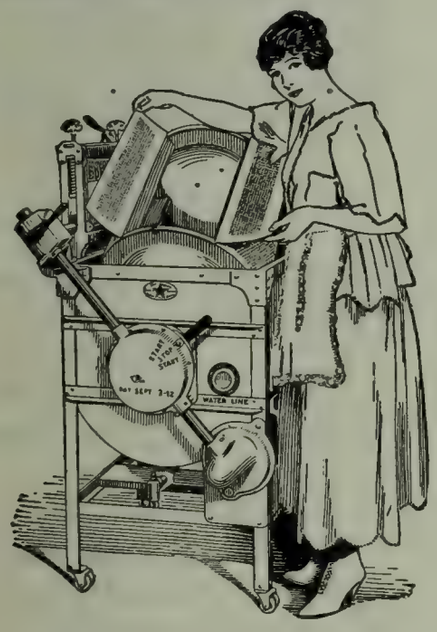
Sandoval Rolling Coulters
Harrow Teeth

Every Hardware Merchant in Western Canada should have these in stock.

The demand is assured. How is your supply? Better send us your order to-day.

D. ACKLAND & SON, Limited

WINNIPEG ∴ CALGARY



THE BIG MARKET
IS AT HAND

In the big demand for Labor Saving appliances that has been developed by the education of the housewife to a realization of the fact that she need not be a household drudge

The Eden dominates its market

Because its construction is time tested.

Because it has twenty-five inimitable and exclusive features.

Because it is nationally advertised.

Because it is sold on a Golden Rule Policy.

Because it does what it is built to do—it washes clothes and washes them to snow whites, quickly, easily and economically.

THEREFORE:—YOU SHOULD SELL THE EDEN and reap the harvest of prosperity that is in sight.

GREAT WEST ELECTRIC COMPANY, LTD.

CANADIAN DISTRIBUTORS

WINNIPEG MANITOBA

Distributors of LACO TUNGSTEN and NITRO LAMPS

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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Plewes, Ltd., Winnipeg, Man.

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Agricultural Products
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Ash Sifters
Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.

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J. E. Beauchamp & Co., Montreal, Que.
Crown Cycle & Motor Co., Montreal.
E. G. Gooderham, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
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Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
The Bunyan Mfg. Co., Cleveland, Ohio.
The Burrowes Mfg. Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durkee-Atwood Co., Toronto, Ont.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. K. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
The Prismolite Sales Co., Westfield, N.Y.
Will. B. Lane, Chicago, Ill.
Perfection Sanitary Brush Co., Toronto.
Rock Island Mfg. Co., Chicago, Ill.
A. Shaler Co., Waupun, Wis.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal.

Automobile Hoods (Ford)
The Burrowes Mfg. Co., Toronto.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Automobile Signals
The Bunyan Mfg. Co., Cleveland, Ohio.

Awnings
Finnie & Murray, Ltd., Winnipeg.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.
Usona Mfg. Co., Windsor, Ont.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Usona Mfg. Co., Windsor, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Ont.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
Samuel Trees & Co., Toronto, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Boats
Canadian Canoe Co., Ltd., Peterboro, Ont.
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg.
The Steel Co. of Canada, Ltd., Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.

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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Burlap
Dominion Oil Cloth Co., Ltd., Montreal, Que.

Butter Tubs (Covered)
E B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
The Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Brushes, Shaving, Manufacturers
T. S. Simms & Co., Ltd., Fairville, St. John, N.B
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Canadian Canoe Co., Ltd., Peterborough, Ont.
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
Finnie & Murray, Ltd., Winnipeg.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mig. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.

Choppers, Ice
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Check Protectors
W. G Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros of Canada, Galt

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
Containers Limited, 350 Sorauren Ave., Toronto.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.



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Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Economy Foundry Co., Portage la Prairie.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Drain Pipe Cleaners
Herbert Terry & Sons, Redditch, Eng.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Pemberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
The Barton Netting Co., Ltd., Windsor, Ont.

Electric Specialties
Beniamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Usona Mfg. Co., Windsor, Ont.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.

Emery
Dominion Glue & Emery Co., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers Ltd., Montreal, P.Q.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Common Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
H. W. Johns-Manville Co., New York.
Northern Electric Co., Montreal.
Pyrene Mfg. Co., Ltd., Montreal, Que.

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Jas Cartland & Sons, Ltd., Birmingham, Eng.

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National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

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J. H. McComb, Ltd., Montreal, Que.

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Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Appliances and Liquids
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

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E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
DesRochers, Ltd., Montreal, P.Q.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pyrene Mfg. Co., Ltd., Montreal, Que.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

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The Barton Netting Co., Ltd., Windsor, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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Canadian National Carbon Co., Toronto.
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Usona Mfg. Co., Windsor, Ont.
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Oneida Community, Ltd., Oneida, N.Y.

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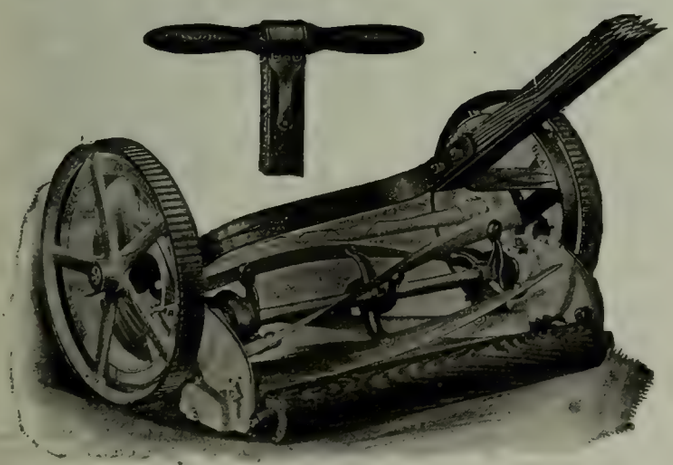
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Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock
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Record Fdry. & Machine Co., Ltd., Moncton, N.B

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Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal
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The Louden Machinery Co. of Can., Ltd., Guelph.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

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Pedlar People, Ltd., Oshawa, Ont.

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J. Samuels, Toronto.
Soren Bros., Toronto.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Pedlar People, Ltd., Oshawa, Ont.

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Galvanized Steel Sheets
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

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Great West Electric Co., Ltd., Winnipeg, Man.

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Prairie City Oil Co., Winnipeg.

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Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

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The Strong Machinery & Supply Co., New York, N.Y.

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Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
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G. F. Stephens Co, Winnipeg.

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W. Harris & Co., Toronto.

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Canada Glue Co., Ltd., Brantford, Ont.

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Canada Glue Co., Ltd., Brantford, Ont.
Superior Electrics, Ltd., Pembroke, Ont.

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Canada Glue Co., Brantford, Ont.
DesRochers Ltd., Montreal, Que.
Dominion Glue & Emery Co., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
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Glass Benders
Toronto Plate Glass Importing Co., Toronto.

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Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

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A. R. Clarke & Co., Ltd., Toronto.

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Prairie Chemical Co. of Canada, Ltd., Winnipeg.

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Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canada Asbestos Co., Montreal, Que.

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The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
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Gum, Repair
Adamson Mfg. Co., Hamilton, Ont.

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Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
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Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
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Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
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The Stanley Works, New Britain, Conn.

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Allith Mfg. Co., Hamilton, Ont.
The Louden Machinery Co. of Can., Ltd., Guelph.

Hangers, Door and Track
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
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National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

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Samuel Trees & Co., Toronto.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

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Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
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National Mfg. Co., Sterling, Ill.
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Taylor-Forbes Co., Guelph, Ont.

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The Stanley Works, New Britain, Conn.

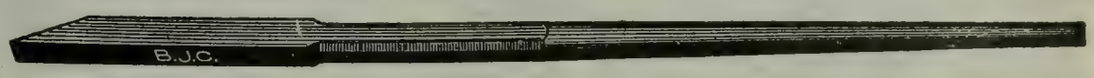
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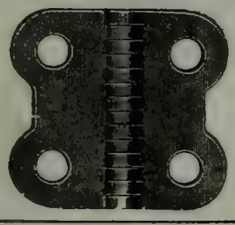
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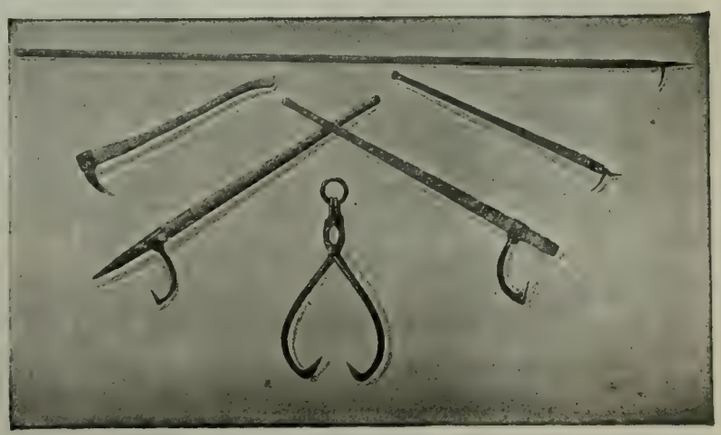
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National Mfg. Co., Sterling, Ill.

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J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont

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Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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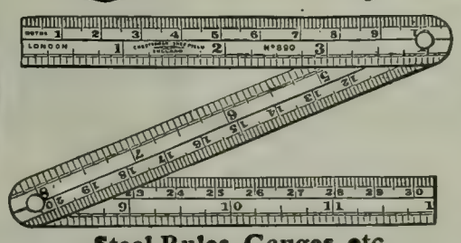
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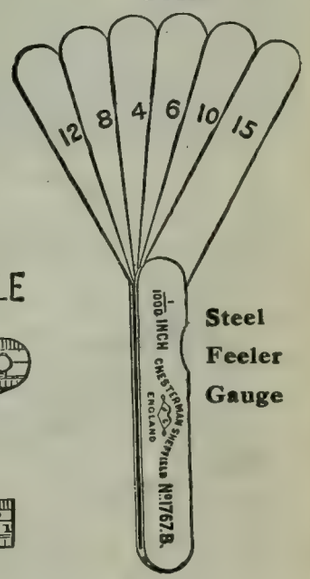
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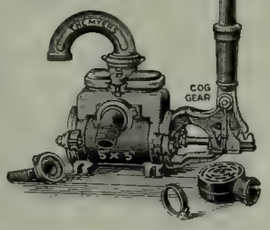
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The original and only Genuine Preparation for cleaning Cutlery

"WELLINGTON"
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc,

Wellington Mills, London, S.E.1., Eng.
AGENT:
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Hardware and Metal
Classified Advertising Section
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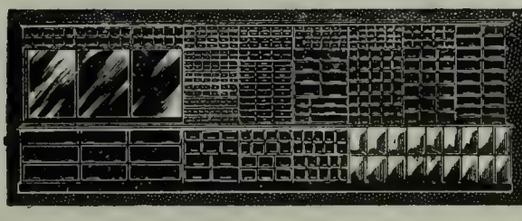
LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Manitoba — Bissett & Webb, Limited, Winnipeg
British Columbia — McPherson & Teetzel, Vancouver

Reliable QUALITY



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.
The quality of our goods is top-notch. Prices right.
CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada

There's a good amount of business in your town in Babbitt Metals that you could capture by stocking Owl Babbitt
Owl Traction Babbitt for Tractors
Owl Babbitt Metal for Thrashers
Made by The Owl Metal Co., Ltd., Winnipeg

OWL BABBITT METALS

MOTORS FOR SALE

We have for sale about 100 D.C. Motors, ranging in size from 5 H.P., 1600 r.p.m., to 100 H.P., 430 r.p.m. These are Canadian General Electric Co., Ltd., Chapman & Walker, Ltd., and Canadian Westinghouse Company, Ltd., motors.

They will be disposed of under a guarantee of good running condition and prices and terms will be made to suit.

All are offered subject to prior sale.
Itemized list furnished upon request. Write.

PURCHASING DEPARTMENT,
Lake Superior Paper Company, Ltd.,
SAULT STE. MARIE, ONT.

THE BUYERS' GUIDE

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stewart Spiers, Ayr, Scotland.

Plow Rings
International Malleable Iron Co., Ltd., Guelph.

Polishes
Stuart & Foster, Toronto.
Vlit Mfg. Co., Montreal, Que.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

Polishes, Brass
Stuart & Foster, Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polish, Silver
Stuart & Foster, Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

Polish, Cream, Metal
Stuart & Foster, Toronto.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Otterville Mfg. Co., Otterville, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Dominion Radiator Co., Ltd., Toronto.
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal.

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rat Poison
The Common Sense Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Limited, London, Eng.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Records, Talking Machine
The Musical Merchandise Sales Co., Toronto, Ont.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rod ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal Que.
Independent Cordage Co., Toronto Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Fred Smith, Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Butchers'
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

Saws, Hack
The Millers Falls Co., Millers Falls, Mass.

Scissors
The Acme Shear Co., Bridgeport, Conn.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrap, Iron and Steel (Buyers)
S. Solway & Sons, Toronto, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Seats, Garden
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Livingston

SERVICE COUNTS THESE DAYS

THE ENTIRE ORGANIZATION OF OUR COMPANY IS AT YOUR SERVICE WHEN YOU SPECIFY

Livingston Brand

EVEN IN THE FACE OF THE VERY TRYING CONDITIONS OF THE SEASON OUR POLICY HAS BEEN TO KEEP OUR CUSTOMERS SUPPLIED WITH THE USUAL

STANDARD QUALITY PRODUCT

THE FOUNDATION OF THE "LIVINGSTON" BUSINESS HAS BEEN "SERVICE." PROTECT YOUR OWN BUSINESS WITH DEPENDABLE DELIVERIES.

WE ARE PREPARED TO EXTEND THIS SERVICE TO ALL.

BE SATISFIED WITH NOTHING SHORT OF THE BEST.



The Dominion Linseed Oil Company, Limited

BADEN, TORONTO, MONTREAL, WINNIPEG

THE BUYERS' GUIDE

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Can. Wm. A. Rogers Co., Ltd., Toronto.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal, Que.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Snow Shoes
The Northland Ski Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Co., St. Paul, Minn.

Skis
The Northland Ski Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont
The Can. Flexible Skate Co., Ltd., Parry Sound.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Anglo-Canadian Leather Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.
Moncrieff & Endress, Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.
D. F. Jones Mfg. Co., Gananoque, Ont.

Spark Plugs
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal.
Hyslop Bros., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Herbert Terry & Sons, Redditch, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spring and Presswork Specialties
Herbert Terry & Sons, Ltd., Redditch, Eng.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Spring Dies
Wells Bros. Co. of Canada, Galt.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Manton Bros., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Steel Wool
The American Steel Wool Mfg. Co., New York.

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.

Stoves
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Empire Stove & Furnace Co., Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stove Renovators
The Flexible Conduit Co., Ltd., Guelph, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Wagon Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Stucco Board
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Finnie & Murray, Ltd., Winnipeg.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

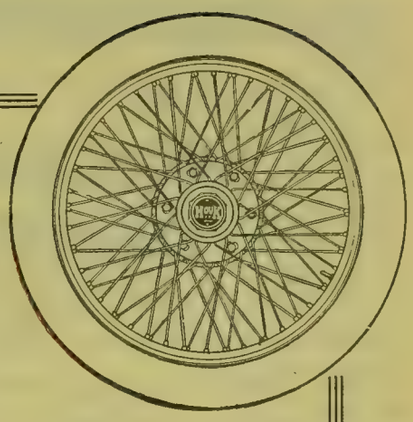
Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

Tin Plate
Joseph R. Martin & Co., Montreal, Que.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Crown Cycle & Motor Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Sterne Tire & Tube Co. of Canada, Ltd., Toronto, Ont.
The Van Der Linde Rubber Co., Toronto.



"Houk" and "House" Wire Wheels

In the Van of Automotive Progress

Motorists everywhere are acclaiming the Wire Wheel, because of its superior lightness, strength, economy, facility and beauty. And, of course, "Houk" and "House" possess those exclusive features which have popularized the Wire Wheel idea.

LIGHTNESS—Requiring less motor power to propel, thus conserving gasoline.

STRENGTH—Since a weight of 3200 pounds can be borne by each spoke—and with "Houk" and "House" triple lacing there are scores of spokes—these Wire Wheels cannot collapse nor break.

ECONOMY—"Houk" and "House" Wire Wheels accomplish a tire-saving of from 25% to 40%. Throwing off the friction tire heat, instead of holding it as does the wooden felloe, they prolong tire life. Again, their many spokes distribute the car's weight evenly over the tire, eliminating the concentrated sledge-pounding inflicted by each of the twelve wooden spokes.

FACILITY—Extremely simple of adjustment. Merely unscrew hub cap, remove wheel, tire and all, and put on spare with tire already inflated. Replace the cap, which tightens as the wheel turns. Four or five minutes' work completes the whole operation. "Houk" and "House" Wire Wheels are exclusive in this respect.

BEAUTY—For that final note of grace and elegance that all true car-lovers desire, "Houk" and "House" Wire Wheels provide the requisite touch.

Being made by the Ajax Wire Wheel Corporation of America, the largest Wire Wheel makers in the world, parts and replacements or repairs for "Houk" and "House" Wire Wheels, although seldom necessary, can always be readily obtained. All the popular cars are being "Houk" or "House" equipped.

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Jas. Chesterman & Co., Ltd., Sheffield, Eng.
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Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Hay
Louden Machinery Co. of Canada, Ltd., Guelph.

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Goodell-Pratt Co., Greenfield, Mass.
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Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.
J. H. Williams & Co., Brooklyn, N.Y.

Towel Bars
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
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The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
National Brass Co., London, Ont.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Standard, Globe, Angle and Check
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Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
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Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
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International Varnish Co., Ltd., Montreal, Que.
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Benjamin Moore & Co., Ltd., Toronto.
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Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
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Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
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Plewes Ltd., Winnipeg, Man.
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The Rapid Tool and Machine Co., Ltd., Montreal.
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Walnut Seats
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Chicago Flexible Shaft Co., Chicago, Ill.

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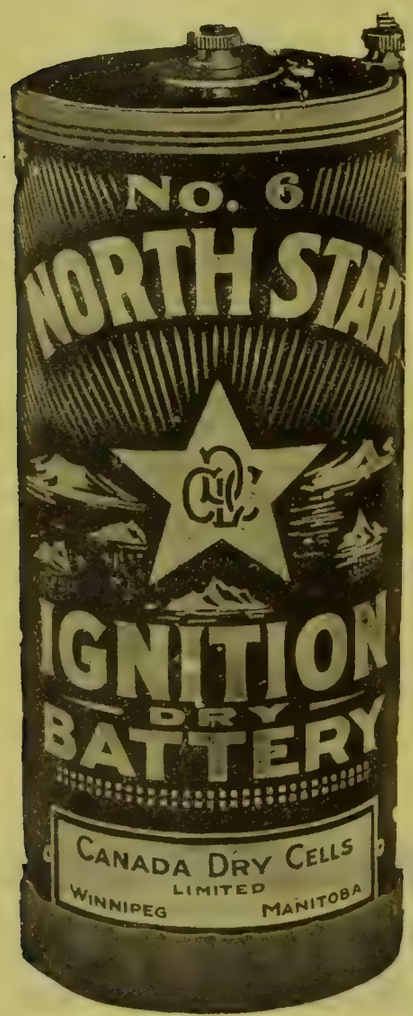
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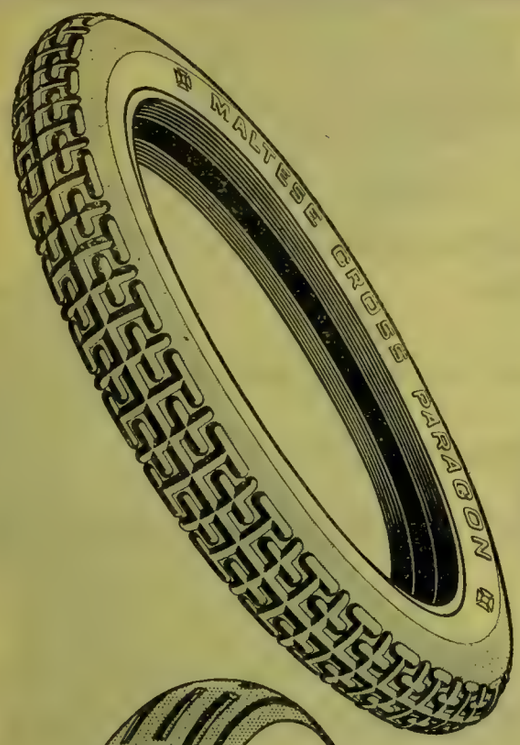
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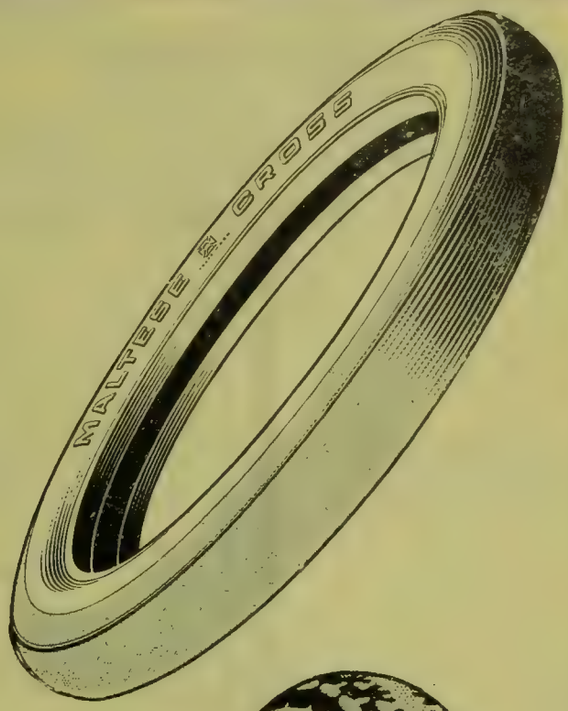
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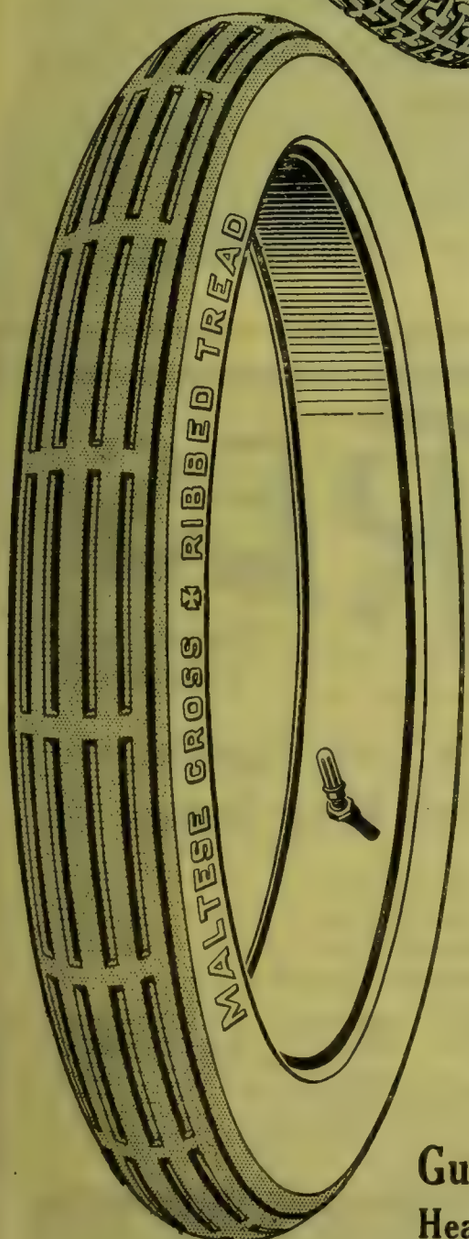
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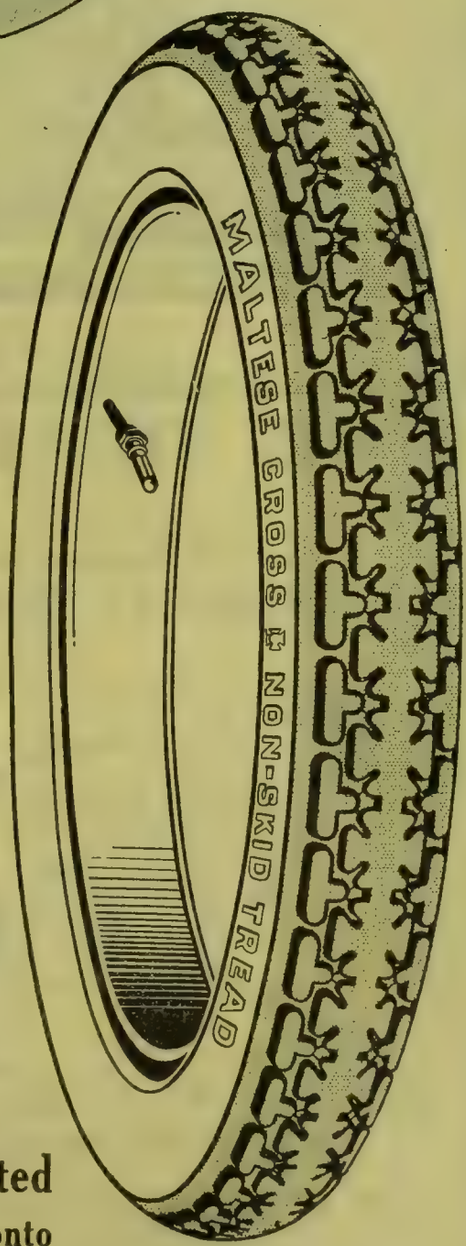
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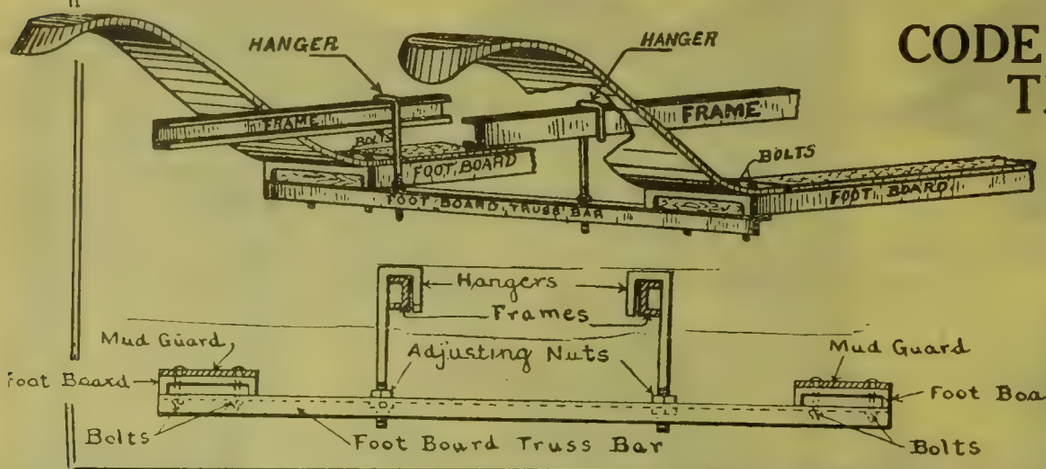
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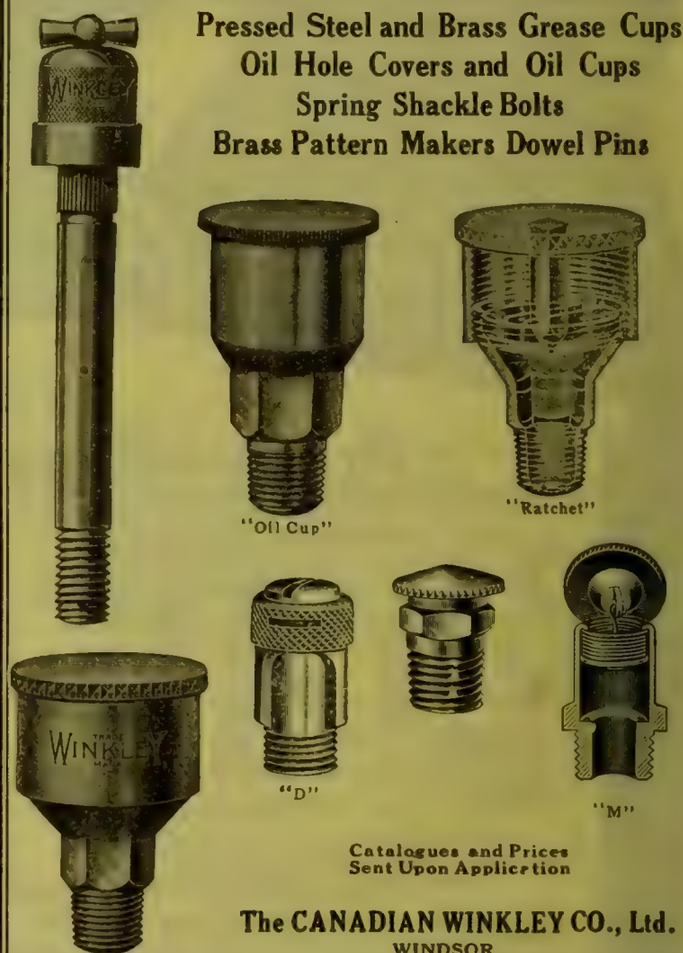
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It is easy to sell Sphinx Plugs—and profitable. I shall be pleased to quote and to send you literature on request.

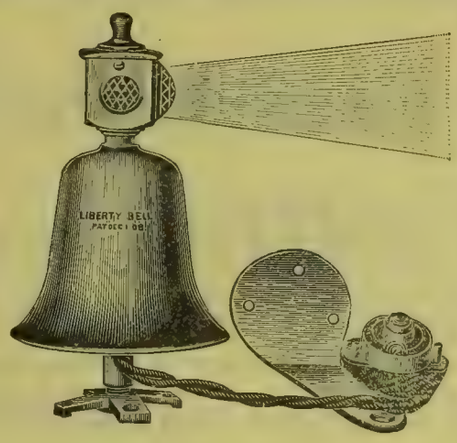
Sole Agent for Dominion: Wm. T. Evans, 1684 St. Urbain St., Montreal

Manufacturers: Sphinx Mfg. Co., Birmingham, England



'SPHINX'

England's most Durable Plug



The Signal of Distinction

An ornament and a double signal. Made in styles and sizes to suit all makes of cars.

WARNS

BUT DOES NOT OFFEND

This improved signal says "car coming," but not as a harsh command to "Get out of my way." It calls attention rather than gives an order. It does not startle.

"LIBERTY BELL"

DEFINITE AND DISTINCTIVE

The clear bell tone carries through all the sounds of traffic. Its warning is positive and in addition a red light is flashed from a semaphore lens located just above the bell.

GETS THE RIGHT OF WAY

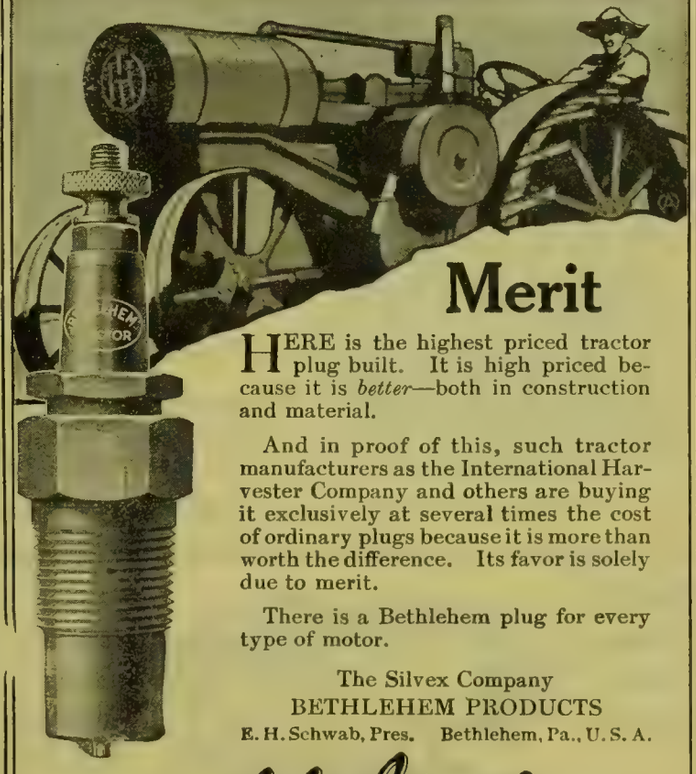
This signal, combining both sound and sight warning, is amply protected by patents. We will vigorously prosecute makers of infringing devices and dealers who handle them.

A POLITE SIGNAL

We have an attractive proposition for you. Write for prices.

THE BUNYAN MFG. CO.

9805 MADISON AVE. - CLEVELAND, OHIO



Merit

HERE is the highest priced tractor plug built. It is high priced because it is *better*—both in construction and material.

And in proof of this, such tractor manufacturers as the International Harvester Company and others are buying it exclusively at several times the cost of ordinary plugs because it is more than worth the difference. Its favor is solely due to merit.

There is a Bethlehem plug for every type of motor.

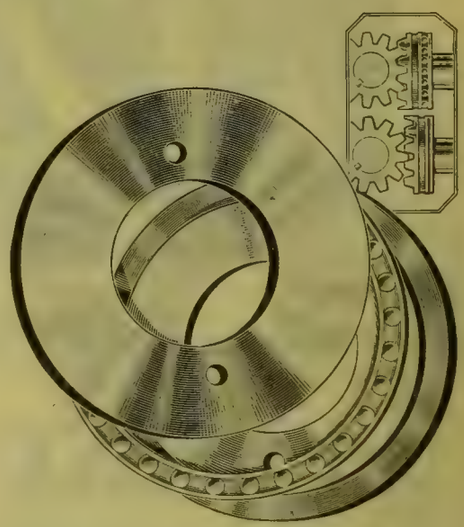
The Silvex Company
BETHLEHEM PRODUCTS
E. H. Schwab, Pres. Bethlehem, Pa., U. S. A.

Bethlehem SPARK PLUGS

Here's a Live One, Mr. Dealer

The SIMPLEX THRUST BEARING

For CHEVROLET and FORD CARS $5.00



Here at last we are able to offer the trade a real thrust bearing at a fair price. This bearing has taken the country by storm. You will find it a ready selling part.

Our stock is ready. We are waiting your order. Let his Majesty's mail bring your request—our twenty-four-hour service worth while will bring the goods on the first train out of Hamilton.

WALKER-VALLANCE LIMITED
HAMILTON - - CANADA

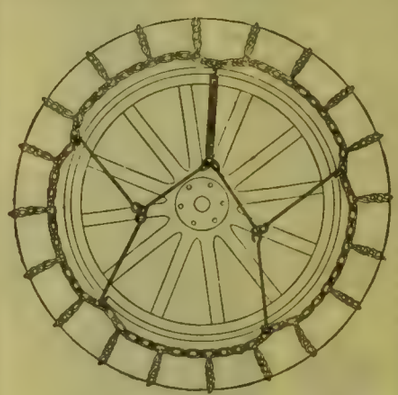


Homer & Wilson
CHEVROLET LOCK

We are displaying this handsome, efficient vest-pocket size Chevrolet lock on a neat card, which if displayed on your counter, or in your window, will prove to be a money-making sales-getter.

Order from your jobber or write direct.

Homer & Wilson
Lancaster Street
HAMILTON



Keep your chains from running too loose with
Merchant's Anti-Skid Chain Tightener
$1.00 PER PAIR

Catching the chain at five points gives even tension all around. You can not lose chains and yet the chains are allowed to creep around wheels. Simple, light, neat, compact, durable — easily carried and easily applied. Can be used on any tire. If your dealer can't supply you, write us direct.

Patent Pending.
H. MERCHANT CORP., 236 Emma Street, Syracuse, N. Y.

Hunting
Trapping
Fishing
Camping



Mining
Cruising
Farming
Watching

ACETYLENE BRILLANT SEARCHLIGHT

First of acetylene lights worn on the head. On the market over 17 years. Used throughout the world, because of its dependability, and powerful light. Twelve different styles to choose from. Can be operated at one-fifteenth the cost of the average flash lamp. Ask for the Brilliant Searchlight.

The following jobbers in Canada carry a stock at all times:—
John Hallam, Ltd., Toronto; Marshall-Wells Co., Winnipeg; Marshall-Wells Alberta Co., Edmonton.

Brilliant Searchlight Manufacturing Co., 529 So. Dearborn St., Chicago, Ill., U.S.A.

The Double Duty

TRADE B&C MARK



FEATURE PULLS SALES

This excellent Combination Wrench is the strongest ever made. One side takes a bull-dog grip on pipes, the other grips nuts in a forceful way that produces results—the B. & C. way. A ready seller, sure profits, and quick turnover. **Ask about B. & C. Products.**

BEMIS & CALL HARDWARE AND TOOL CO.
SPRINGFIELD, MASS.

This is not a Freak Special

ANNUAL FALL DIRECTORY *and* SALES NUMBER

HARDWARE and METAL

ON or about the 23rd of August, in every year for the past 31 years, the hardware trade of Canada has received the Annual Fall Directory and Sales Number of HARDWARE AND METAL. This number is looked upon as a most essential part of the early fall stock in every wholesale hardware buyer's office, and in over 90% of the retail hardware stores from coast to coast. The issue is a real buyer's guide and directory number. Owing to its size and the great amount of practical and valuable information in the editorial and advertising pages, the number is read, re-read, and consulted many times during the fall and winter months. A cord is inserted in the upper left-hand corner, in order that hardware buyers can hang up their copy close beside their desk. The Canadian hardware trade in all its branches naturally expects to find in this number advertisements from manufacturers and wholesalers who desire to do business with the hardware trade.

One manufacturer of planes, etc., received a large order from his ad. in one of our fall numbers, exactly eleven months after the number was issued. This indicated the long life of an advertisement in a number of this kind.

Reservations made to date for the "Fall Number" make it quite apparent that this year's number—the first since the close of the war—will eclipse all previous records, and that it will be necessary to close all forms earlier than in previous years.

If you have not arranged for space in this number, drop us a line and we will gladly send complete details regarding circulation rates, etc.

HARDWARE AND METAL

143-153 University Avenue, - - Toronto, Canada

Also at Montreal and Winnipeg

The Secret of the Strikes

Most Canadians are asking "What is the cause of the 'Great Unrest' "? Is it the fault of labor—or of capital?—or is it the result of German propaganda? Do you know of the real reason for the labor disturbances in Canada, and elsewhere? Are YOU thoroughly familiar with the ins-and-outs of the plans which threaten a world-wide "tie-up?" This is something that should be understood by every Canadian. And every Canadian should read "The Secret of the Strikes," by Lieut.-Colonel J. B. Maclean in the August issue of MacLean's Magazine. It is brimful of startling and authoritative information regarding this great problem. Read it carefully. It starts on page 33, August MacLean's.

"The Lecturer At Large"

Stephen Leacock is one of the continent's greatest humorists. "The Lecturer at Large" is one of the best humorous sketches that he has written. It is made up of what he terms "a few painful reminiscences of the platform" in the course of his lecturing up and down Canada. Get your family around you and read the sketch aloud—it's a rare treat.

Other Big Features

"A Party in the Making." By J. K. Munro. Illustrated by William Casey. An article on the political situation, giving a great deal of inside information with reference to recent developments at Ottawa.

"Solving the Problem of the Arctic." By Vilhjalmur Stefansson. The fifth instalment of his story of the five years' explorations that he conducted for the Dominion of Canada.

"The Unspoiled Country." By Harold C. Lowrey. A descriptive article of a part of Canada which is little known to Canadians generally, Temagami.

"Petite Simunde." By Arthur Beverley Baxter. Illustrated by E. J. Dinsmore. A charming romance of the war. The author will be remembered favorably for his "Mr. Craighouse of New York, Satirist."

"The Seven Blue Doves." By W. A. Fraser. Illustrated by Charles L. Wrenn. The fifth of the Bulldog Carney series and in some respects the best. It is a mystery story.

"His Majesty's Well-Beloved." By Baroness Orczy. Illustrated by C. F. Peters. The second instalment of this splendid romantic novel of the colorful era of Charles II.

The Month's Vital Question

Turn to page 34, August MACLEAN'S, and you will find timely and interesting information regarding the High Cost of Living—a problem of large proportions.

The Review of Reviews

Here are a few of the articles chosen as the best published during the past month in all magazines:—Britain Winning Supremacy of the Air; Has Japan Two Governments?; Kaiser Employed Famous Beauties; The New Triple Alliance; Mammoth Animals in Alberta.

Over 70,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

AUGUST ISSUE *Now On Sale At All News Dealers* ***20c.***

If there are no newsdealers in your town, or if your newsdealer cannot supply you, send 20 cents for a sample copy, or $2.00 for a whole year's subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto, Canada.

EXCELSIOR
Wood Packing

Manufacturers and Jobbers Using
EXCELSIOR
Write Us for Prices.

RANKIN & CO., LIMITED
1535 Dundas St. W., Toronto, Ontario

NORTHLAND SKI
PRONOUNCED "SHEE"

Made by the Largest Manufacturers of Ski in the World

BEST BY EVERY TEST

Prepare Now for Winter Trade Write for Catalog

NORTHLAND SKI MFG. CO.
ST. PAUL, MINN., U.S.A.



SOLDERING IRONS
OF ANY SIZE OR SHAPE, also
COPPER FORGINGS for any kinds of Gas Heated Irons
SPECIAL QUOTATIONS FOR LARGE QUANTITIES

WE CAN SUPPLY ALL KINDS OF CHAINS, SHIPPING TACKLE, FORGINGS IN IRON, STEEL AND COPPER.

Buy direct from makers.

Contractors to H.M. Government.

J. S. ROCK & SONS, Beecher Works
CRADLEY, ENG. Telegrams: "Rock, Beecher, Cradley"

Trade with Gt. Britain

Extract from the "Times," London, May 2nd, of cable sent to Ottawa by Canadian Mission:

"Canadian manufacturers should realize the advantage of having representatives in England, they should not overlook the British market, where a great variety of commodities is needed, and the market is favorably open and worthy of individual effort."

The Opportunity Now Before You.

An influential British firm is prepared to represent up-to-date manufacturers of Kitchen Utensils and Household Woodenware, etc., on commission basis or would purchase for own account. Space is available at the **British Trade Exhibition.** Enterprising manufacturers should not delay in communicating with Sidney S. Freeman, c/o Messrs. Snows, Ltd., 17 Battery Place, New York City.



" Stick-Fast "

Made instantly with cold water.

For **all purposes** where Paste is used.

A Great Seller.

Order some to-day—phone your Wholesaler.

Manufactured only by

STUART & FOSTER Ltd.
TORONTO, CANADA

HARLAND'S *Air Spar* VARNISH

Purchased from Canadian Aeroplanes, Ltd., thoroughly tested by their engineering department. Fully guaranteed by Wm. Harland & Son as to its efficiency for canoe and boat work, floors, or any interior or exterior use. Very durable. Put up in Harland's sealed 1-gallon cans. While the lot lasts at—

PER GALLON **$3.50**

Write or wire for quantity price. Copy of Harland's guarantee letter supplied with each order.

W. WALKER & SON, LIMITED
Wholesale Hardware Merchants 1228 Yonge St., Toronto

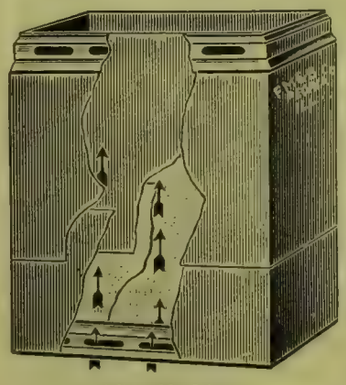


PARIS

REFRIGERATORS,
SCREEN DOORS,
WINDOW SCREENS,
COMBINATION SCREEN AND STORM DOORS

RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION.

Sanderson-Harold Company, Ltd.
PARIS, ONTARIO



Adjustable Joint

INTRODUCE

a good thing in your locality and become a leader.

Double Furnace Wall Pipe

will give you prestige. You can guarantee it absolutely safe, as it is perfectly insulated.

So easy to erect that all the tools you require are a hammer and soldering kit. No waste pipe, and does not require to be covered with asbestos paper.

Your enquiries solicited for descriptive sheet and prices.

Made in 58 in., 20 in., 12 in., 10 in., 8 in., 6½ in., 5 in., 4 in. and 2 in. lengths.

A. H. Power Furnace Co., 1-3 Hayden St., Toronto

OUR COLORED GRADES
1B, 1A, 7, 1, 5,



OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 WELLINGTON ST. W., TORONTO

C. KLOEPFER, LIMITED
Edward Halloran, General Manager
44-50 Wellington St. East, TORONTO
Factory at Guelph, Ont.

We solicit your inquiries on---

IRON and STEEL

CARRIAGE HARDWARE and AUTOMOBILE ACCESSORIES
BLACKSMITHS' HARDWARE and SUPPLIES, Etc.

Prompt attention and quick delivery assured.

Buy "BON-TON" Cream



Canada's National Metal Polish
Has no superior.
Polishes in **half the time** with less labor.
Retains its brilliancy.
Contains **no acid** or injurious chemicals.
Order a case **to-day** from your wholesaler.

Manufactured only by
Stuart & Foster, Limited
Toronto, Can.

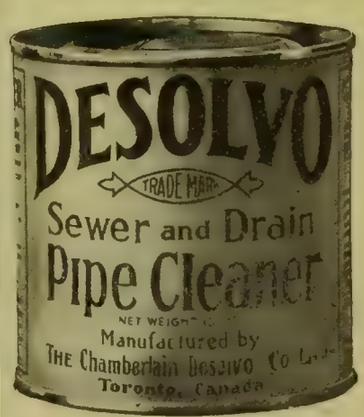
THE DEMAND FOR CAMP FURNITURE IN HOT WEATHER



gives the live, progressive merchant a splendid opportunity for extending his trade, and giving his customers the service they want. Stock now and be prepared for the demand. We can supply you with Camp Cots, Chairs, Stools and Tables—all folding flat.

Write for Catalogue No. 38 and price list. Your enquiries will be given prompt attention.

OTTERVILLE MFG. CO., LIMITED
OTTERVILLE - ONT.



Multiply Your Customers

How many customers have you? Each is a prospect for Desolvo—but wait. Every customer has a quantity of plumbing. They need Desolvo for every opening. That makes — Well, you figure it.

THE CHAMBERLAIN DESOLVO COMPANY
110 Church St., TORONTO
Eastern Canada Representatives: Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Que'ec

MAPLE LEAF Stitched Cotton **BELTING**

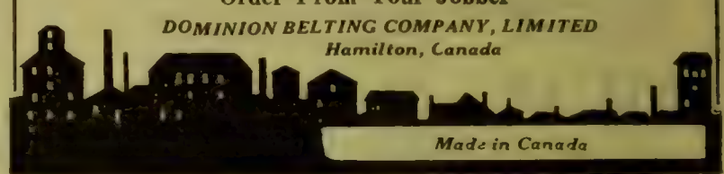
—the best by test

and not only by official tests of strength, but by practical everyday hard usage.

Maple Leaf Belting is economical to use, always reliable.

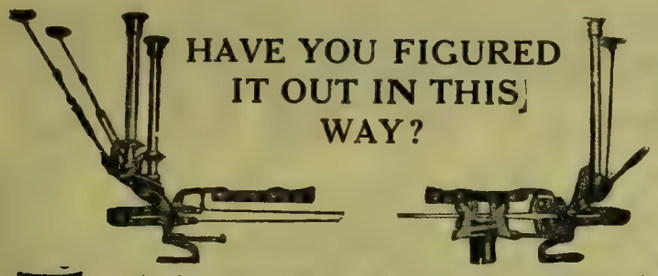
Order From Your Jobber

DOMINION BELTING COMPANY, LIMITED
Hamilton, Canada



WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

THE GREAT WESTERN SMELTING & REFINING CO.
Manufacture and stock a complete line of metals
Babbitt Metals
Guaranteed Solders
Also Pig Lead, Banca Tin, etc.
P.O. BOX 1060 - VANCOUVER, B.C.



HAVE YOU FIGURED IT OUT IN THIS WAY?

A salesman running to and from a cash office or register fifty times in a day requires, in the average, say, fifteen seconds each way. Detention at office for change making, thirty seconds, or sixty seconds for change of each sale, making thus fifty minutes lost time for each salesman. Had you our Cash Carriers, this time, needlessly consumed, could be devoted to further the sale of goods, or to the performance of other duties highly necessary at busy periods when the services of your selling staff is most valuable.

Do not forget to write for that circular which explains all.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. ***Immediate Shipment.***

JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL

25c. a can Common Sense Exterminator



KILLS RATS

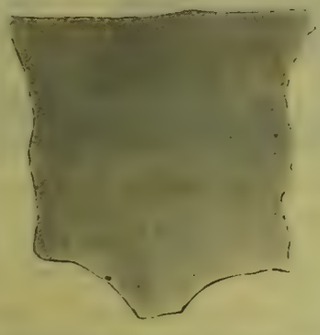
Has been on the market for 25 years. Quickly and effectively eliminates rat pests. It dries them up. Destroys without odor.

"Common Sense" is sold on a money-back guarantee. Good profits in it for the dealer.

Jobbers, write us for terms.

Ask us about our Roach preparation.

COMMON SENSE MANUFACTURING CO.
393 QUEEN ST. WEST - - TORONTO, ONT.



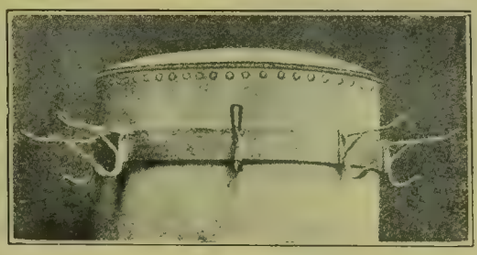
Chamois Skins

With a few exceptions

we have in stock a limited quantity of all sizes from 8 x 10 to 28 x 30.

EVANS & COMPANY, Limited
Coristine Bldg. Montreal, Canada

We represent two of the largest factories in the world.



"Ever Ready"

FAMILY CLOTHES DRIER

There's always wet towels and wet clothes of one kind or another in every home requiring quick drying. That's why this clothes drier meets such a universal demand. It is easily attached to the hot water boiler; is adjustable; always ready.

WRITE FOR PARTICULARS

COLEMAN FARE BOX CO., LIMITED
1191 BATHURST STREET TORONTO



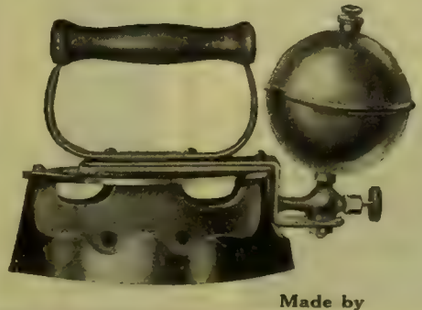
BOLTS

Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

LONDON BOLT & HINGE WORKS
LONDON, CANADA

NOTICE TO THE TRADE

FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.



You can make quick sales and big profits selling the

"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed Get samples and see them sell.

Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by
NATIONAL STAMPING & ELECTRIC WORKS
CHICAGO, U.S.A.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BADGES

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD
HAMILTON, ONT.

Decalcomania Transfer

NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
264-370 Richmond St. W., Toronto, Can.

TRADE **SAWYER** MARK
Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with

GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS — INSIDE and OUTSIDE LIGHTS OF ALL STYLES — For Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT ONE THIRD THE COST
MANUFACTURERS R-M-Moore & Co. Ltd. VANCOUVER B.C.

48 **Poultry Leg Bands, Ear Tags and Buttons**

FOR STOCK	*Retail Prices*	
Challenge adjustable Leg Bands	15c per doz.	85c per 100
Single spiral colored bands	20c per doz.	90c per 100
Three spiral colored bands	25c per doz.	$1.25 per 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

H.E.ROSS — THE RIDEAU SPECIALTY CO. MANUFACTURERS SMITHS FALLS ONT.

TRANSFERS

FOR ALL PURPOSES
— IN GOLD OR COLORS —
SUITABLE FOR ANY SMOOTH SURFACE
J.H.BUTCHER & Co BIRMINGHAM

BEAR BRAND **LAMP BLACKS**
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST NEW YORK

Swedish Steel Forging Co.
SWEDEN

RAZORS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

TRADE MARK — **Springs and Axles**
We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.
Automobile, Trolley, Railway and Heavy Coil Springs.
The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

TENTS, AWNINGS
FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

PETERBOROUGH CANOES

We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans
The Peterborough Canoe Co., Limited
Peterborough, Canada



MILBRADT LADDERS

are made in many styles and to fit all kinds of Shelving.

Write to J. H. Ashdown Hardware Co. Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 E 13th Street
ST. PAUL, MINN., U. S.

BATH ROOM FITTINGS

K NIAGARA — KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED
KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

DENNISTEEL
Made in Canada
Lockers for Factories Stores, Offices Etc.



THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON

Brushes, gum, paste, glue, paint and varnish. From 2 cents to 12 cent lines.

Razor hones, "Comfort," etc. (12 cents and 24 cent goods), non-competitive.

Small hardware (various) and chemical smallwares.

Every article as cheap and as good as anything German.

Address FIRELIGHT SUPPLIES
GORTON, MANCHESTER
(N.B.—Jobbing Trade only Supplied.)

ALLEN FLUX
NON-ACID—FOR SODERING
ALLEN FLUXES

For cornice and roofing and other galvanized steel work. Non-acid. Quicker to work with and makes a stronger sodered joint.
Stick—Paste—Liquid—Salts.
Send for sample.
BISSETT & WEBB, Ltd., 126 Lombard St., Winnipeg, Man.

London Address:
Finsbury Pavement House

Dingley Brothers Export Limited
Lindsay Bldg., Montreal
W. T. Evans, Can. Manager
Your Enquiries Promptly Answered

Wanted

HELP WANTED

A MAN UNDER 40 WHO HAS A GOOD knowledge of the hardware trade, preferably a man who has had both retail and travelling experience, and who has a good knowledge of actual working conditions in the hardware trade throughout Canada. Must be a man of good appearance, initiative and capable of directing other men. Must also be a good business correspondent. This is a big job for a big man. If you are the right man for the position, the question of salary can be arranged without difficulty. Apply in first instance, giving complete details regarding experience and ability, to Box 410, Hardware and Metal, Toronto. Confidence assured.

WANTED—EXPERIENCED HARDWARE MEN to run branch store in Saskatchewan. Also assistant; must be A1 men who know business thoroughly and can get the trade. Good position and proposition of salary and commission to the right man. Applicant can also invest money in concern. Apply Box No. 331, c/o Hardware and Metal.

WANTED—HARDWARE CLERK WITH 2 OR 3 years' experience. Must be bright and good stock keeper. Give reference, state age and salary expected. Apply Box 401, care of Hardware and Metal.

BUSINESS OPPORTUNITIES

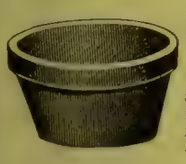
HARDWARE BUSINESS WITHIN 75 MILES of Saskatoon, in very good farming district which never had a crop failure. Excellent crops this year. Stock about $10,000. Building can be bought or rented. Box 407, Hardware and Metal.

WANTED

WANTED — IN WESTERN ONTARIO (PREferred) good, live hardware business. Will pay cash for good business. Please give complete details. Box 397, Hardware and Metal.

WANTED TO BUY
COMPLETE SET OF DRAWERS FOR SHELF hardware and wall paint and gun cases, not to exceed 50 feet over all. Must be in good condition. State price and give description. Also require cash register. J. A. McCague, Alliston, Ont.

Have a client who wants a live hardware business. Well located. Stock about $5,000 or over. Who is prepared to pay cash if suited. Particulars confidential. J. P. Lawrason, 25 Toronto St., Toronto, Ont.



Foster Pottery Co.

Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List.

HAMILTON - CANADA

AGENCIES WANTED

WANTED—AGENCY OF SPECIALTIES FOR hardware factories and mills, for Quebec City and district. Best connections and references. Reply to G. A. Vandry, 28 St. Joseph St., Quebec.

WANTED—AGENCY FOR HARDWARE AND plumbers' specialties for Montreal city and the Province of Quebec. Reply to Box 383, Hardware and Metal, 128 Bleury St., Montreal.

A TORONTO FIRM HAVING ITS OWN SALESroom and selling staff desires to secure the agency for a first-class line in the hardware or heating trade. Manufacturers must be willing to give exclusive sale for Toronto and vicinity. Box 365, Hardware and Metal.

GAETZ & COMPANY

49 Upper Water St., Halifax, N.S.

Manufacturers' Agents

We are open to represent one or two lines of Heavy or Staple Shelf Hardware in our territory. We have experienced salesmen calling on the wholesale trade.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITER, WRITE ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

POSITIONS WANTED

WANTED — POSITION AS HARDWARE clerk. Five years' experience. Good reference. State salary. Box 402, Hardware and Metal.

WANTED—GOOD PAYING HARDWARE BUSIness in a live town or village, Western Ontario preferred. All correspondence strictly confidential. Send full particulars to Box 405, Hardware and Metal.

WANTED—AT ONCE, POSITION AS HARDware travelling salesman; six years' selling experience; reference from former employer. D. E. Grass, 94 Bridge St. East, Belleville, Ont.

FOR SALE

ESTABLISHED HARDWARE BUSINESS IN a fast growing and manufacturing district in Toronto; stock and fixtures about twelve to thirteen thousand; well located; only cash buyers considered. Box 385, Hardware and Metal.

COMPLETE SET OF TINSHOP TOOLS FOR sale, also some paint and harvest tool racks and counter show cases. Dent Bros., Bothwell, Ont.

FOR SALE—A SET OF TINSMITH'S TOOLS, made by Peck, Stow & Wilcox; in good order and at a bargain. J. A. Fink, Box 21, Mattawa, Ont.

FOR SALE — FIRST-CLASS HARDWARE store and tinsmith business. Allan & McKenzie, Galt, Ont.

FOR SALE — A WELL ESTABLISHED TIN and plumbing business for sale at Shubenacadie, N.S. Our hardware business is so large we wish to sell our tin and plumbing business. 24 years we have conducted this branch and it is now so large we cannot handle both. Our milk can sales alone is between three and four thousand each year. $2,500 will take over this ready made business. A snap for two young men. Watson Smith, Shubenacadie, N.S.

FOR SALE

Hardware business. In Alberta. Turnover $15,000. Can be doubled with capital. Splendid chance. Good reasons for selling. Apply Box 379, Hardware and Metal.

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We have on hand a large quantity of standard spark plugs, which we will quote you a close figure on, all new. Wire or write for quotation.
FRANCO-AMERICAN EQUIPMENT CO., 402 Power Building, Montreal.

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All sizes of Clear Mica in stock for immediate shipment
Price List on Application
Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

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SWEDEN
PLYERS
Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.
CARON BROTHERS
Caron Bldg., 233-239 Bleury St., Montreal

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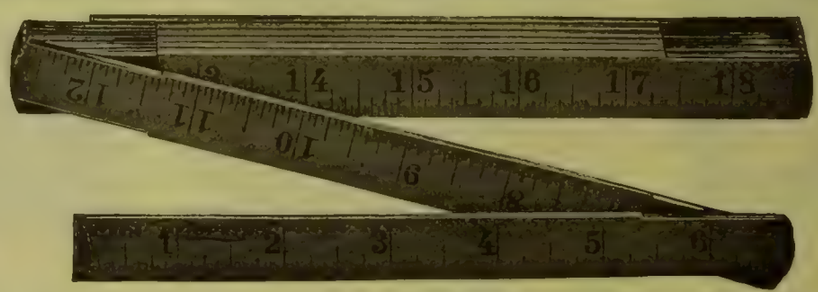
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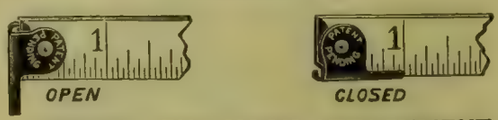
LUFKIN SPRING JOINT WOOD RULES

Made in Canada

THE LINE YOU SHOULD CARRY
EXCELLENT ASSORTMENT

ASK YOUR JOBBER
PROMPT SERVICE

Flexible, tough sections, with brass-plated joints smooth-working yet firm and hold the rules up properly to their work.



FOLDING END HOOK ATTACHMENT

This is an improved and exclusive feature supplied on any of LUFKIN Spring Joint Rules at a fraction of additional cost. Just the thing for taking measurements out of arm's reach. Handy for any work.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



This Iron and Toaster "Coast-to-Coast" Consumer Campaign is for *your* benefit

Thirty leading papers with a combined circulation of more than a million copies is now carrying the message of these Highest Grade Irons and Toasters into Canadian homes.

Here is your opportunity to get your share of the business which this National advertising will create.

You make a nice profit on each sale—the goods are made in Canada and cannot be matched for mechanical excellence, beautiful finish and quality of materials. No finer or more reliable Heating Appliances were ever placed on the Canadian market.

Northern Electric Company

LIMITED

Montreal	Ottawa	London	Regina	Edmonton
Halifax	Toronto	Winnipeg	Calgary	Vancouver

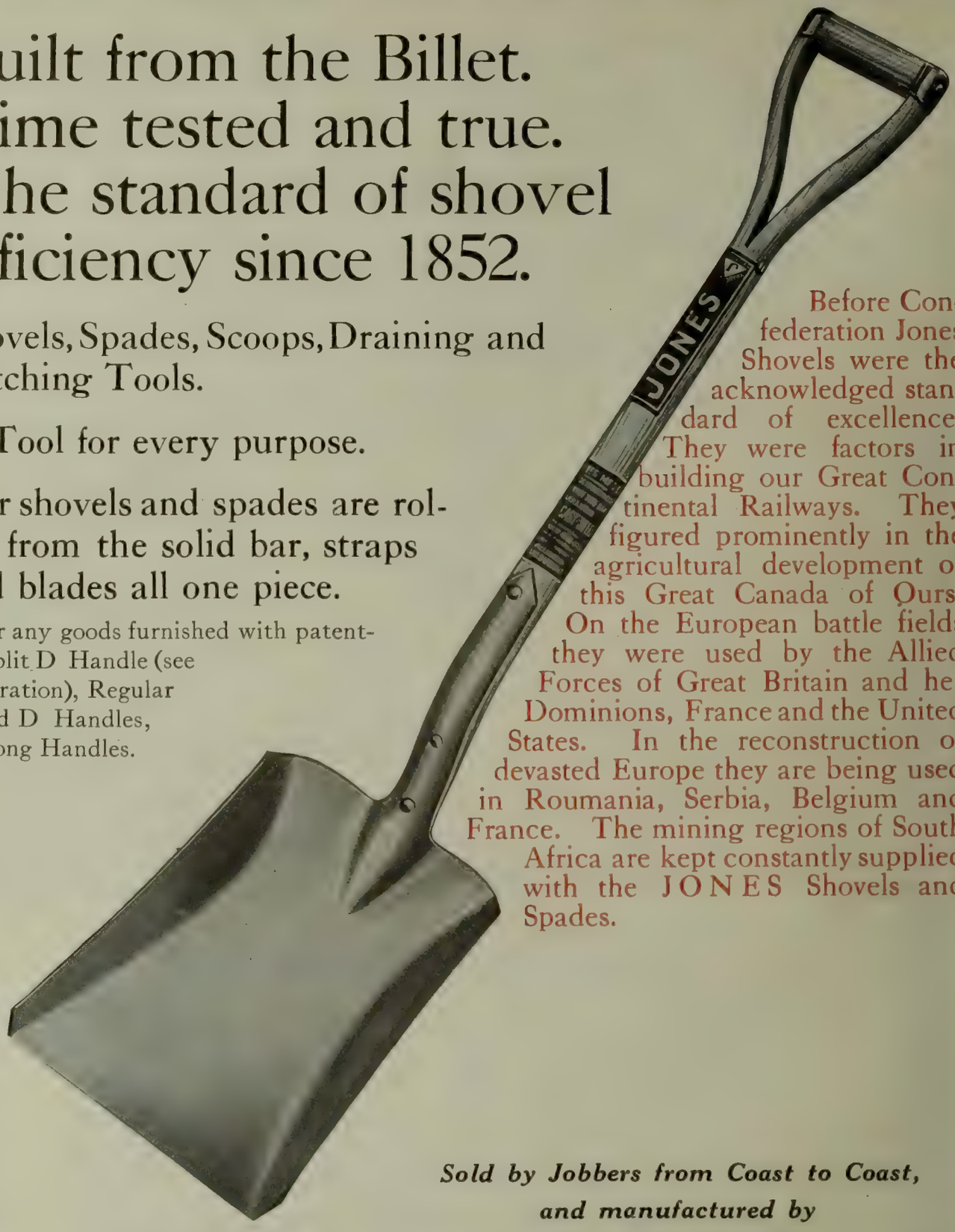
Built from the Billet. Time tested and true. The standard of shovel efficiency since 1852.

Shovels, Spades, Scoops, Draining and Ditching Tools.

A Tool for every purpose.

Our shovels and spades are rolled from the solid bar, straps and blades all one piece.

All or any goods furnished with patented Split D Handle (see illustration), Regular Wood D Handles, or Long Handles.



Before Confederation Jones Shovels were the acknowledged standard of excellence. They were factors in building our Great Continental Railways. They figured prominently in the agricultural development of this Great Canada of Ours. On the European battle fields they were used by the Allied Forces of Great Britain and her Dominions, France and the United States. In the reconstruction of devasted Europe they are being used in Roumania, Serbia, Belgium and France. The mining regions of South Africa are kept constantly supplied with the JONES Shovels and Spades.

Sold by Jobbers from Coast to Coast, and manufactured by

THE D. F. JONES MANUFACTURING COMPANY, LTD.

GANANOQUE, ONTARIO

Established 1852

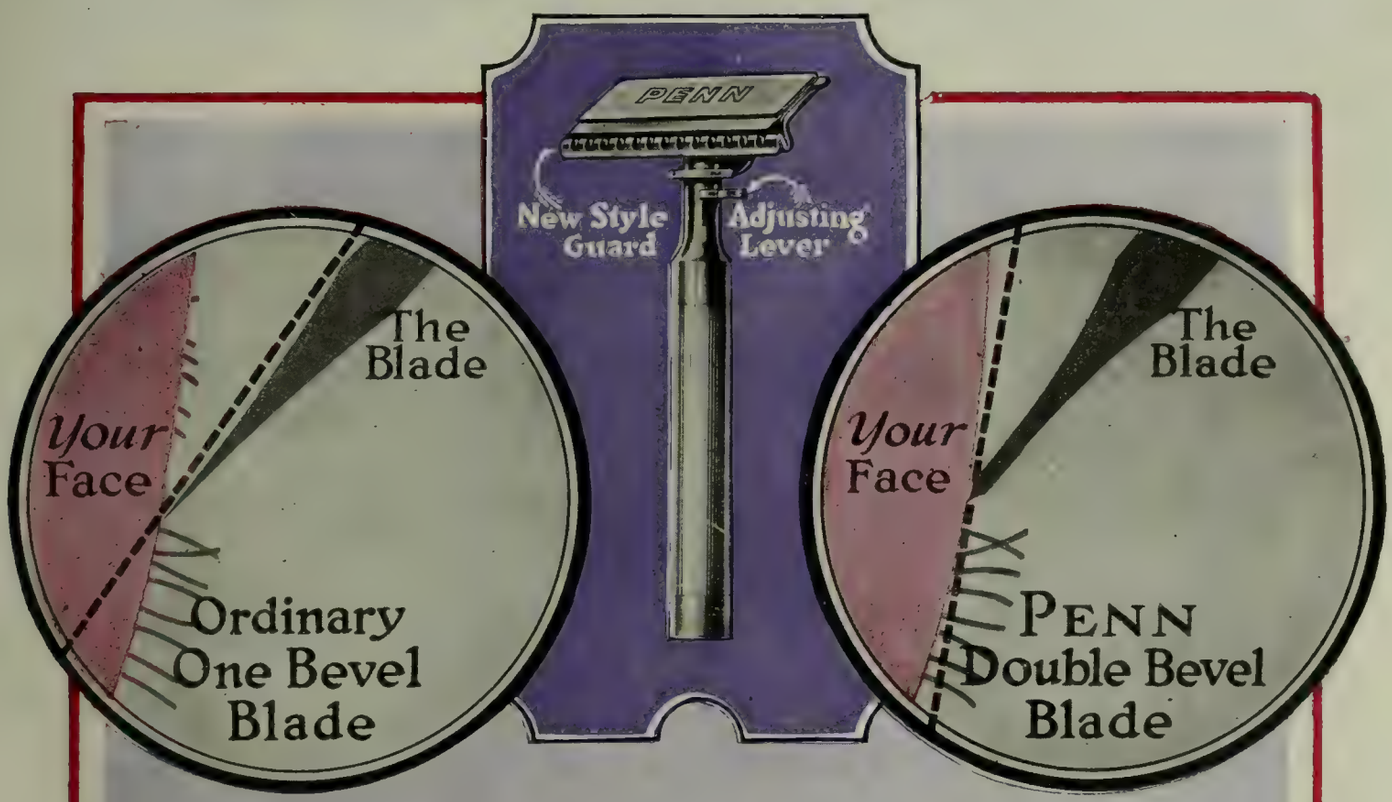
HARDWARE AND METAL

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No. 33

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AUGUST 16
1919

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA



Digs into skin after cutting whisker

Glides over skin after cutting whisker

A Few Reasons Why It Pays to Sell the Penn Razor

GOOD PROFITS—The Penn Razor is merchandized in a way that insures a satisfactory profit to you on every sale.

ADVERTISING—The Penn Razor is backed by a substantial advertizing campaign in publications whose influence you are sure to feel.

THE PREMIUM PLAN—Every retail sale of Penn merchandise brings a substantial reward to the person making the sale.

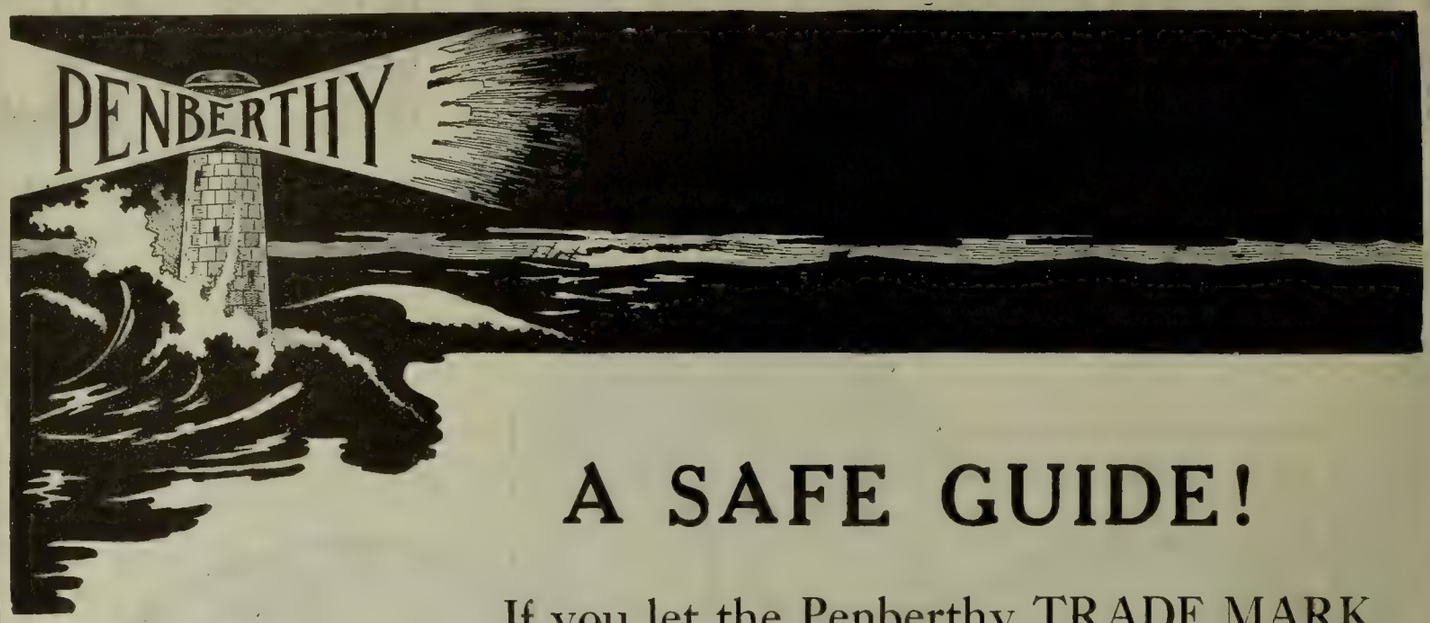
A SELLING PLAN THAT BRINGS RESULTS—Our 30-day free trial offer is the most successful means ever devised of putting a Razor into the consumer's hands and clinching a sale. And you are thoroughly protected on it.

A. C. PENN, INC., 100 Lafayette St., NEW YORK
Canadian Distributors: Menzies & Co., Toronto

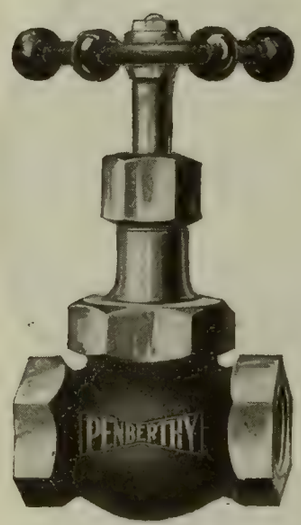
Penn ADJUSTABLE Razor

With the Double Bevel Blades

$5 to $10



A SAFE GUIDE!



If you let the Penberthy TRADE MARK guide you in your valve buying, you will have clear sailing every day in the year.

All Penberthy Valves have the outside bonnet construction.

WHAT THAT MEANS TO THE USER.

When the bonnet of a Penberthy Valve is screwed down tight there is no danger of spreading or enlarging the bonnet end of the valve body which may cause a loose fitting, and consequently an unsafe bonnet because the Penberthy bonnet fastens to the body by outside threads. It's a union connection, so to speak, and is the safest, strongest and most efficient improvement ever made in valve construction.

ON YOUR NEXT ORDER FOR VALVES

tell your jobber you want "Penberthy." In design, quality, workmanship and finish the line is far superior to any other type on the market, and the prices are reasonable.

A Satisfied Customer will always come back.

Penberthy Injector Co., Limited

WINDSOR, ONTARIO

HARDWARE AND METAL, August 16th, 1919. Volume XXXI., No. 33. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

TAPATCO
REGISTERED TRADE MARK
BRAND

Cotton Gloves

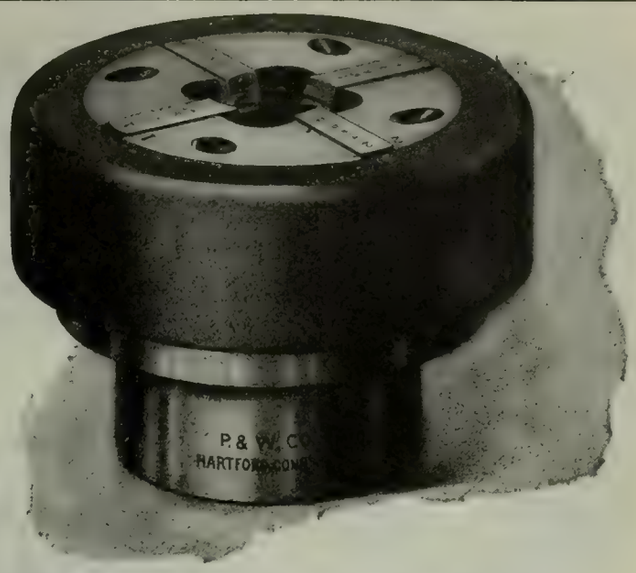


The excellent quality of **"TAPATCO"** cotton gloves assures the dealer of complete "customer satisfaction." No other make gives just as good service.

A wide range to choose from. We make cotton gloves for every use—in Band Top, Knit Wrist and Gauntlet styles; light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate. Also Leather Trimmed Gloves. **"TAPATCO" SALES** mean greater profits for you.

Order through your jobber.

The American Pad & Textile Co.
CHATHAM, ONTARIO



DIES— **Dies designed for accurate threading and easily sharpened or adjusted for wear are numbered among—**

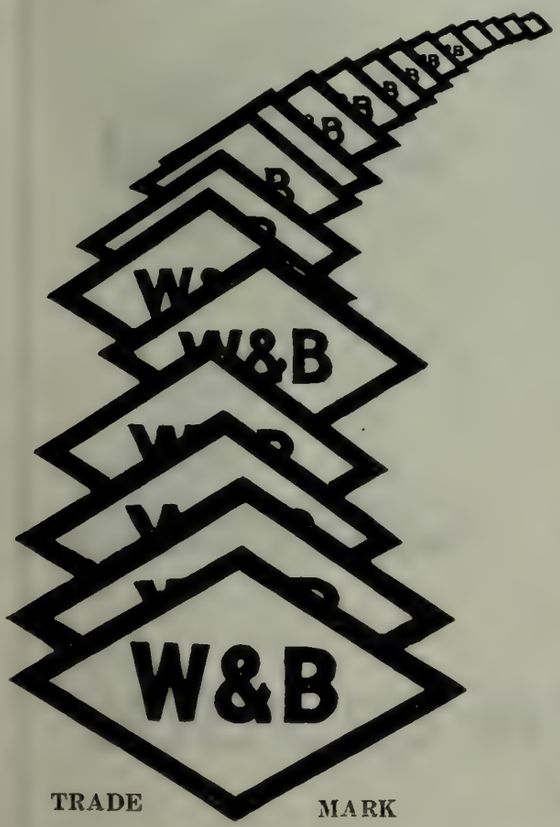
"P. & W. CO." SMALL TOOLS

also

Taps, Milling Cutters, Reamers, Punches, Drills and Miscellaneous Tools. You can't go wrong on a "P. & W. Co." Tool. They are made of High Grade Materials, by Expert Workmen and Absolutely Guaranteed.

PRATT & WHITNEY CO.
of Canada, Ltd.

Dundas, Ontario, Canada. Montreal, 723 Drummond Bldg. Vancouver, 609 Bank of Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.



TRADE MARK

A Mark to Remember

Whenever you see the Diamond Trade Mark around the letters "W & B" stamped on the tool you are using, you should have the confidence that you are working with the best that can be made.

For sixty-five years we have known that "W & B" Twist Drills and Reamers, Wrenches and Hammers were the best that could be made. Our idea is

"Make it better than anybody else can make it, put your name on it, and stand by it."

You should benefit from our policy, and the best way is to remember the "W & B" trade mark. We put it there and stand by it. Once you know it, you will always know what it means.

The Whitman & Barnes Manufacturing Co.
Office and Factory: St. Catharines, Ont.
European Office: 139 Queen Victoria Street, London, E.C.

Established 65 Years
Whitman & Barnes
TWIST DRILLS — REAMERS — WRENCHES — HAMMERS



UNIVERSAL

Pocket Knives

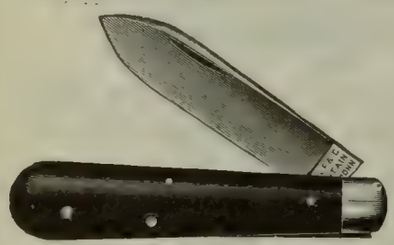
for

Every Man

The Trade Mark known

UNIVERSAL

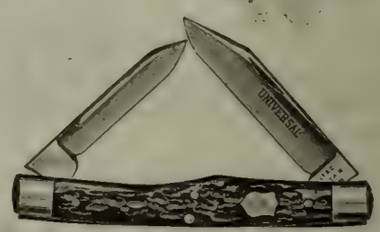
in Every Home



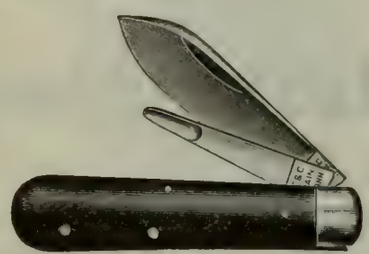
No. 31237, 3¾ in. Ebony Handle. Large Spear, Glazed. Iron Bolsters, Iron Lined.



No. 03618, 3¾ in. Perfected Stag Handles. Large Clip, Sheep Foot and Spey. Half Polished. Brass Lined. German Silver Bolsters and Shield.

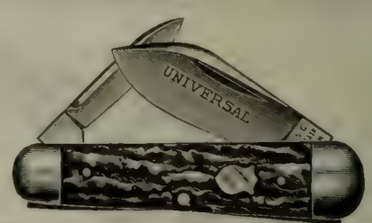


No. 02618, 3¾ in. Perfected Stag Handles. Large Clip and Pen. Half Polished. Brass Lined. German Silver Bolsters and Shield.



No. 30216, 3¾ in. Ebony Handles large Spear and Belt Punch. Glazed. Iron Bolster. Iron Lined.

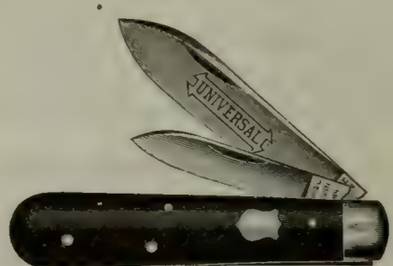
All dealers know the superiority of UNIVERSAL Cutlery. How the blades are forged from the highest grade steel. How perfectly each blade is tempered and sharpened. How rigidly each piece is inspected before it leaves the factory and what confidence he has in every piece of UNIVERSAL Cutlery. Dealers are enthusiastic about this cutlery because of its dependability. They know that it will perform every service claimed for it—that every piece of UNIVERSAL Cutlery sold means a satisfied customer.



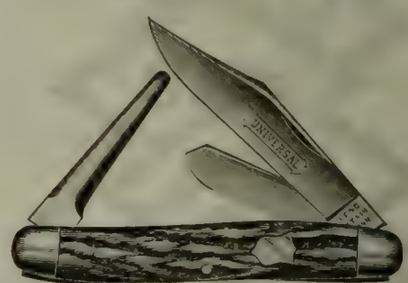
No. 02645, 3½ in. Perfected Stag Handles. Large Spear and Pen. Half Polished. Brass Lined. German Silver Bolsters and Shield.



No. 32237, 3¾ in, Ebony Handle. Large Spear and Pen. Glazed. Iron Bolsters. Iron Lined.



No. 32418, 4 in. Ebony Handle. Large Spear and Pen Blade. Iron Bolsters. Brass Lined. High Color.



No. 00480, 3⅞ in. Perfected Stag Handles. Large Clip, Large Spey and Punch. Half Polished. Brass Lined German Silver Bolsters and Shield.

LANDERS, FRARY & CLARK

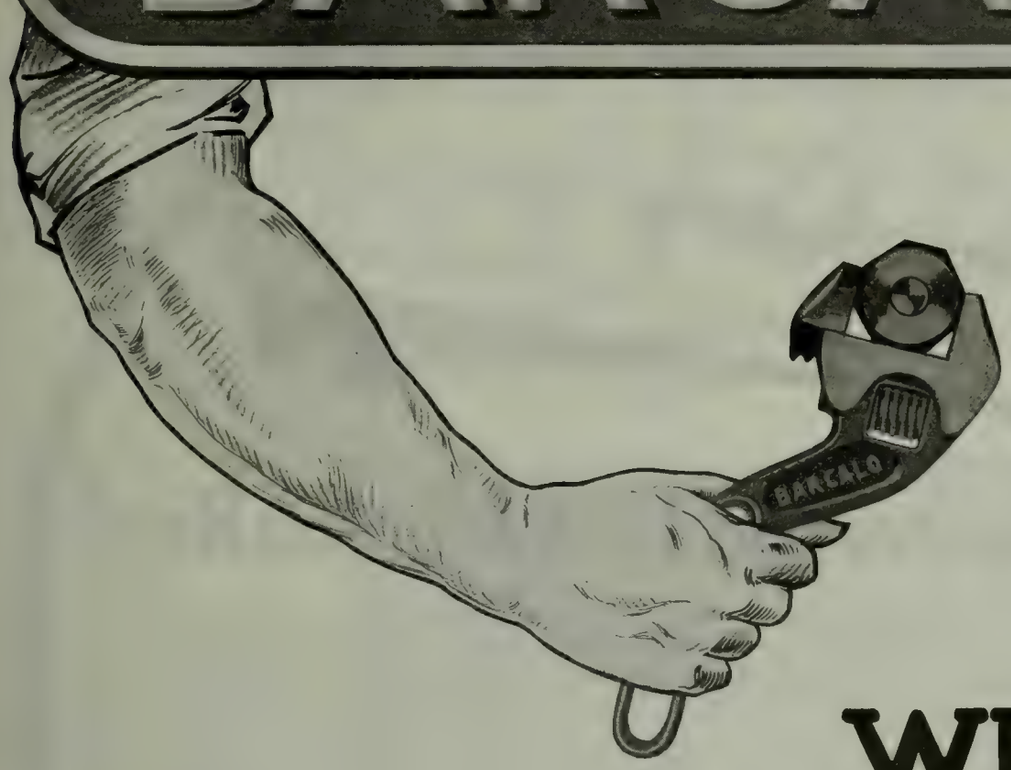
NEW BRITAIN, CONN.

CANADIAN REPRESENTATIVES:

A. MACFARLANE & COMPANY

MONTREAL, QUEBEC

BARCALO



"S" WRENCH

Durability

Wrenches, like Friends, may come and go but the *good wrench,* like the *true friend,* ever holds a high place in the esteem of the mechanic.

The *durability* of the *Barcalo "S" Wrench* is its assurance of a *permanent place* in every *Mechanic's Tool Kit.* It can be so surely relied upon to *"carry on"* long after other wrenches have been assigned to the scrap-heap. It performs an uncommon service for the machinist, mechanic and garage man by working in tight places so hard to get at.

Yes—it does more and *lasts longer* than other wrenches.

Made in 6, 8, 10, 12 and 14" sizes and backed by *our unusual guarantee* of replacing without question any unsatisfactory wrench.

Write us for catalogue, prices and details of our splendid proposition, whereby you make greater profits.

Barcalo Manufacturing Company, Buffalo, New York

WINNIPEG—D. PHILIP
138 Portage Ave. East



Which Separator Did John Johnson Buy?

Suppose you were Farmer John Johnson and you wanted to buy a separator. You asked several separator manufacturers to send you a ten-word telegram stating in the most convincing way, why their separator was the one you should buy. Sharples would only need **five** words: "Skims clean at any speed," and you would not have to ask for anything further.

No other separator manufacturer could put into five words or **fifty** words, as convincing an argument as "Skims clean at any speed." They would tell you about the durability of their separator, that it was well known, that it cost less and everything else **but** the **one** big reason why you need a separator—to get **all** the butterfat out of your milk. Sharples also has the exclusive advantage of no discs in the bowl; knee-low tank; once a month oiling system; durable construction and besides, it is the pioneer North American Separator.

AND FOR THE SAME REASONS DEALERS SHOULD

look closely into the matter of their Separator Contract. Will the separator you are now handling stand the telegram tests? If you are fortunate enough to be a Sharples Dealer, you have the answer. If not, you are going against the tide. Hundreds of thousands of times each month the words "Sharples Skims Clean at Any Speed" are being put into the minds of American dairymen through Sharples National Advertising. Why not put this **positive** selling force at work in your territory for you? Write nearest branch.

"THERE ARE NO SUBSTITUTES FOR DAIRY FOODS"

THE SHARPLES SEPARATOR CO.

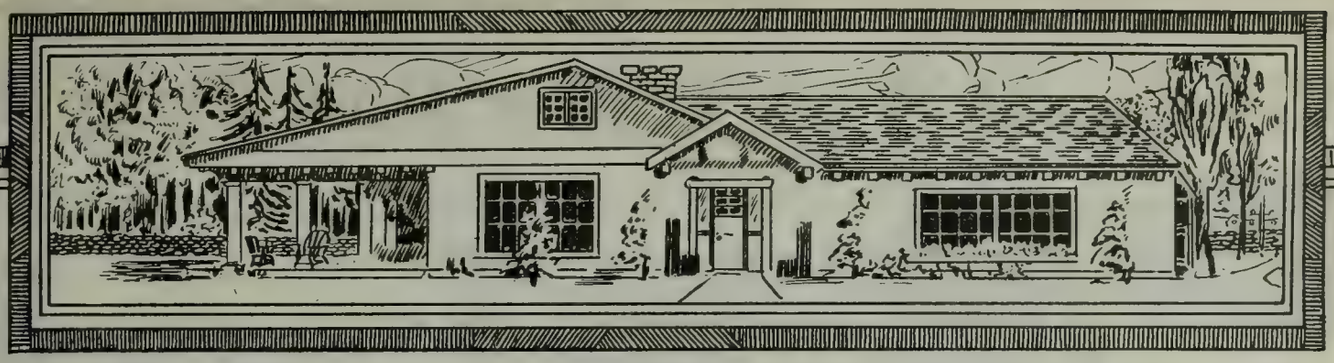
Toronto, Ont.
THE LOUNSBURY CO.
Newcastle, N.B.

Distributors through all their branches

Regina, Sask.
J. CLARK & SON
Fredericton, N.S.

"Over 2,425,000 Sharples Separators in daily use."

P58



National Garage Sets

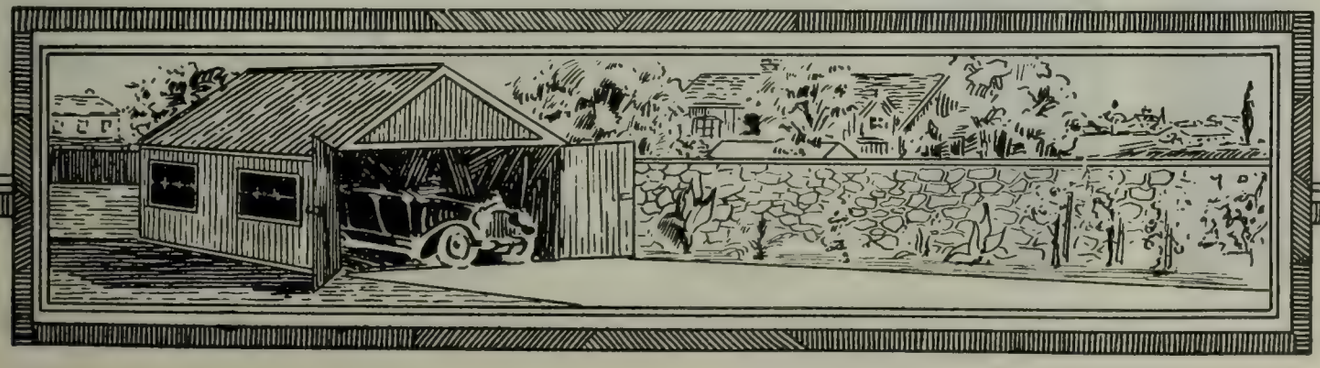
The No. 805 Garage Door Set opens at a push and closes at a pull—both light ones. Saves space because doors are hung inside and fold against the inner wall. Adjustable for settling walls or swelling floor. The price is right, and satisfied customers continually bring more sales.



Set No. 805 includes—No. 29 Latch; 1 only Swivel Hanger; 6-foot Braced Rail; 4½ pair 4 x 4 inch Jap. No. 505 T.P. Butts; 1 only No. 820 Chain Bolt; 1 only, No. 830 Foot Bolt; 1 only No. 5 Pull; 1 only 4½-inch No. 30 Safety Hasp. All bolts and screws packed in the "Unusual National Way," Japan finished.

If you are not already handling National Goods there is much in store for you. As a business man you are willing to hear a proposition that claims to benefit you. Send us a postcard to-day that we may show you conclusively that handling National Products will bring profits and business to you.

National Mfg. Co., Sterling, Ill.



The Great West Trolley Door Hanger



A hanger built for service and especially recommended for use on heavy doors.

The axles pass through seamless tubes and turn on steel roller bearings, making it anti-friction and very easy running.

A leading feature of the "Great West" is the vertical and lateral adjustments, allowing the door to be raised or lowered, or the space between the door and building increased or decreased as desired.

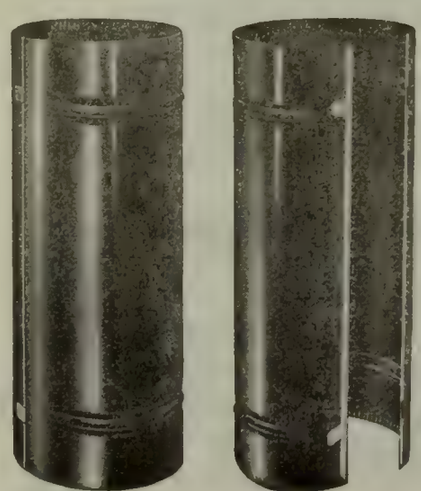
The track is made of heavy steel and double grooved attached to the building with heavy corrugated brackets.

We will gladly look after your door-hanger prospects. Write us.

Canada Steel Goods Company, Limited
HAMILTON, ONTARIO

Davidson's "STERLING" PIPE and "EMPIRE" ELBOWS





SHOW YOUR CUSTOMERS THAT---

Davidson's "Sterling" nestable stovepipe is made of the best quality Canada plate; the lock is so simple that a child could put it together. Put up in round cartons with steel ends.

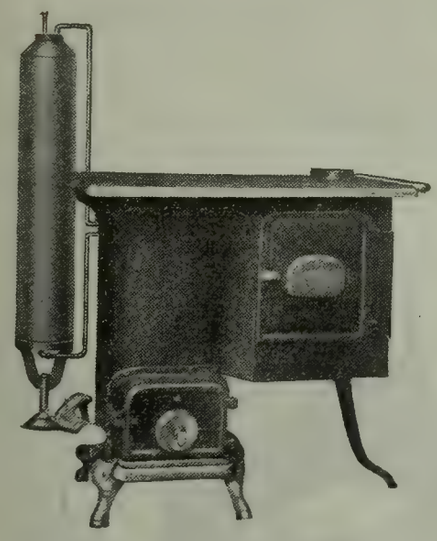
Our "Empire" corrugated elbows are made out of the very finest quality blued steel, by expert mechanics.

These goods are now ready for immediate shipment.

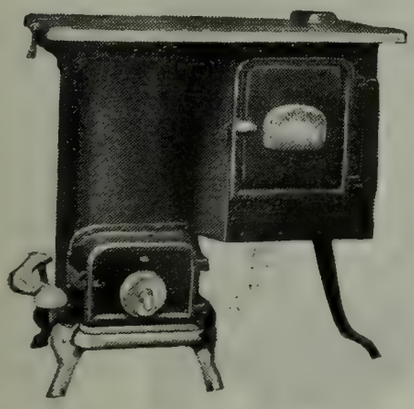
The Thos. Davidson Mfg. Co., Ltd.
Toronto Montreal Winnipeg

Findlay's Tortoise Cook---A Combination Cooking and Heating Stove With All the Conveniences of a Modern Range

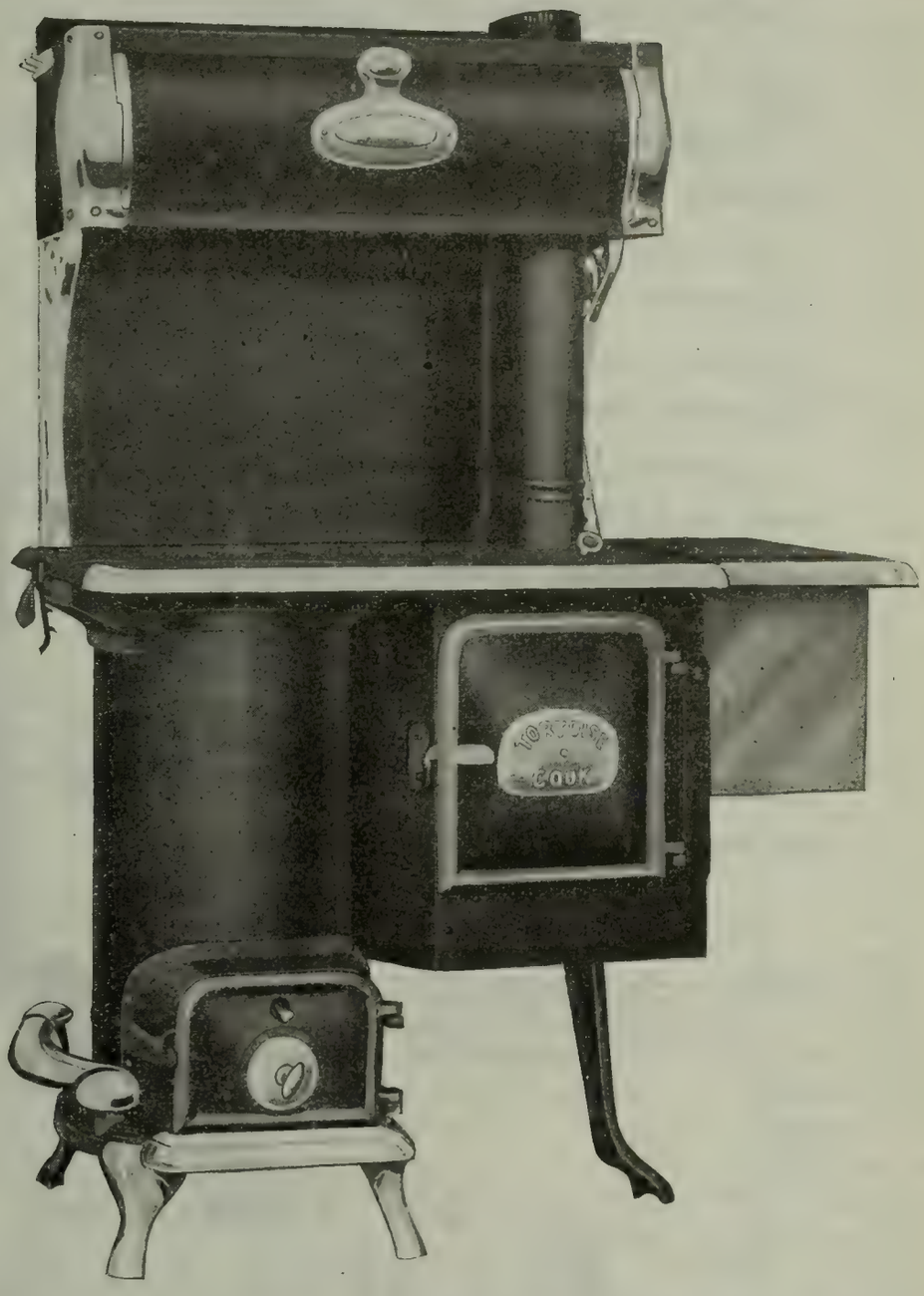
SOMETHING NEW *PRACTICAL* *ECONOMICAL* *SERVICEABLE*



The Tortoise is a wonderful water heater; ample capacity for a 30 or 40-gal. boiler.



The oven on the No. 4-26 measures 12 in. wide, 11 in. high and 18 in. deep. The oven on the No. 4-24 measures 10½ in. wide, 11 in. high and 18 in. deep.



Two stoves in one; as good a heater as the most expensive base burner, as perfect a baking and cooking stove as the highest priced range. This stove is not a freak nor an experiment, but a sensible, practical Combination Heating and Cooking Stove.

The Tortoise Cook has an ample sized top with four cooking holes; made with or without grates. The bodies are made of polished steel and brick lined. The reservoir on this stove is made of copper or galvanized iron, as desired, capacity—5 Imperial Gallons.

This stove will be on exhibit along with our other lines at the Toronto and Ottawa Fairs.

MANUFACTURED BY

FINDLAY BROS. CO., Limited, Carleton Place, Ont.

REVILLON WHOLESALE LIMITED, Edmonton, Alta. Wholesale Agents for Alberta.

Ford

Electric Starting and Lighting

NO car has a better starting and lighting system than that now available to purchasers of Ford Cars.

It is a Ford product, built into the motor—

—a positive starter as reliable as the motor itself:

—a powerful lighting system, uniform under all engine speeds.

On the open models—Touring Cars and Runabouts—it is OPTIONAL EQUIPMENT.

On closed cars—Sedans and Coupes—it is STANDARD EQUIPMENT.

On all models the Ford Standard Magneto also provides ignition independent of the batteries.

See the Ford car with this new equipment.

Ford Runabout $660; Touring $690

On open models the Electric Starting and Lighting Equipment is $100 extra.

Coupe $975; Sedan $1175 (closed model prices include Electric Starting and Lighting Equipment).

These prices are F. O. B. Ford, Ont. and do not include the War Tax.

111



Ford Motor Company of Canada, Limited, Ford, Ont.

BY-PRODUCT COKE
SULPHATE of AMMONIA

"HAMILTON" PIG IRON

Basic Malleable Foundry

STEEL & IRON BARS
OPEN HEARTH STEEL SHEETS

FORGINGS

Car Axles
Shape and Drop Forgings
Carriage and Automobile Hardware

POLE LINE HARDWARE

(Black and Galvanized)

Pole Steps
Cross Arm Braces
Guy Clamps
Guy Rods

SCREWS

Steel, Brass and Bronze Wood and Machine Screws

NAILS, SPIKES & RIVETS

Wire
Cut
Boat and Horse Shoe Nails
Railway
Pressed and Drift Spikes
Tacks
Shoe Nails
Steel and Copper Rivets
Burrs

Purchase the Products of Canadian Mills

TO uphold the Glory we have jointly earned—to honor our noble dead—to comfort the wounded, and extend to the men returned the hand of prosperous welcome, we must cast aside all forebodings and face the future with unbounded courage and confidence and, without a shadow of doubt, declare to the World that this Nation, which was so quickly and successfully transformed to a War basis, can be depended upon to revert to Peace conditions with equal success. The buyer and seller must recognize their duty to the Nation and co-operate fully to the end that all products that can be produced in Canada by Canadian workmen shall not be purchased elsewhere.

OUR Duty is plain; Canada with Canadian labor and capital can produce, manufacture and distribute products sufficient to keep the wheels of industry turning to the limit. The song of Prosperity and Happiness should ring out all over the land. Let us sincerely pledge to the extent of our needs, to purchase materials produced in Canada by Canadian Workmen, and the result of our efforts will return to us the Blessings of a Prosperous and Happy Nation.

THE
STEEL COMPANY OF CANADA
LIMITED

HAMILTON MONTREAL

RAILROAD TRACK MATERIAL

Angle Bars
Track Bolts
Tie Plates
Tie Rods
Spikes

WROUGHT PIPE

Black Pipe
Galvanized Pipe
Nipples
Couplings

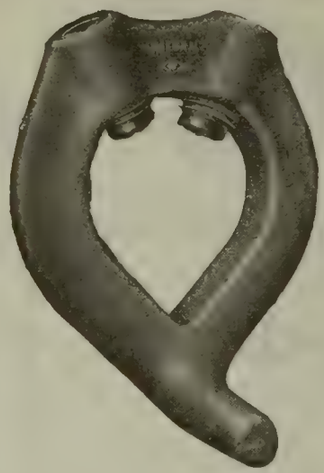
LEAD PRODUCTS

Lead Pipe
White Lead
Shot
Putty

WIRE

Steel & Brass
Copper & Bronze
Heavy and Fine
Bright Annealed
Coppered
Galvanized and Tinned
Stranded
Steel and Copper Cable
Clothes Line
Staples
Barb Wire
Woven Wire
Fencing
Fence Gates

Bars
Blooms
Billets
Wire
Wire Rods
Sheets
Horse Shoes
Angles
Channels
Plow Beams



Williams' "Vulcan" Drop-Forged Safety Lathe Dogs

DESIGNED to insure the maximum of safety, care was taken to provide a form as close to a circle as possible—no bunching or extension of the head portion, no "sleeve-catchers" to cause injury to the unwary operator.

They provide safety complete and automatic and, with this assured safety, better balance on the lathe and every whit of utility obtainable in this class of tool.

The price is the same as for the dangerous kind.

Bent and Straight Tail, 1 or 2 Screws, 16 Sizes, 3/8 to 6-inch Capacities.

May we send you a copy of our Machinists' Tools Booklet?

J. H. Williams & Co.

"The Drop-Forging People"

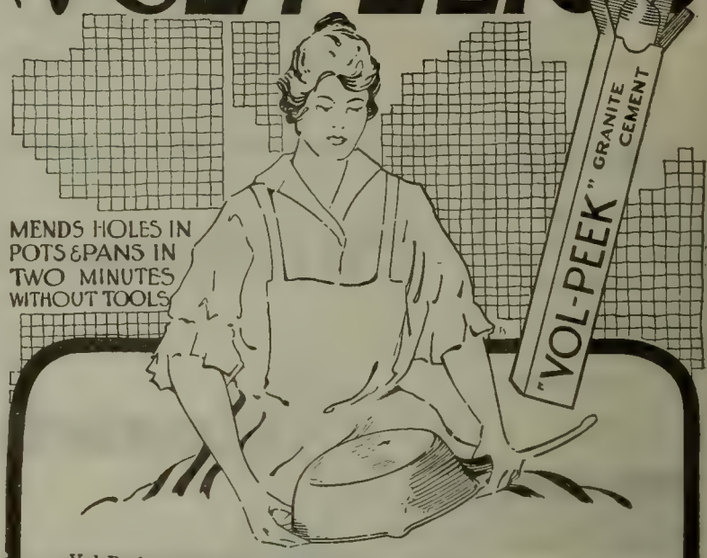
30 Richards St. Brooklyn, New York

THE A. G. LOW CO., LIMITED

30 Pacific Ave., Saskatoon, Sask.

Agents for Manitoba, Saskatchewan, Alberta and British Columbia

VOL-PEEK 15¢



Vol-Peek stops leaks in all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Note the absence of tools. Can be applied by the finger. A feature that induces the housewife to purchase. Vol-Peek is being advertised all over Canada. Every home needs it. Our attractive display stands suggest sales on sight. Write for it to-day. Contains 24 packages, $2.25, 60% profit.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and operating Vol-Peek Mfg. Co.)

North American Hardware Supply Limited

222 Notre Dame Street West

MONTREAL - - CANADA

Eastern Canada Representatives for--

"Diamond Tires"

"Viko" Aluminum Products

ALSO

A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.

Get our price list.

WILT

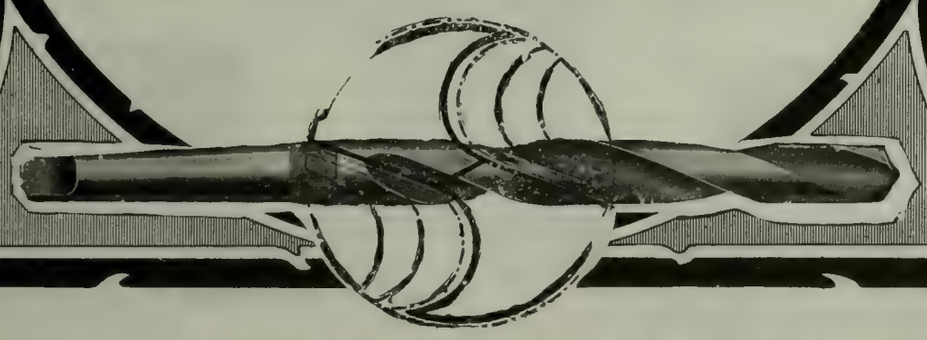
"Where there's a WILT—there's the Way"

HIGH SPEED AND CARBON TWIST DRILLS

Unusual Drills Backed by Unusual Prices

Every Hardware Dealer should investigate the unusual qualities of **WILT DRILLS. REAMERS AND MILLING CUTTERS** and the broad general policies we have adopted in the marketing of all **WILT PRODUCTS, WILT DRILLS. REAMERS, AND MILLING CUTTERS** have stood the test of all conditions. They are here to stay. Their popularity among mechanics make that a certainty. There will be no dissatisfaction among your customers using **WILT DRILLS, REAMERS AND MILLING CUTTERS** if it's in our power to prevent it and you, too, will be pleased with the splendid profits you can make selling **WILT Products. Investigate.**

WHERE THERE'S A WILT---THERE'S THE WAY



WILT TWIST DRILL CO.
OF CANADA LIMITED

WALKERVILLE - - - ONTARIO

London Office: **Wilt Twist Drill Agents, Moorgate Hall, Finsbury Pavement, London, E.C. 2, Eng.**

THE BEACH FOUNDRY COMPANY LIMITED

Increase Your Sales by Handling The Maple Leaf Line

Exclusive
Efficient
Economical



Quebec ordinary type without grates, 4 sizes.



Quebec parlor heater with hood and urn and with foot rails.

Exclusive
Efficient
Economical

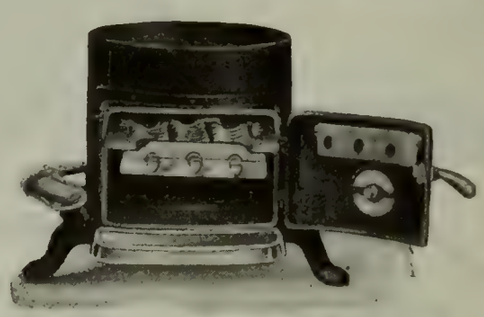


Quebec with grates.

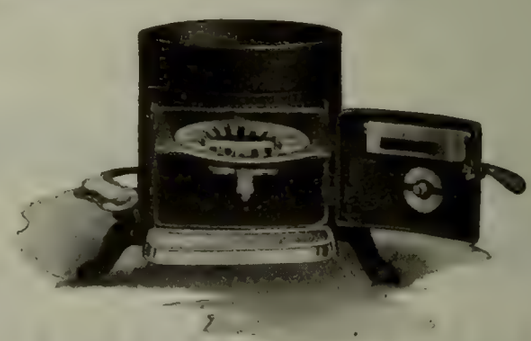
The attractive appearance of our heaters, and the fact that they are made of the best materials, with all the practical improvements that can be devised, make them ready sellers. To insure their safe arrival, and to secure lowest freight rate, we crate our heaters.

Write for illustrated folders and prices.

Either style of grates fits our heaters by simply sliding in.



Triangular grates — three grate bars in heavy grate holder.



Draw centre grates — grate ring oscillates to remove ashes, draw centre pulls out to drop cinders.

Manufactured By **THE BEACH FOUNDRY COMPANY, LIMITED** OTTAWA CANADA

Western distributors, The Canadian Supply Co., Limited, Saskatoon, Sask.

MAPLE LEAF STOVES & RANGES

Increase Your Sales by Handling The Maple Leaf Line

Exclusive
Efficient
Economical

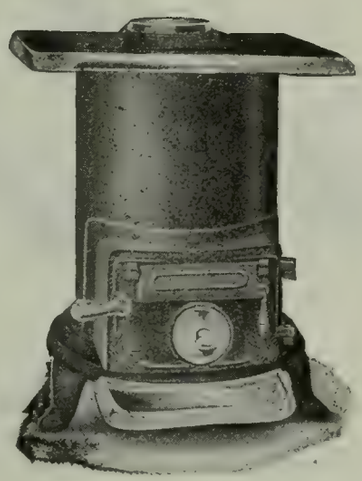


Quebec with two-hole top, suitable for cooking.



Winchester Oak, an attractive and effective parlor heater, equipped with improved draw centre grates only.

Exclusive
Efficient
Economical



Quebec laundry stove, short body, gives heat close to the top.



Quebec with four-hole top (composite base), oven may be added if desired.

Either style of grates as illustrated on previous page may be used in our two or four hole top heaters.

Manufactured By **THE BEACH FOUNDRY COMPANY, LIMITED** OTTAWA CANADA

Western distributors, The Canadian Supply Co., Limited, Saskatoon, Sask.

"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.



A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

TRIMO

The word Trimo

stands for good tools made by the Trimont Mfg. Co., which are the following:

The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn. Save money and buy Trimo goods, made by

TRIMONT MFG. CO.
55-71 Amory Street
Roxbury, Mass.
U.S.A.



TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE

TRIMO PIPE CUTTER





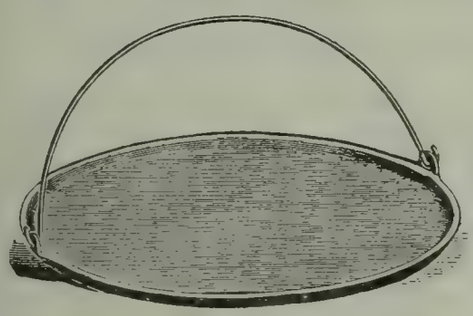
TRIMO MONKEY
WRENCH

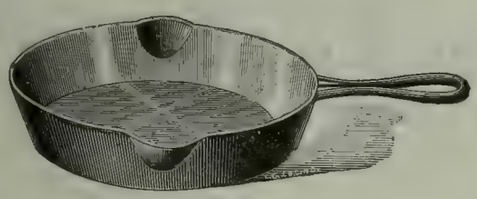
TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

CANADA
FOUNDRIES & FORGINGS
LIMITED









SMART'S IRON WARE

For over thirty-five years the sign "G" stamped on iron has stood for the very highest in cast iron cooking utensils. Smart's Ware has been distinguished from all others by its smooth, highly polished surface.

It is made from the highest grade of iron obtainable, thus giving it a strength which safeguards it against breakage.

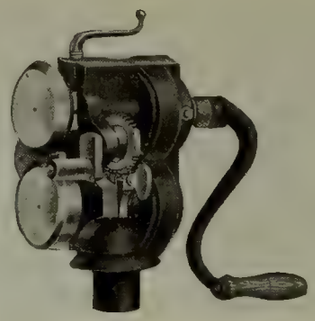
The patterns and workmanship in Smart's Cast Iron Cooking Utensils have made a place for their sale in the best stores in Canada.

A good stock of pancake griddles, spiders, straight pots, lipped kettles, Scotch bowls, chaudrons, bake kettles, etc., now on hand for quick shipment.



JAMES SMART PLANT
BROCKVILLE, CANADA

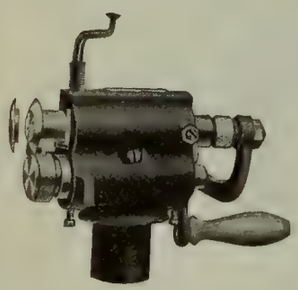
SMALL MACHINES



Are Made for Service. They Combine Durability, Speed and Accuracy

No Tinshop can afford to be without a set of these machines

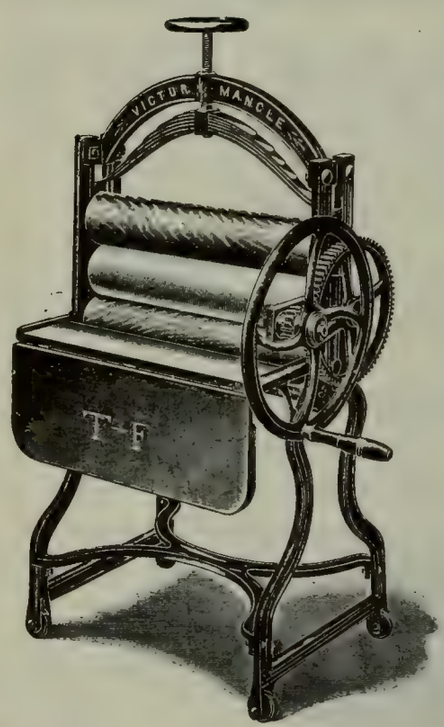
We manufacture a full line of Tinners' Tools



Drop us a line for full particulars and prices

The Brown-Boggs Co., Limited

Hamilton, Canada



LIKE ALL OTHER TAYLOR-FORBES PRODUCTS

THE VICTOR MANGLE

is substantially made and a ready seller

Progressive dealers will do well to show one of these mangles prominently on their floor. The modern housewife is ever alert in matters of household equipment and in all respects the Victor Mangle is a very desirable acquisition. You can rely on quality workmanship throughout—all castings are smooth and highly emamelled. The rolls run remarkably free and with little exertion and there is a stability about the "Victor" that makes it operate in a most satisfactory manner. Other features include the drop leaf extension table, adjustable rollers, castors on feet, and especially selected hardwood rollers. Write us to-day for prices. The Victor Mangle will surely find a ready buyer—we can quote you attractive prices.

The Largest Manufacturers of Hardware in Canada

Taylor-Forbes Company, Limited

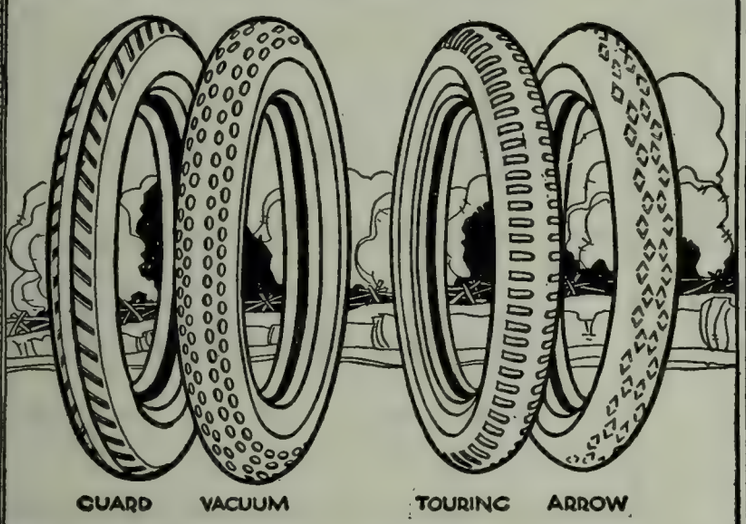
TAYLOR-FORBES CO.
246 Craig St. W., Montreal
H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

Head Office and Works
Guelph, Ont.

TAYLOR-FORBES CO., LTD.
1070 Homer Street, Vancouver
H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg

V.D.L. TIRES

V.D.L. TIRES



Every Size a Supersize

A Guarantee of Service

Backed by the life-long experience of a nationally noted rubber chemist and manufacturer of rubber goods, V.D.L. Tires and Tubes represent the last word in Tire construction.

Built by the hands of skilled workmen, each tire undergoes a series of critical and rigid inspections throughout the process of manufacture, guaranteeing a product that is absolutely reliable and dependable under the heaviest and hardest conditions of motoring.

V.D.L. Tires are made in both Cords and Fabrics, in all sizes, and are adjusted on a basis of 5,000 miles.

The only 30x3½ Clincher Cord Tire made in Canada.

Equip your car with V.D.L. Tires and Tubes and realize in full the pleasure of motoring, free from the anxiety:—"Will my tires hold out?"

Sold by Dealers and Garages throughout Canada.

VAN DER LINDE RUBBER CO., LIMITED
TORONTO - CANADA

21

DEALERS

The above reproduction is one of a series of advertisements being run throughout the Dominion, advertising the excellent features of V.D.L. Tires.

A great opportunity offers to link up with V.D.L. Tires, a product of merit that will enable you to build up a reliable tire business.

Any of the following distributors will be pleased to give you full particulars and prices. Write them.

Codere et Fils, Sherbrooke.
A. Chown & Company, Kingston.
Crowell Brothers, Halifax.
Eug. Julien, Limited, Quebec.
Kloepfer, Limited, Toronto.
Merrick-Anderson Co., Ltd., Winnipeg.
Miller-Morse Company, Winnipeg.
2 in 1 Tire Company, Montreal.
Wood, Vallance & Leggatt, Ltd., Vancouver.

VAN DER LINDE RUBBER CO., LTD.
TORONTO - CANADA



The Little Machine with the Big Suction

Our Wartime Contracts for aeroplanes are running out and we have a number of "Baby Daisy" models going through the factory.

The supply will be limited for a while, but we can look after the interests of any of our customers who will let us know their requirements in good time.

Do you require any Baby Daisys for the Spring Trade, if so write now.

THE DAISY VACUUM CLEANER

Write for Illustrated Leaflet and full Trade particulars.

The DAISY VACUUM CLEANER CO. Ltd.

Office and Works: Leamington Road, Gravelly Hill, BIRMINGHAM.

Telegrams: "Ileklean Birmig-n ham." Telephones: 405 and 406 East.



Baby Daisy, £5 5s. 0d.
Other sizes, £4 4s. 0d. and £6 6s. 0d.

BROOMS

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

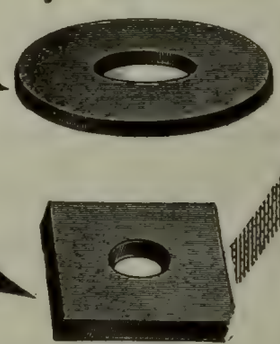
and will be glad to book your order—*PRICES RIGHT.*

QUALITY as usual.

Walter Woods & Co.
Hamilton and Winnipeg

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs, Felloe Plates, Sheared and Punched Plates. Malleable Washers and Cast Iron Washers.

Sound & Square Plain or Galvanized

Prompt Shipment

Wrought Washer Mfg. Company
Milwaukee, Wis.

Consult McClary's at the Exhibition

REPRESENTATIVE lines of McClary's manufacture will be on display in McClary's exhibit at the Canadian National Exhibition.

Representatives from our London, Hamilton and Toronto office will be on hand for consultation.

Avail yourself of this opportunity to view the products of McClary's, the leading stove manufacturers in the British Empire.

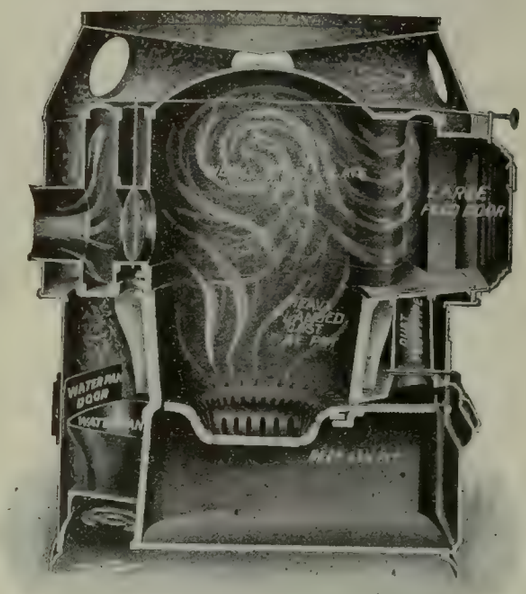
You will be sure to meet some of our successful dealers. Let them tell you what McClary's have meant to their business.

McClary's

"Makers of Good Stoves and Cooking Utensils"

London Toronto Montreal Winnipeg Vancouver
St. John, N. B. Hamilton Calgary
Saskatoon Edmonton

YOUR SHARE OF THE FURNACE BUSINESS



The only way, the proper way, of heating homes, business houses, etc., is with furnaces. The New Idea Warm Air Furnace meets and overcomes every problem in the matter of successful heating. The

NEW IDEA WARM AIR FURNACE

contains more heating surface than any other furnace. Has a large and roomy ash pit that prevents the ashes from banking up and burning out the grates. A very heavy one-piece fire pot, guaranteed for five years.

The New Idea Duplex Grates are simple to operate and take care of any size clinkers from either hard or soft coal.

Made in seven sizes, every New Idea Furnace is fully guaranteed. Your enquiries are solicited and will be cheerfully looked after.

THE HAMILTON STOVE & HEATER CO., LTD.
HAMILTON - CANADA
Successors to Gurney, Tilden & Co., Limited

Head Office and Works: Hamilton, Ont.
Branches at Winnipeg, Montreal and Vancouver

AGENCIES and SHOWROOMS:
Chas. Rankow, Durban, South Africa; Webb Bros., Georgetown, Demerara; British Guiana, Burns Export Corporation, 56 Pine St., New York, N.Y.

THERE ARE MATCHES
and E-D-D-Y'S MATCHES
WHICH DO YOU SELL ?



There's just as much difference between Matches as between people.
Some you can always rely upon.
Others are never dependable.
Eddy's Matches are like old friends.
They'll never go back on you (Never **come** back on the dealer either.)
70,000,000 of them go out daily to lend a hand in keeping things going throughout the land.
Quick turnover is the ideal of every merchant.
You need never worry about Eddy's Matches. Known from Coast to Coast, they sell themselves. Better send in your order to-day.

THE PAIL THAT PROTECTS

If you're looking for REAL fire protection, no need to go further.
The EDDY FIRE PAIL is what you want.
Made of our justly famous Indurated Fibreware, it's moulded in one piece. No hoops nor wires.
No leaking nor shrinking.
Always ready. Always right.
Made by



The E. B. Eddy Co., Limited - Hull, Canada

DEALERS!

You are cordially invited to visit us when attending the Exhibition. Our booth in the Transportation Building will be open from 9 a.m. to 10 p.m. Make it your headquarters while at the Fair. See the cross-sections of the famous

Maltese Cross Tires

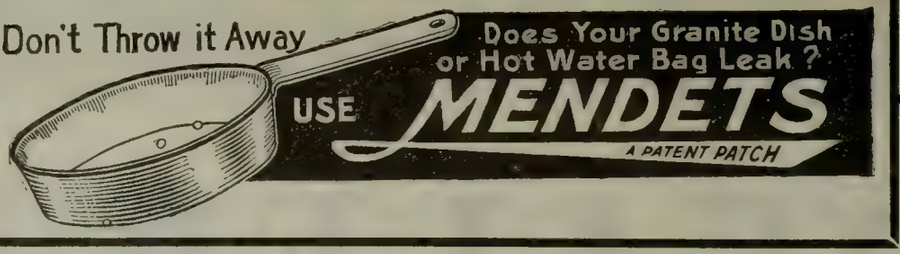
Maltese Cross Inner Tubes

Take special notice of the thickness and elasticity of our tubes. This means longer life and fewer leaks. You will see how satisfactory Maltese Cross Tires are, and will realize the value of selling them in preference to any other.

Gutta Percha & Rubber, Limited

Head Offices and Factory, Toronto

Branches: **Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria**



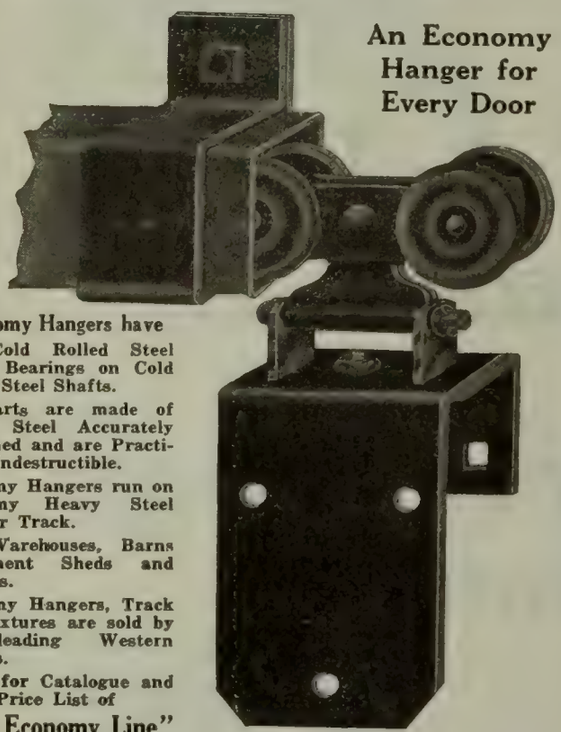
DON'T HESITATE. Order from your jobber to-day. **Mendets** is a very rapid seller and the profits are good. Every housewife appreciates its money-saving value. Mends graniteware, pots, pans and rubber utensils, etc.

Have your jobber send you a display case. Sales will commence immediately.

COLLETTE MANUFACTURING COMPANY, Collingwood, Ont.

ECONOMY TROLLEY ROLLER-BEARING DOOR HANGERS

An Economy Hanger for Every Door



Economy Hangers have

full Cold Rolled Steel Roller Bearings on Cold Rolled Steel Shafts.

All parts are made of Heavy Steel Accurately Machined and are Practically Indestructible.

Economy Hangers run on Economy Heavy Steel Tubular Track.

For Warehouses, Barns Implement Sheds and Garages.

Economy Hangers, Track and Fixtures are sold by all leading Western Dealers.

Write for Catalogue and Price List of

"The Economy Line"

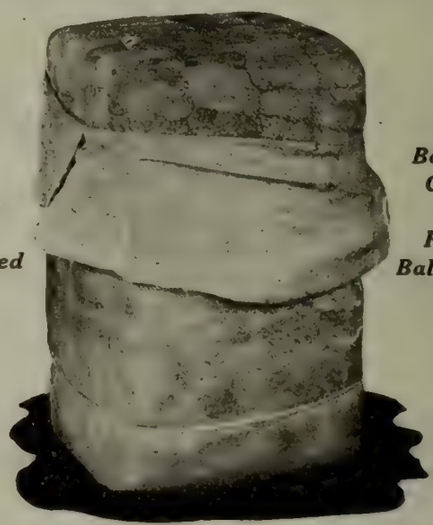
ECONOMY FOUNDRY CO., LTD.

PORTAGE LA PRAIRIE, MAN.

SPONGES

(British and West Indian)

Highest Quality Unbleached



Bahama Cuban and Florida Bale Goods

We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes in stock.

Evans & Co., Limited

(Importers and Exporters)

Coristine Building :: Montreal, Que.

REED'S STANDARD Asphalt Roofing

The dealer aiming to give his customers the utmost in money value can safely recommend **REED'S STANDARD ASPHALT ROOFING.** It stands the test of the roughest elements and is absolutely reliable.

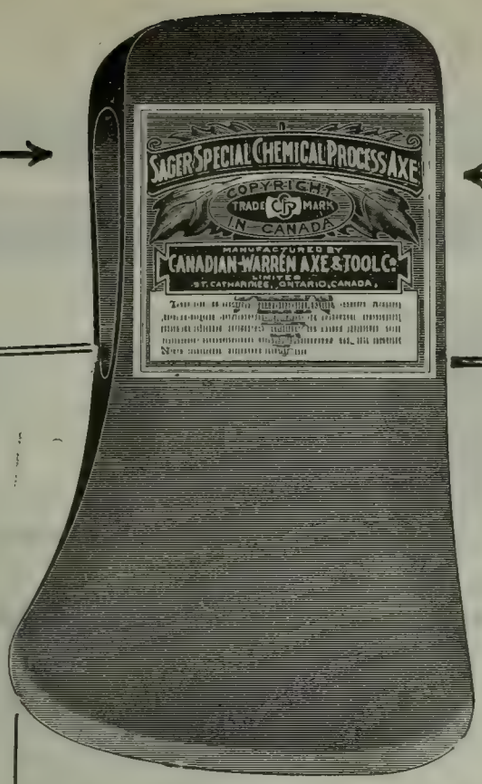
Cement and nails with every roll. A time and money saver. Weight per square—1-ply, 35 lbs.; 2-ply, 45 lbs.; 3-ply, 55 lbs.

Prices and particulars will be mailed you on request.

We handle a complete line of Roofer's Supplies. Write us for prices and complete information.

G. W. REED & CO., Limited, Manufacturers

Montreal, Que.



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE" LOGGING TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian-Warren Axe & Tool Co.,
LIMITED
ST. CATHARINES, ONT.



Soo Line Logging Tools

Steady Demand For Famous Five Files

The demand for Famous Five Files is greater than ever.

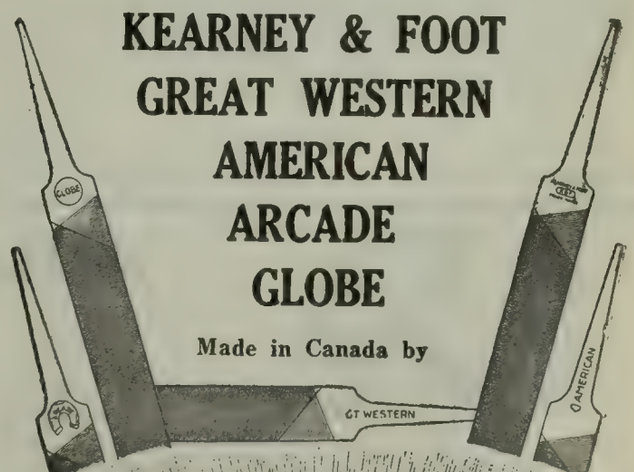
Unvarying quality has made them the standard files for all kinds of work in wood or metal.

The dealer who stocks Famous Five Files does not need to explain and apologize. The market is there; he has only to supply it.

Sell them. They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



NICHOLSON FILE Co.
PORT HOPE
ONTARIO

ENOX HACKSAW BLADES

ARE THE BEST

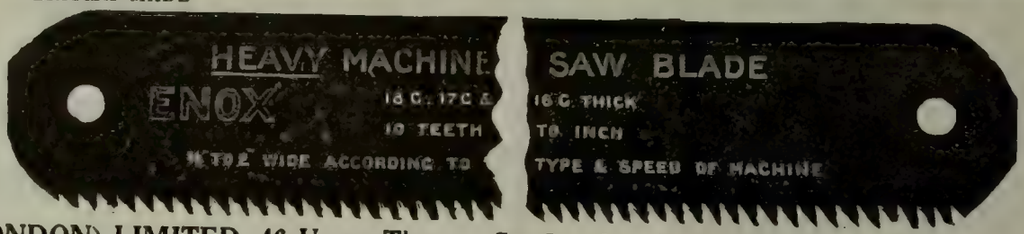


BRITISH MADE



AGENTS IN CANADIAN TOWNS WANTED

AN ENTIRELY BRITISH COMPANY



Liberal terms offered to firms willing to carry stocks and act as sole agents

SOLE MAKERS **FRY'S (LONDON) LIMITED, 46 Upper Thames St., London, E.C. 4, England. Works: Greenwich, S.E. 10**

The Standard Machinery & Supplies, Limited, 261 Notre Dame St. West, Montreal.
Agents for British Columbia—The A. R. Williams Machinery Co., 495 Railway Co., 495 Railway St., Vancouver, B.C.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

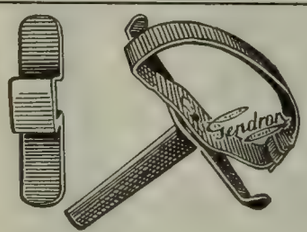
A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

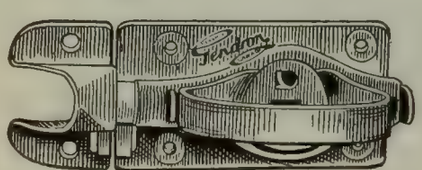
Manufacturers OF

WIRE

HEADQUARTERS FOR
WIRE BALE TIES
Largest Capacity and Stock in Canada
PROMPT SHIPMENT

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England





A Barn Door Latch

That Customers Hunt For

Strong, durable, neat and convenient. It is easily put on any door. Has two handles to open or close from either side. Catches will hold door or gate open or closed. Enamelled finish with turned bolt. Guaranteed. A rapid, profitable seller.

We also make velocipedes, express wagons, children's autos, toy carts and barrows, bathroom fittings and hardware. Write for prices and information on any of our lines.

The Gendron Manufacturing Company, Limited
Duchess and Ontario Streets, Toronto, Ontario

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

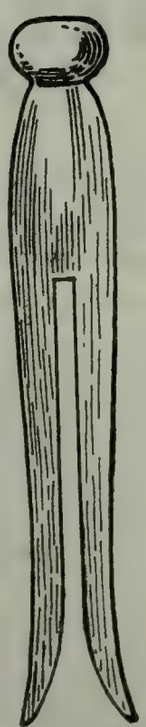
The Megantic Broom Mfg. Co., Ltd.
Manufacturers of Brooms and Clothes Pins





Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.



AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

MAYHEW

"Every blow of the hammer refines the steel"



These are punches that sell themselves

Your mechanic customers will appreciate the quality of these Mayhew punches. Just set this attractive display of hand-forged, electrically tempered punches where customers can see and handle them. Your sales of punches will increase, and your list of permanent customers lengthen. One Mayhew tool sold means a user who desires other Mayhew tools.

At your jobber's—or

MAYHEW STEEL PRODUCTS, INC.
291 Broadway, New York

508 Mission Street
San Francisco

180 N. Market Street
Chicago

MAYHEW MADE TOOLS ARE RIGHT

E. Roy,
65½ St. Andre St., Montreal, Que.

A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg



4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

P X H

TRADE MARK

HONEST FILES

Honestly Make
of
Honest Materials
and
Honest Priced

"They Cut Faster and Wear Longer"

Ingersoll File Company
Limited
INGERSOLL ONTARIO

John Morrow Screw & Nut Company, Limited
Ingersoll, Ontario
Sole Distributors

ASK YOUR JOBBER

IMPERIAL

TRADE MARK

METALS - CHEMICALS - GLASS
B&S·H
Established 1790

We are now prepared to quote on

English Castor Oil

From stock and for Import

B.&S.H. THOMPSON & COMPANY LIMITED MONTREAL

Branches: Toronto, Winnipeg, Vancouver, New Glasgow, N. S.

Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tinplate Co.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

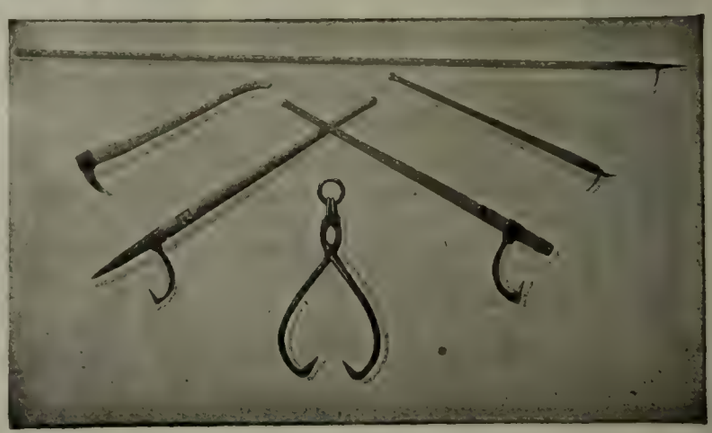
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



"Morrison" Brass Valves

Sustain the Reputation of your Store

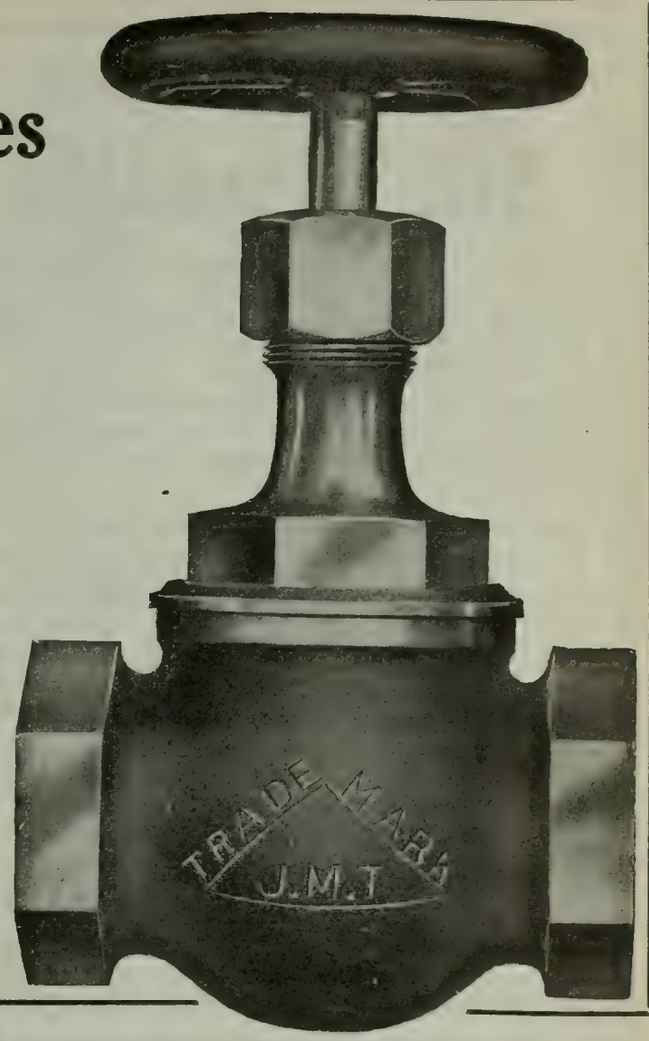
Morrison Valves are renewable disc valves, with heavy bodies, spindles and valves, and fitted with a gland follower in the packing nut. They're good valves.

They satisfy your customers, and so bring repeat orders.

You can sell them with perfect confidence that you are "delivering the goods"—the right goods.

The James Morrison Brass Mfg. Co. Limited

93-97 Adelaide St. West, Toronto, Ont.



TIRES,

Hardware Dealers

Now is Your Opportunity to Beat the Mail Order Houses

30 x 3½ Inner Tubes	$ 1.90
30 x 3½ Plain Tires	13.10
30 x 3½ Grooved Tires	14.00
30 x 3½ Non-Skid Tires	14.65

HUNDREDS OF OTHER SIZES

BRAND NEW GOODS

Mr. Dealer, we can sell you the most complete line of automobile accessories in Canada at tremendous reductions. Write for our catalogues. Wholesale only.

CROWN CYCLE & MOTOR CO.

319 Craig St. West, MONTREAL

LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA

WHY NOT

KEEP A STOCK OF SHEET FOR HOUSEHOLD TABLE-TOPS, STAIR TREAD AND MATTING, HOLLOW-WARE AND OTHER USE-FUL FORMS OF

ALUMINIUM?

COME AND SEE US IN THE MACHINERY HALL, CANADIAN NATIONAL EXHIBITION.

THE BRITISH ALUMINIUM COMPANY, LIMITED

265 ADELAIDE ST. W., TORONTO

(Eastern Agents: Spielman Agencies, Montreal)

QUALITY FIRST IN

Still's Handles

We are specialists in the manufacture of wood handles.

Quality First has always been our policy in all our products.

STILL'S HANDLES enjoy a reputation throughout the Dominion that has put them in the front rank of rapid sellers for the retailer.

Wherever the best is in demand there **STILL'S** are sold.

More sold in Canada than any other make. **STILL'S HANDLES** are made with exacting care from high quality Canadian woods, durable and lasting to an unusual degree. Axe, Pick, Sledge and Hammer Handles, Cant, Hook and Peavie Handles. There are good profits for the dealer and an abundance of customers' satisfaction in all **STILL'S HANDLES.**

J. H. STILL MFG. COMPANY

ST. THOMAS . - ONTARIO



No. 212½ Sash Lock. Cast Brass.

BUILDERS' HARDWARE

The future looks bright for a renewal of business activities. The demand for building hardware is steadily increasing. You can profitably meet this demand with Stratford Brass Company Products.

We manufacture Furniture Trimmings of all kinds, also Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company
Limited
STRATFORD, ONTARIO

SHARRATT & NEWTH

43-44 PERCIVAL ST., LONDON, E.C. 1

Glaziers' Diamonds of All Descriptions

To be obtained from Dealers in Glass, Hardware and Painters Supplies.

Our Popular Pattern with Rack for Breaking off Glass
Used Everywhere

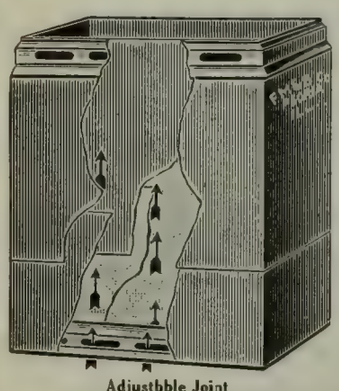
Quality—*The Best*

Established Over 100 Years



Send for Illustrated CATALOGUE of every tool required for GLASS CUTTING or to our

Agents: A. Ramsay & Son Co., Montreal



Adjustbble Joint

INTRODUCE

a good thing in your locality and become a leader.

Double Furnace Wall Pipe will give you prestige. You can guarantee it absolutely safe, as it is perfectly insulated.

So easy to erect that all the tools you require are a hammer and soldering kit. No waste pipe, and does not require to be covered with asbestos paper.

Your enquiries solicoted for descriptive sheet and prices.

Made in 58 in., 20 in., 12 in., 10 in., 8 in., 6½ in., 5 in., 4 in. and 2 in. lengths.

A. H. Power Furnace Co., 1-3 Hayden St., Toronto

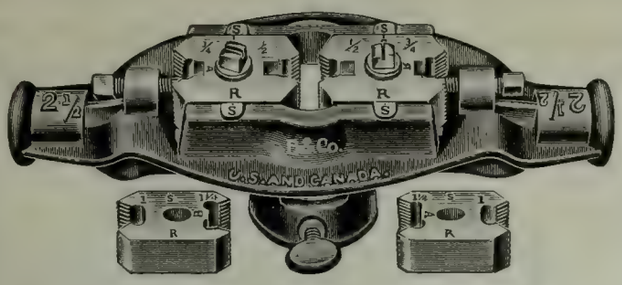
MOTORS FOR SALE

We have for sale about 100 D.C. Motors, ranging in size from 5 H.P., 1600 r.p.m., to 100 H.P., 430 r.p.m. These are Canadian General Electric Co., Ltd., Chapman & Walker, Ltd., and Canadian Westinghouse Company, Ltd., motors.

They will be disposed of under a guarantee of good running condition and prices and terms will be made to suit.

All are offered subject to prior sale.
Itemized list furnished upon request. Write.

PURCHASING DEPARTMENT,
Lake Superior Paper Company, Ltd.,
SAULT STE. MARIE, ONT.



Solid Die Plates

Armstrong Adjustable Stock and Dies
Pipe Cutters and Vises

We are the sole manufacturers of the above lines formerly made by Butterfields, and we are determined to maintain the reputation enjoyed by these goods.

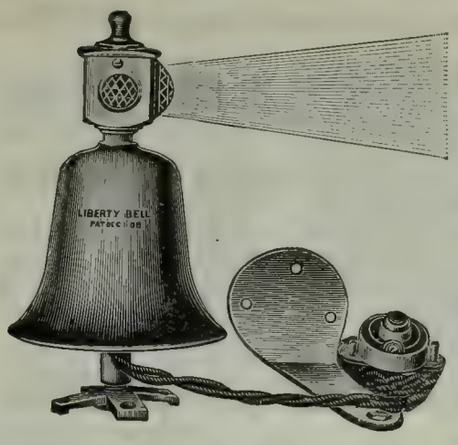
They are one of the most profitable lines for the dealer to handle.

Send to-day for our catalogue and prices.

Prompt delivery guaranteed.

Rapid Tool & Machine Co., Ltd.

Lachine, Que. **Branch: Iberville, Que.**



The Signal of Distinction
An ornament and a double signal. Made in styles and sizes to suit all makes of cars.

WARNS

BUT DOES NOT OFFEND

This improved signal says "car coming," but not as a harsh command to "Get out of my way." It calls attention rather than gives an order. It does not startle.

"LIBERTY BELL"

DEFINITE AND DISTINCTIVE

The clear bell tone carries through all the sounds of traffic. Its warning is positive and in addition a red light is flashed from a semaphore lens located just above the bell.

GETS THE RIGHT OF WAY

This signal, combining both sound and sight warning, is amply protected by patents. We will vigorously prosecute makers of infringing devices and dealers who handle them.

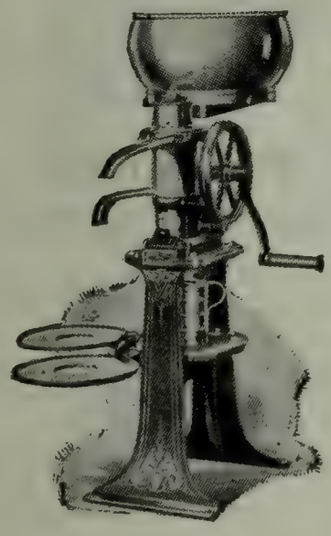
A POLITE SIGNAL

We have an attractive proposition for you. Write for prices.

THE BUNYAN MFG. CO.

9805 MADISON AVE. - CLEVELAND, OHIO

Opportunity knocks on the door sometimes when she should knock on the head.



Surely you are not afraid to investigate the many attractive features of an agency for the

Anker-Holth
(Self-Balancing Bowl)

Cream Separator

WRITE TO

SILVERWOODS, LIMITED
LONDON, ONT.

BE PREPARED for



FLY SEASON
with a good stock of Stover

Screen Door Hinges

Stover screen door hinges are made of strong, smooth castings with the best grade of spring wire. That is why people that know the hinge business order the Stover hinges.

Stover hinges are made in non-hold-back, hold-back, detachable and double-acting styles.

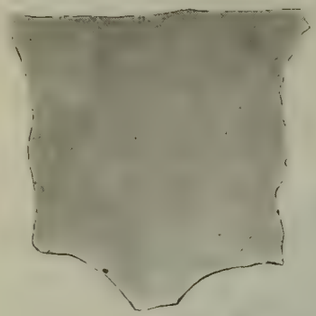
Our new general hardware catalog No. R-19 is now ready for the trade. If you have not received one, let us know. It shows a big assortment of seasonable, quick-selling specialties, such as:
Mop Sticks—Waffle Irons—Corn Stick Pans—Meat Broilers—Lemon Squeezers—Ice Picks and Shaves—Lamp Brackets—Paper Holders—Combination Pliers—Pincers—Cast Hammers and Hatchets—House Numbers—Shade Fixtures—Door Pulls—Coat, Robe and Harness Hooks—Latches—Saw Clamps—Dampers, and other Stove Trimmings—Pulleys, all styles—Fireplace Fixtures—Windmills, Feed Mills and Gasoline Engines.

Stover Mfg. & Eng. Co.

709 East St.
FREEPORT, ILL.

Canadian Representatives: Cadman & Co., 322 McIntyre Block, Winnipeg; Mr. G. L. Cohoon, 11 St. Sacrament St., Montreal.

USE THIS COUPON
Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your
.....
.....
Name .....
Business .....
Address .....



Chamois Skins

With a few exceptions

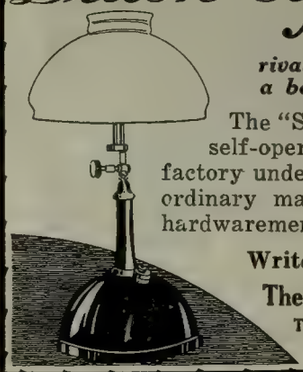
we have in stock a limited quantity of all sizes from 8 x 10 to 28 x 30.

EVANS & COMPANY, Limited

Coristine Bldg. **Montreal, Canada**

We represent two of the largest factories in the world.

Dixon Safetee Lamp



rivals the world's lighting—a boon to rural Canada.

The "Safetee" is a guaranteed safe, self-operating gasoline lamp, satisfactory under all conditions. Light with ordinary match. A good profit for hardwaremen.

Write for full particulars.

The Hamilton Gas Mantle Co., Ltd.

Toronto Hamilton, Canada Montreal

Buy "BON-TON" Cream



Canada's National Metal Polish

Has no superior.

Polishes in **half the time** with less labor.

Retains its brilliancy.

Contains **no acid** or injurious chemicals.

Order a case **to-day** from your wholesaler.

Manufactured only by

Stuart & Foster, Limited
Toronto, Can.

THE DEMAND FOR CAMP FURNITURE IN HOT WEATHER



gives the live, progressive merchant a splendid opportunity for extending his trade, and giving his customers the service they want. Stock now and be prepared for the demand. We can supply you with Camp Cots, Chairs, Stools and Tables—all folding flat.

Write for Catalogue No. 38 and price list. Your enquiries will be given prompt attention.

OTTERVILLE MFG. CO., LIMITED
OTTERVILLE - ONT.

MEHASCO



The popular Army Service khaki colored wagon with Rubber or Iron Tires in three sizes. No. 79, 11" x 22", No. 80, 12" x 24", No. 81, 13" x 26". Other Steel Wagons are the Special, No. 59, 9 x 18; No. 61, 12 x 24; the Grey Artillery Car, No. 70, 12 x 24 and No. 72, 14 x 28; and No. 1½ Bent Rail Child's Wagon, 11 x 22.

The Auto Wheel Coaster Wagon is the most serviceable general purpose wagon on the market, has long roller bearings, steel axles, the spokes mitred to the hub, put up in corrugated cartons, each wagon guaranteed to carry 1140 lbs.

No. 01, 12" x 30" with 8-inch wheel; No. 2, 14" x 34" with 10-inch wheel; No. 4, 18" x 40", 12-inch wheel; No. 0, 12" x 28", with 6-inch wheel; No. 00, 12" x 28", with 6-inch wheel.

We have also a stock of Kiddie Kars and Boys' Velocipedes.

Merchants Hardware Specialties, Limited
CALGARY

FISHING TACKLE

TRADE MARK "MORRISCA"

This British-American symbol

is the Trade Mark of the best brand of fishing tackle made anywhere in the world.

This is a claim endorsed by fishers everywhere because of Morrisca Tackle's proved reliability.

Dealers find Morrisca Tackle the oustanding order-getter. It makes new customers and keeps the old ones.

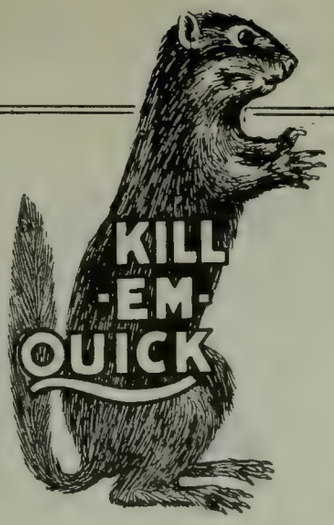
Our new General Catalogue is now in preparation. May we put your name on our register?

Morris, Carswell & Co., Ltd.

Craftsmen in Silkworm Gut

118 Howard Street, Glasgow
Scotland :: (Wholesale only)

And at Murcia, Spain *Established 1855*



Will You Get This Profitable Business?

AS a result of our extensive advertising, now running in Canadian farm papers, there's bound to be a bigger demand than ever for Kill-Em-Quick Gopher Poison. If you're going to get your share of this easy, profitable business, you'll have to have Kill-Em-Quick on hand when the trade calls for it.

Kill-Em-Quick
GOPHER POISON

is the **best selling Gopher poison** because it's best advertised and because **it is the best** Gopher poison—strongest by Dominion Government test. It's recommended by thousands of Canadian farmers, hundreds of municipalities, prominent growers' associations and leading agricultural authorities in Canada.

Kill-Em-Quick is the most profitable gopher poison you can handle because you'll sell more of it than any other.

Small or 40-acre size, per dozen...$4.80
Large or 100-acre size, per dozen. 9.60
2%, 30 days. 60 days, net F.O.B. jobber.

Order from us or from your nearest jobber

Kill-Em-Quick Company, Limited
Regina - Canada



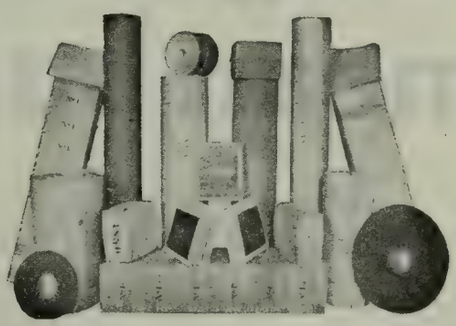
"TALLMANS' SPECIAL" ARCTIC METAL

a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

Its long life proves its efficiency.

Tallman Brass & Metal Limited
HAMILTON, ONT.



ALL our products are made to give the utmost service to the ultimate purchaser. That means satisfied customers and more sales for the dealer.

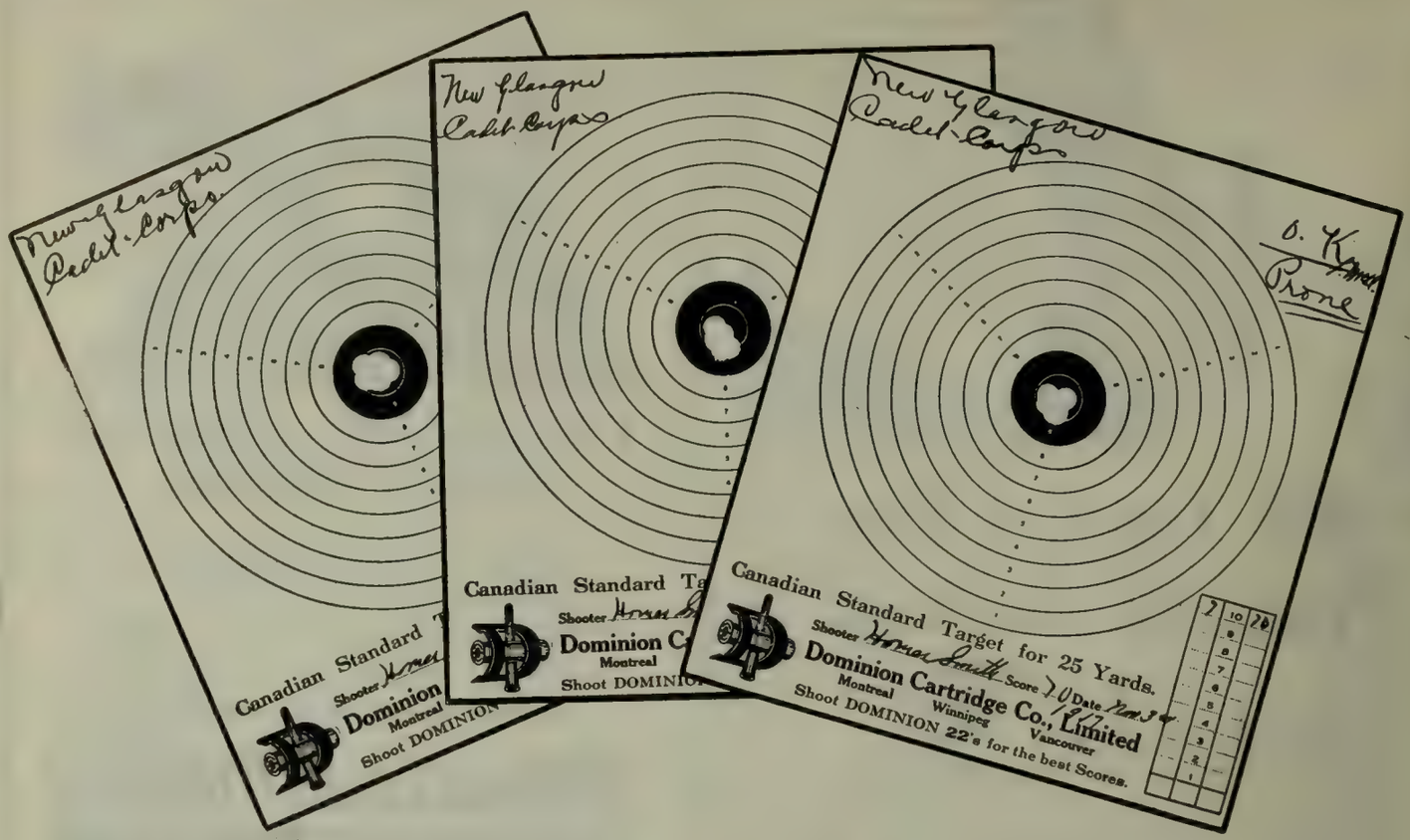
We make:—

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

We can help you to increase your sales. Write for catalogue and prices.

Canadian Sales Representatives:
Messrs. Moncrieff & Endress, Galt Bldg., Winnipeg Man. 'Phone Garry 3389.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.

United States Sand Paper Co.
Williamsport, Pennsylvania

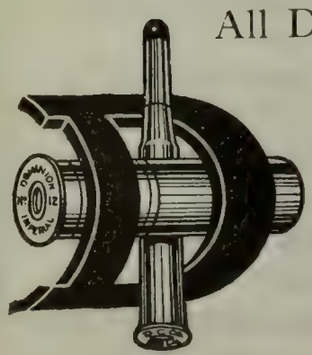


Targets like these mean business for you

They were made on the standa rd 25-yard range by Dominion Marksmen with Dominion .22's.
Over 6,000 boys in Canada are s hooting

Dominion .22's

in efforts to make similar scores.
This means business to every d ealer who carries this ammunition.
All Dominion ammunition mea ns more business—not only .22's but all the larger calibre metallics and Dominion Shotgun Shells. Order from your jobber to-day.



Dominion Cartridge Co., Limited
Montreal - Canada

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO AUGUST 16, 1919 No. 33

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TINNED SHEETS

"Wilden"
"Manor"

Best English Brands

Submit your specification for direct import

A. C. LESLIE & CO., LIMITED
560 St. Paul St., West
MONTREAL

If you want satisfaction specify

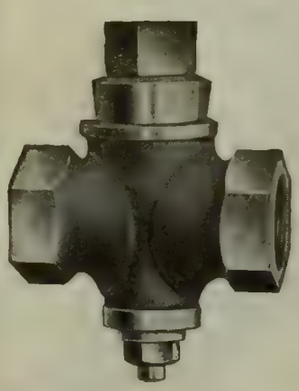
"QUEEN'S HEAD"

GALVANIZED IRON

It is better to pay a little more and get something which will last for 25 years or longer rather than buy an inferior sheet which has to be renewed every five years.

A. C. LESLIE & CO., LIMITED
Canadian Agents for
JOHN LYSAGHT, Ltd.
BRISTOL AND NEWPORT
ENGLAND





FIVE WORKS---OVER 3,000 EMPLOYEES

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DURING THE WAR our plants were exclusively engaged on work of supreme national importance.

At the commencement of the new era we are pleased to announce that we intend to again direct our energies to the intensive production of:—

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
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SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.





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If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONT, AUGUST 16, 1919 No. 33

Conditions Favor Man. Convention

R.M.A. Gathering at Brandon Opens Under Most Auspicious Conditions—Financial Statement Shows Satisfactory Position—Some Interesting Addresses Were Given

BRANDON, Man., Aug. 13—Special correspondence—A three day programme, filled to the utmost time limit with practical addresses, discussions and entertainment, featured the fifth annual convention of the Manitoba Board of the Retail Merchants' Association of Canada, which opened at Brandon, on Wednesday, August 13. With a bounteous crop in all parts of the Province, in marked contrast to other portions of the West, the merchants were in a position to seek recreation for a brief period, and large numbers of them rolled into Brandon in their cars over roads that were in excellent condition. With an organizer constantly in the field, the Manitoba association, which only found its birth in 1913, embraces the merchants in most Manitoba towns.

A series of inspiring addresses were given by two retail merchants from the Western United States, Messrs. Robert C. Line, of Columbus, Montana, and F. P. Mann, of Devil's Lake, N.D. The latter conducts a $300,000 business in a town of 1,500. On Wednesday evening he gave an address on "Increasing your business through community co-operation," and the following evening took as his subject, "Looking ahead in the retail business."

Other speakers on the programme were as follows:

Messrs. Edwin Loftus, K.C., prominent Winnipeg barrister, Lecturer for the Manitoba Law school; A. W. Gibb, C. A., Assistant Inspector of Taxation for the Dominion Government; F. C. Middleton, Secretary of the Community organization of the Social Service Council of Manitoba; Wm. Iverach, of Isabella, Man.; W. J. Keyes, Manager of the Advertising Department of the Kelvin Technical High School; J. A. Banfield, President of the

Manitoba R.M.A. President Denies Charge of Retail Profiteering

BRANDON, Man., Aug. 13 (Special)—Strong denial of published statements of Government officials accusing the retail merchants of profiteering, features the presidential address of George Markle, head of the Manitoba Board of the Retail Merchants' Association to-day, before the Fifth Annual Convention of that body.

Mr. Markle flatly denied that retail merchants, as a body, were getting an unfair margin of profit and said that retail merchants as a whole had not profiteered. He showed that comparatively recent Government investigations had proven that no unfair margin of profit was secured by the retailers. Following this, Mr. Markle warmly endorsed the creation of the new Board of Commerce to regulate trading and prevent practices inimical to sound business.

He attributed high prices of everything to the past five years of world-wide destruction and lack of production, and held that the Governmental economic machinery for war conditions, such as embargoes and restrictions, should not be discarded until conditions arising out of the war had largely disappeared.

Merchants, he says, by helping the farmers along the same lines as during the war, by helping with the crops and lessening labor shortage problems, could aid in reducing the cost of living, because they would then be aiding in production.

The revolutionary movement among a certain element in the country, he said, had added to the cost of living, causing destruction of large quantities of foodstuffs. One element tending to that destruction was the lack of cold storage facilities at country points. Proper storage in smaller towns, he held, would be of great benefit in preserving food from destruction and would reduce the cost of living by ensuring a stable continuity of supplies of food commodities. This could be furthered by the municipalities taking steps toward establishing cold storage plants or it could be done upon a co-operative plan.

Dominion Board of the Retail Merchants' Association, and Dr. J. A. MacLean, President of the University of Manitoba.

The convention was opened at 2 o'clock Wednesday afternoon by President Geo. W. Markle, following which addresses of welcome were given by Mayor McDiarmid, Howard Rankin, president of the Board of Trade; F. W. Hobson, president of the Kiwanis Club, and E. Bolton, president of the Brandon branch of the Retail Merchants' Association.

The financial report for the year ending March 31 was presented by J. H. Curle, secretary as follows:

RECEIPTS

Cash on hand and in bank April 1st, 1918.		$ 504.88
Membership Fees—City..	$4,686.87	
Do., Country	3,809.79	
	$8,496.66	
Transfer from Convention account	500.00	
Refund on Books	11.80	
Refund re Freight Audit.....	6.00	
Chairs sold	6.00	
		9,020.46
		$9,525.34

DISBURSEMENTS

Salaries	$5,495.76	
Organizers' expenses	509.45	
Rent	385.00	
Printing and stationery.....	307.26	
Postage and telegrams.....	241.53	
Exchange	30.30	
Legal expense	50.00	
Sundry general expenses.....	517.47	
Furniture and fixtures.....	20.00	
Books	10.55	
Dominion Board (per capita tax)	748.50	
		8,315.82
Cash on hand and in bank March 31, 1919		1,209.52
		$9,525.34

The afternoon session was closed by brief reports from Messrs. Horace Chevrier, C. F. Rannard, and W. T. Devlin, who were delegates to the Dominion Convention, and an address by J. A. Banfield, president of the Dominion Board. The addresses of the United States merchants occupied the evening session.

On Thursday morning C. F. Rannard explained the operation and progress of the Mutual Fire Insurance Company, and William Iverach of Isabella, Man., delivered an address on Provincial taxation.

On Thursday afternoon the two United States speakers were heard again followed by a detailed address by W. A. Gibb, C. A., assistant inspector of Dominion taxation on "How to make out an income tax return."

Features of the Friday programme were delivered by W. J. Keyes, on "Practical Advertising," and by Edwin Loftus, K.C., on "Commercial law as related to the retailer." This was followed by the election of Provincial officers, and a motor drive to places of interest in the city.

The crowning event of the gathering was the banquet on Friday evening given by the local retailers and associated clubs, and at which special addresses were given by Dr. J. A. McLean, president of the University of Manitoba, and the convention speakers. The convention took place in the City Hall. Owing to the strike and to the fact that the Brandon fair had just been concluded it was deemed unwise to conduct a proposed merchandise display in the City Hall. The window dressing competition was also called off.



The City Hall, Brandon, Man., where the Manitoba Retail Merchants' Association is being held.

Half-a-Million Business in 5,000 Town

One of the most impressive addresses given this week at the Brandon convention of the Manitoba Retail Merchannts' Association was that of Fred P. Mann, president of the North Dakota Retail Merchants' Association, and the proprietor of the Mann Departmental Store at Devil's Lake, North Dakota, which last year did a business of half a million dollars in a town of 5,500 population. He described in detail the methods that have won such remarkable success.

When we opened our new store eleven years ago, he said, and equipped it with the finest fixtures that our section had ever seen, there were those in the community who said, "Too bad about Mann's. Here they build up a nice business in a country town and then they put up a store that's too fine. All the farmers will be uncomfortable among the mahogany and glass showcases; and they'll be afraid to track mud in on the nice green carpets. Too bad, too bad. Now they'll lose all their trade."

But we disappointed the folks. Within two years we had to buy the store next door to accommodate one of our six departments. Now we own a big lot that adjoins us at the rear—the war intervened to stop our building another addition there. As it is, we are crowded to the point of discomfort and are continually readjusting our shelves and counters to take better advantage of our limited space.

In 1918 we did a business a little over $500,000 in our town of 5,500 people. That would mean sales of almost $100 for each inhabitant, if our customers were confined to our city; it would mean $33 an inhabitant for the 15,000 people of our county, which extends 30 miles to the north-west of us. Actually, however, some of our customers come from a distance of 90 miles north and west, and 50 miles south and east. We are mighty proud that we are able to pull business out of the trade territory of larger cities around us.

We have the people of our territory with us, too. Every day, almost, we encounter something or other which shows us that a big proportion of our country neighbors think of our store as almost synonymous with shopping in Devils Lake.

The big reason that we have steadily built up our store in the face of local competition, and the even stronger mail-order competition which is putting so many country merchants in the business-death-rate reports, is that we use aggressive sales and business-getting methods. We are not content to sit by and take what comes our way. We go after prospects and customers in an intensive way that the mail-order house, several hundred miles away, with all its carefully thought-out methods, cannot equal. We are using many of the mail-order houses' methods, and are beating them at their own game.

Getting a Serviceable Mailing List

Our mailing list we get from a number of sources. The tax list in our county is classified by townships. We use it just that way. If the roads are in bad shape in the north-east corner of the county, we know the farmers there cannot get to town; so we save our postage rather than ask them to come. Automobile owners are also listed by the county assessor. We know that an automobile owner 25 miles away, in a township not reached by a railroad, is a good prospect when his next-door neighbor, who drives only a horse and buggy, would not be.

The telephone directory gives us somewhere near a complete list of householders, although it fails to indicate the value of the names. School teachers are good prospects; their names we get from the superintendent of schools. The men who have returned from national service form one of our new and high-grade lists.

We watch the personal columns of all the newspapers in our territory, both for new names and for list corrections. We arrange with any manufacturers or wholesalers who mail our lists to pass on to us all returned envelopes.

Continuing, Mr. Mann outlined the store's methods of advertising and of handling customers.

Some Hints on Advertising.

In regard to advertising, he said: "A lot depends on appearance. We do not rely entirely on the printer to display our copy to the best typographical advantage. That is where a lot of money is wasted, we feel, by many merchants. The printer of a country paper is not likely to be an expert on advertising display.

copy, and make him see that it is necessary that he become a real live advertising merchant. I urge these matters upon you forcibly because I have tried them out and I am thoroughly convinced that newspaper advertising is the greatest asset that the country merchant can have. There is no method today that will so promote a man's business as good advertising. You simply cannot do without it and be alive to your possibilities.

"You as merchants must have proper merchandising methods, for how do you think it looks to a credit customer when a merchant gives 10 per cent. off for cash? Mr. Credit Customer takes his bill at the end of the month, compares it with the mail order catalogue, and of course, if the merchant can afford to give 10 per cent. off for cash the credit bill looks like highway robbery in comparison with the mail order prices.

"As an illustration of the vast mail order business, let me tell you what a friend of mine who is now in the mail order business told me only a few days ago. He is supplying state institutions and hotels with coffee. He told me of various orders he had taken that should have gone to the local merchants. He also told me of one grocery salesman whose commissions in one month amounted to $1,330. So you can imagine the amount of groceries he must have sold to net himself that commission. This gentleman gave it as his best judgment that 65 per cent. of the coffee used in the State of North Dakota is sold by mail order houses and by solicitors for outside concerns. You are no doubt up against the same conditions here.

"The merchant must seek methods and eas of improving their advertising. Here an ad. which we used at our Devils Lake for our silk sale which we hold an- to show you that this advertis- our sales checked for the le and they showed $1,100 epartment alone with a l departments for that the sales in the dry wed $1,300 and the en- this sale we not only space, but we likewise nal letters to our cus- displayed our silks up and down the centre of the store, allowing them to be draped over where they could be examined by the women, and placed a price tag on each lot of silk. Thus we tied up our local advertising and our display of goods, which led directly up to the sale of the article. This is a very important fact for every merchant to remember, that his advertising and his displays and his sales manship must all make one connected link.

"As an illustration that the manufacturers and jobbers are taking up with the idea which I am placing before you, I want to cite the case of Stone-Ordean-Wells in our country, who discontinued the publication of their house organ, 'Ginger,' which was costing them $25,000 annually, and they are spending this money in advertising helps for the local retailer. Many other wholesalers are following in the footsteps of Stone-Ordean-Wells, and it is only a question of a very short time until every manufacturer and jobber will be spending a great deal of money to complete the sale of their goods and place them in the hands of the customer.

"Bradstreet and Dun tell us that in the United States 84 per cent. of all business failures in 1918 were non-advertisers, and that 86 per cent. of all business failures were from lack of knowledge of how to conduct the business.

"Can you gentlemen imagine what will happen to the mail order business if all the jobbers and manufacturers, and the traveling salesmen and all the retail merchants in Manitoba co-operate together to conduct their business along modern advertising lines?"

In conclusion, Mr. Mann said: "You know where you stand on this proposition in the Province of Manitoba. There is just one way that you can vindicate yourself, and that is to get out and raise the standard of merchandising so high in this province that the mail order houses cannot go us one better, and in fact, cannot compete with the local retail merchant."

The convention was still in progress at the time of going to press. A full report, however, will appear in next week's issue.

see
hen you
nelves of the
must make it your
that these goods are moved
hose shelves, before you have really
mpleted your sale. It is therefore up to you to urge upon the retailer the use of his local newspaper and the use of every other method to dispose of the wares which you have sold him. You must, I say, even go so far as to help him with his advertisi-

Freight Tariffs to be Lower

ng of the Board of Railway Commissioners Will a Considerable Saving to Many Shippers

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annually to many shippers.

n reading the submissions filed on be-
f of the said railway companies, the
anadian Manufacturers' Association, the Boards of Trade of Toronto and Montreal, Dominion Canners, Ltd., and others, and upon the report and recommendation of the Chief Traffic Officer of the Board, it is ordered:

1. That within the territory covered by the order of the Board No. 3258, dated July 6th, 1907, as amended, in what is known as the International Rates Case, and in conformity with the relevant provisions thereof, also with the station groupings of the respective companies as shown in their tariffs between points west of Toronto on the one hand and points east of Toronto on the other, joint tariffs of class rates be compiled to apply between stations on the Canadian Pacific and Grand Trunk Railways, the Canadian Pacific and Canadian National Railways, and the Grand Trunk and Canadian National Railways, respectively, on the basis of the so-called schedule "A" scale, with the addition of the following figures to be incorporated in the rates themselves:

Class	1	2	3	4	5	6	7	8	9	10
Cents per 100 lbs..	8	7	6	4	2½	2½	2½	2½	2½	2½

the rates so compiled to include the service of transfer from the one company to the other; subject, however, to a minimum joint charge of 100 pounds at the first-class rate, but not less than 75 cents.

2. That the joint class freight tariffs carrying out the requirements of this order be published and filed, so as to become effective not later than October 1st, 1919.

3. That the following be made the points of interchanfe of interline freight traffic between the said companies under the terms of this order:

Lennoxville, Montreal, Ottawa, Brockville, Peterborough, Toronto, London, Mount Forest, Orillia, North Bay, Actonvale, Ste. Rosalie, Renfrew, Kingston, Milton, Guelph, Woodstock, Tillsonburg, Inglewood and Essa (Utopia).

(Sgd.) H. L. DRAYTON,
Chief Commissioner,
Board of Railway Commissioners for Canada

Suspects He is Display

If Any Hardware Dealer in Canada Has More Goods Shown i lantyne, of Brantford, Ont., Wants to Know Who It is Boost Sales is to Let People See Your S

ALEX. BALLANTYNE, proprietor of Ballantyne's Hardware, Brantford, Ont., suspects that he is entitled to the championship of Canada when it comes to display. He does not claim the title directly, but in his own words: "If there is another hardware store in Canada where more stock is displayed in the same space, I want to know where it is."

It appears that there may be considerable truth in Mr. Ballantyne's claim. It is difficult to imagine how he can display any more goods. Every direction you turn in the store a display of some kind meets you, in fact very often there are displays within displays. For instance, Mr. Ballantyne has utilized every pillar in the store, and there are a number of them, to build display shelves around. There will be a pyramid of three or four shelves, on each of which are set out enamelware, aluminum goods or some other line. Not satisfied with this, Mr. Ballantyne has hooks screwed into the edges of the shelves, and from these hang other goods, and the way he has them arranged they do not either spoil the shelf displays or prevent them from being seen.

Another Display Plan

Another display plan that is not often all. Besides a number of display tables seen in stores is to make display stands out of the radiators. The radiators are built up about two feet above the flooring, and the tops make stands, on which quite a lot of goods can be displayed.

There are so many displays in the store that it is hard to enumerate them of various sizes and shapes there are counter displays, display stands, silent salesmen, wall display cabinets, wall displays, racks for fly screens, racks for screen doors, racks for forks and garden tools, floor displays of seasonable lines, brush displays, and last but by no means least, two large and well-arranged display windows.

Can't Get Too Much

"You simply cannot get too much display," said Mr. Ballantyne to HARDWARE AND METAL. "We not only try to keep our stock out where people can see it, but we keep it moved around continually. Our display tables a shifted and changed, seasonable lines kept on display in conspicuous our windows are dressed There is no better wa turning over than to in this way. Time that people who com something that they forgotten if they h of our tables or



things. We want them to feel that they are under no obligation of any kind to buy if they use the store, and that we are glad to see them. The young people are as welcome as the old. We always keep in mind that the boys and girls of to-day are the men and women who will be doing the buying to-morrow. Our country trade is steadily growing. There are some sections in the townships where every farmer and his family trades at our store. They appreciate the spirit in which we meet them and one tells another.

Service Appreciated

"They know that we are always ready to be of service to them. If a farmer is planning to paint the barn or his wife is planning to touch up some of the furniture, they know that if they come in and ask us we will be only too glad, not only to tell them all about the best paint and the best brushes to use, but give them directions for preparing the work, number of coats to put on, finishing it, and so on. Help of this kind is always appreciated, and because they have found out that by using our paints and following the directions they get satisfactory results, they not only come back when they have another painting job, but they tell their friends, in fact very often they bring their friends in with them and tell us they want the same kind of paint we sold them. This is perhaps one reason why our paint sales are steadily growing every year."

Right Up At Front

Paints and varnishes are one of Mr. Ballantyne's big sellers. He has his paint department right up at the front of the store. It is kept clean and attractive and makes a fine showing. Frequently he gives up both windows for display in this line, one being filled with brushes and the other with paints, stains and varnishes.

"I think," he said, "we have no better sales producer than our windows. We find that we no sooner put in a window display than the people start to come in and ask for whatever we are showing. A good display will retain its 'pulling' power for about a week. We find that it is best to change them after they have been in that long. We nearly always put price cards on every article shown, and I think there is no doubt whatever about the value of doing this. There are many people who, were it not for the price card, would have the idea that



A rack display of shovels, rakes and forks such as is shown above, enables Alex. Ballyntyne of Brantford, Ont., to greatly increase his sales. It enables him also to carry a stock that is ample to meet all requirements and keep it constantly displayed.



Keeping lots of goods out where people can see them is the most effective way of keeping them moving, says Alex. Ballantyne of Brantford. These silent salesmen and counter displays have paid well, he states.

the article shown was much higher in price than it is. There are others who need an article, but if they see it in a window without a price card do not care to walk into a store and ask how much it is for fear they may be forced into buying, if the price is more than they think they should pay.

Shows All Stock

"I aim to show all my stock. I have no larger stocks than many other hardware firms, but people think I have because they see so much when they come in the store. By keeping everything out where it can be seen and by changing it around in the store often, people get the impression that we have a big stock and that everything they see is new. There is something about this that appeals to many people. They like to think that they are buying at a store where new goods are constantly coming in and where all the latest lines are to be seen. They talk about the store and the stock and they like it."

Floor Displays Good

Mr. Ballantyne attributes to his floor displays and window displays the fact that he is selling twice as many oil stoves as formerly. He keeps these lines in conspicuous places and gets many inquiries. In all cases where he knows the party or knows that it is all right to do so, he allows the stoves to be taken home and tried.

"People to whom we have sold stoves are among our best boosters," said Mr. Ballantyne. "I have known women take home a stove on trial and then in the course of a week or two send down two or three friends for stoves. It pays to have friends of this kind, and the best way to get them is to handle goods that do all that you guarantee and perhaps even a little more.

Mostly for Cash

"We watch our credit business very closely. No one is allowed to come in and secure credit indiscriminately. If any credit is granted we set the terms, and there is an understanding as to when the amount is to be paid. I would say that two-thirds of our business is straight cash. I would like to have the whole thing on a strictly cash basis. There are of course some cases where accommodation is necessary, especially in a factory city, where firms have a stated time for paying their bills, but there is usually no need to worry over accounts of this kind. We take no chances on the others."

Advice to Clerks

Mr. Ballantyne has some ideas of his own about clerks.

"I always advise clerks," he said, "not to stay in one place too long and not to marry too soon. The boys who come to my store to learn the business are advised to stay three years. I think that in that time I can give them enough training for them to hold a job in some large establishment. I always advise them to connect with some really large and good firm where they can learn the business thoroughly. There are many advantages for a young man in getting associated with a big institution. There are always openings for smart young fellows that they would never get by staying in a small town or city, to say nothing of the opportunities for getting business experience they could never get with a small concern. I think the right kind of a boss will always advise his clerks along this line, and not only advise them but give them a letter or use his personal influence to put them in touch with the bigger firms."

EDMONTON STORES TO CLOSE WEDNESDAY NOON

A campaign to decide whether the closing day for stores should be Saturday or Wednesday was staged recently in Edmonton. The campaign was strenuously urged and a good deal of feeling was stirred up by the contending parties. However, the advocates of Wednesday closing won out by a sizable margin. The vote stood 2,432 in favor of the Wednesday half holiday, as opposed to 2,150 who favored the Saturday.

As a result of this decision the council will frame a by-law for Wednesday closing and this means that all stores will have to be closed, no exemptions can be allowed, otherwise it is certain that proceedings will be taken to quash the by-law.

The retail clerks have made a determined fight and are yet undefeated; they will continue the campaign and will not rest satisfied until they have reestablished the Saturday holiday.

H. Lendon, hardware dealer, Leamington, Ont., and Mrs. Lendon have left for the West and plan to spend some weeks touring there.



This paint department right up at the front of the store not only makes an attractive showing, but is arranged so that quick service can be given. The stock is kept clean and in good shape, and the paint department is one of the best paying sections in the store.

Cartage Rates Are Increased

Three Big Railways Put New Schedule Into Effect on September 4th in Ontario and Quebec—Higher Wages for Employees and Shorter Working Hours Are Given as the Reason

ADVANCES in cartage rates in Ontario and Quebec which will affect a number of lines of hardware goods are announced by the three largest railways, the Canadian Pacific, Grand Trunk and Canadian National. The new rates will go into effect on September 4. Just what action the other railways will take is not yet known, but it is generally expected that they will also advance their cartage prices.

The railways give as their reason for revising the rates that the shorter hours demanded by employees and the higher wages they are now being paid make it imperative that cartage prices be increased unless business is to be carried on at a loss.

Affects Hardware

The hardware line on which advances will be made are as follows: conductor pipes, garden utensils, iron farm gates, woodenware, eavetroughing, stove pipes and elbows, lamp chimneys.

Advances which indirectly may affect hardware dealers are made in broom stock, and dry hides.

It is stated that even at the increased prices the cartage rates in Canada will be much lower than are in effect at American points.

As the cartage companies do not come under the jurisdiction of the Railway Board or any other bodies at Ottawa, no protests can be made by merchants or manufacturers. If they do not like to deal with the cartage companies they are at liberty to make any arrangements they wish for deliveries of goods.

The New Tariffs

The new tariffs provide for the following increases: On carload lots from 4½c per 100 pounds to 5c, and on less than carload lots from 6c to 7c per 100 pounds.

On "smalls," 300 pounds and under, the charge is raised from 25c to 30c per 100, and over 300 pounds from 35c to 40c, a straight increase of 5c per 100 pounds.

		Carloads	Less Carloads	SMALLS Minimum charge in cents for any one consignment	
		Cents per 100 lbs.		300 lbs. and under	Over 300 lbs.
Montreal	Que.				
Atwater	"				
Hochelaga	"	5	7	30	40
Mile End	"				
St. Henry	"				
Toronto	Ont.				
Don	"				
North Toronto	"	4	6	30	40
Parkdale	"				
West Toronto	"				
Guelph	Ont.				
Ottawa	"				
St. Hyacinthe	Que.	4	5	30	40
Three Rivers	"				
Bothwell	Ont.				
Chatham	"				
Glencoe	"				
St Thomas	"	3½	4	25	35
Thamesville	"				
Tilbury	"				
Hamilton	Ont.	3½	5	30	40
London	"	3½	4	30	40
Windsor	"	3½	5½	35	50

A cartage service is maintained at the points shown in the above table and cartage charges are to be collected in addition to the freight charges the railways state. These cartage charges will be based on the actual weight subject to the minimum provided in the Canadian Freight Classification.

The details are shown in the table of rates reproduced. The rates to Bothwell, Chatham, Glencoe, St. Thomas, Thamesville and Tilbury on all shipments, to Hamilton, London and Windsor in carloads, and to London in less than carloads are the only ones that do not show an advance.

The cartage charges shown in the table herewith will not apply on:

(1) Freight carried under Canadian Freight Classification classified lower than fifth class.

(2) Freight carried under other classifications which may classify therein 5th class or higher, but which is lower than 5th class in Canadian Freight Classification.

(3) Freight weighing 2,000 pounds or over, per piece or package.

(4) Freight in bulk, carloads, classifying 5th class or higher.

(5) Freight for private house delivery.

Acid in carboys or demijohns, agricultural implements, ash sifters, baby carriages, baskets, baths, boats, bone black (in bags) brooms (straight shipments), churns, cream separators, doors, windows, door and window sashes and frames, including skylights and ventilators, metal or wooden empty packages and containers, new or old, except when K D flat, whether loose, nested or jacketed, in crates or boxes or otherwise; excelsior, furnaces and parts thereof; furniture, sewing machines, including clothes lockers, metal or wooden; glass in packages exceeding five feet in height or length; joiner's work, loose lumber and ladders, lamp black in bags, loose leather, machines and machinery of all kinds, portable buildings, scrap paper and scrap rubber in bags or uncompressed bales, safes and vault doors, screen doors and window screens, stoves and parts thereof, trunks, globes, glass and electric bulbs; iron and steel products exceeding twenty-five feet in length; trunks, empty or full; vehicles, automobiles, bicycles, motorcycles and parts thereof, including tires; washing machines.

W. R. Herbert, general manager of the Prairie Division of the British-American Paint Co., is in Regina making arrangements for opening a retail store. He announces also that in the spring the firm will erect a warehouse to cost $25,000.

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ACCORDING to Frank Vanderlip, whose articles on the business situation overseas in *The Financial Post* have aroused widespread interest, Europe is never likely to be a low priced competitor in the world markets again. He points out that prices have risen there just as they have here and that it will be a long time, a very long time, before most of the countries will, from a manufacturing standpoint, be able to compete at all. This is due not only to a shortage of raw materials, but points out that Europe will be a big buyer for some time and that any surpluses of goods that the factories of America may have will find a ready market as rapidly as proper credit arrangements can be made by the purchasers. This is interesting to all retailers, especially hardwaremen, when it is considered that there is nothing in sight which indicates any slackening of the home demands. Many dealers now cannot get enough goods to meet the demands of their trade shortages, which fortunately so far are not serious, are reported in many lines. Business has been good, from the hardwareman's standpoint, about as good as he could wish. With money plentiful and the farmers getting their returns from a bountiful harvest, and the country generally on a sound basis, retailers have every reason to be optimistic over the prospects. Many hardwaremen state that they could have sold more goods if they had had them to sell, but they were uncertain about what was going to happen and did not buy heavily. Their fears were not justified and they lost money by not being able to supply all the goods for which there was a demand. With European countries wanting goods, skilled helpers scarce in many factories and the outlook for home business good, retailers should consider their buying very carefully, always keeping in mind that the merchant who has the stock is in a position to give the best service to his customers and make the most money.

DON'T FORGET THE FAIRS

HARDWAREMEN have frequently found that one of the most simple and inexpensive, and at the same time effective ways of cultivating business with farmers is to attend the rural fairs. These fairs will be commencing shortly and will continue at one point and another for many weeks. In most counties there will be a number of them. Some hardware firms make a point of showing at every fair within a radius of fifteen miles, some go to every fair in the county, others only go to one or two fairs in their own town or immediate vicinity. Their efforts invariably result in them getting acquainted with buyers in a wider territory. This means not only more immediate business, but also prospective business and first-class advertising for the store. The farmer these days can afford the best and he is going to have it and the dealer should lose no opportunity to display and talk quality goods and get into that close "personal" contact that means so much in establishing cordial business relations. Hardware dealers who have attended the county fairs and helped the shows along by an exhibit often state that there is no other way in which they can meet at first hand so many prospective buyers. Another fact that dealers should keep in mind is that in these days the automobile has cut down distances amazingly and that farmers and their wives and families think absolutely nothing of motoring forty or fifty miles to some country fair that has a more than local reputation because of the splendid horses, cattle or other exhibits to be seen there. One dealer stated to HARDWARE AND METAL that at a fair last year he sold right at his show stand for spot cash an electric vacuum cleaner to a man who had motored in sixty miles and never thought of buying a cleaner until he saw the demonstration and thought he would surprise his wife by taking her home something that would save her time and hard work. Other dealers have frequently sold stoves, washing machines and other goods directly as a result of showing them at the fairs. As stated above it costs little to arrange a display at the country fairs and merchants declare that it pays well.

PROVING A BOOMERANG

MANY of the organizations which in the past few months have been the most insistent in their demands for shorter hours and higher wages are beginning to realize that it is quite possible for a man to demand something which he supposes will be a benefit to himself when in fact the net

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IT was only recently that I, like everyone else, was a salesman; for being a salesman is simply trying to interest somebody in something. It may be soaps, it may be silks, or your services—or salvation, if you are trying to get someone to take it, you are essentially a salesman.

I am the "News Editor" of a daily paper, and among my duties is that of placing the news stories on the front page so as to arouse the interest of anyone picking up the paper, or merely glancing at it on the news-stands.

In the United States there are some 2,500 daily papers. Their news editors must be great salesmen, for they help to sell more than 75,000,000 copies of their "wares" daily. At any rate, they have learned one thing which, so far as I know, other salesmen have not discovered.

They have learned where people look!

They know on just what spot on the front page of the paper your eyes will rest first, because they know this, you will find that the first thing you see when you glance at a paper, is the biggest story the editor has to offer you. And you will see it, first, because he has placed it where your eyes inevitably go —on the right-hand side of the first page.

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fuel oil and hope to become independent of coal. Oil burning systems are being installed very rapidly in many districts, especially in some of the large plants in New England. The use of oil for heating homes, in stoves, furnaces and for hot water systems is also receiving a great deal of attention and those in close good. Until the hardware dealers took hold of the touch with the situation predict that there will be an enormous lot of oil sold for this purpose during the coming months. The manufacturers of oil heaters are also expecting a big business. All this means opportunity for the hardware dealers. Last winter, owing to the unusually mild weather that prevailed, sales in these goods were lower than usual, but with the country facing a shortage of coal, there will almost certainly be an increased demand this winter for oil-burning equipment of all kinds.

THE PASSING OF ANDREW CARNEGIE

IN the death of Andrew Carnegie, the world loses a figure that has been of outstanding interest for many years. He will be remembered in the years to come not so much because of his connection with the steel business, nor because he made a fortune that runs into the hundreds of millions but because of his work for young men. In his youth Mr. Carnegie was so poor that he was deprived of the advantages of good reading, and one of the first things he did upon gaining great wealth was to lay plans by which everyone who desired could improve themselves by reading. His gifts in the shape of libraries were not confined to the United States. There are many of them in Canada and in other countries. Just how many millions he gave for this work is not known but it was his earnest desire that all young men should have the opportunities for good reading that he longed for so earnestly when he was a youth and was denied. Mr. Carnegie also gave large sums for the establishment of parks and he was always a generous supporter of educational projects. It is estimated that he gave away in various projects $350,000,000. Just how much he was worth is not known but when he sold out to the Steel Corporation he received $500,000,000 in bonds. Mr. Carnegie laid his success to the fact that he was able to pick men more clever than himself to work for him and he frequently declared that if it came to a choice of losing his money or his partners he would rather lose the money. To young men his advice always was: "Start poor, lean on nobody, assume responsibility and always be ambitious."

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Right to Set Resale Price Again Vindicated

Cudahy Company Upheld in Their Contention That They Have a Right to Refuse to Sell Dealers Who Will Not Maintain the Set Price

A DECISION has been rendered by the United States Circuit Court of Appeals reversing the decision of the Federal District Court at Baltimore in the price maintenance case of Frey & Son, Inc., against the Cudahy Packing Company, charged with unlawful trade practices. In his opinion, handed down July 16, Circuit Judge Woods says in part:

"There was so little real conflict in the testimony on the vital issue that, except on the measure of damages, the case might well have been tried without prejudice on the following as an agreed statement of facts: The defendant manufactured and sold Old Dutch Cleanser and developed a large trade in that article by extensive advertisements in newspapers and magazines and by circulars and solicitors. Considering the maintenance of a fixed price necessary to an adequate profit, defendant adopted the following means of promoting sales and maintaining the wholesale price: It sold only to jobbers and wholesalers, who were expected to sell only to retailers. Soliciting agents were sent to retail merchants and orders taken from them at the list price to be transmitted to any jobber that the retailer named of the jobbers to whom the defendant was selling. These jobbers selected by the defendant, though called distributing agents, were purchasers to whom defendant sold at a fixed deduction or discount from the list price. This discount was intended as the jobber's profit. By circulars and personal interviews jobbers were insistently exhorted to maintain the fixed prices in their own interest and that of the defendant. The jobbers knew they were expected to maintain the prices fixed by the defendant and that they were liable to be cut off if they refused. There was occasional underselling by dealers and perhaps occasional disregard by the defendant of isolated acts of underselling. But the plan of the defendant was generally acquiesced in by jobbers, and its request or demands that the prices be maintained were generally complied with. There was no formal written or oral agreement with jobbers for the maintenance of prices.

"The plaintiff was a jobber on defendant's list of distributing agents who had a considerable trade in Old Dutch Cleanser. Believing that by the elimination of certain expenses usually incident to the wholesale business, it could afford to sell Old Dutch Cleanser at less than the price enjoined by defendant, plaintiff reduced the price below that fixed by the defendant. For that reason the defendant refused to sell plaintiff at its usual discount from the list price, thus cutting off its business by making it impossible for it to compete with other jobbers at a profit.

"The vital question is whether defendant's method of business coupled with the acquiescence of its customers therein by observing its requests or demands to maintain prices was such cooperation between seller and purchasers as amounted to a combination in restraint of trade within the rule laid down in Dr. Miles Medical Company v. Park & Sons Company, 220 U. S. 373, and other following cases. We are obliged to hold that the question has been clearly answered in the negative by the Supreme Court in United States of America v. Colgate & Company, decided June 2, 1919. The court expressly held that the announcement in advance that customers were expected to charge a price fixed by the seller, and that the penalty for refusal to maintain prices would be refusal to sell to the offending customer, observance of the request to maintain prices by customers generally, and the actual enforcement of the penalty by refusal to sell to such customers as failed to maintain the price did not constitute a violation of the trust statute. Nothing more was done by the defendant and its customers in this case.

"Since the defendant, under the Colgate case, merely exercise the right reserved by the Clayton Act to dealers of 'selecting their own customers in bona fide transactions and not in restraint of trade,' the plaintiff cannot recover under its charge of unlawful discrimination in price."

Discourtesy to Child Costs Customer

A Merchant Loses a Good Customer Through Failure to Give a Child the Attention of an Elder—Children Often the Representative of the House—A Customer's Viewpoint

THE child customer is one whom the retailer often feels he could easily get along without. Its purchases are very likely to be small, and he invariably takes a good deal of time in making a choice, two things which often tend to exasperate a busy dealer. Oftentimes, however, the child is a messenger from home, and in such a case, their order may be a substantial one.

Good Policy to Please the Child

No matter what the extent of the trouble he gives or the smallness of the order, it does not pay to overlook the child.

Recently the writer was discussing this question with a dealer, when a woman who had overheard part of the conversation, remarked, "There is a good deal in what you have said. I myself have transferred my account solely through a mistake of this kind.

The Customer's Story

"A few weeks ago I needed some articles from the store, and needed them at once, as I was just starting some baking. Finding it impossible to go myself I gave my little four-year-old girl a note containing a list of my wants and asked her to hurry. Nearly forty-five minutes passed, and becoming alarmed over her prolonged absence, I, at considerable inconvenience to myself, hurried over to the store to inquire what had happened.

"I found my little girl still standing there. Several other people had come in after my child's arrival, and had been waited upon, but she was too timid to assert herself, and as a result the dealer let her wait while he attended adult and more forward child customers. I decided that a man who would treat a child so, was not the person I cared to deal with, and I have never ordered anything there since, and certainly have no intention of going back."

The writer discovered that the woman who had spoken had been a permanent customer of the dealer to whom he had been speaking, and that her account was one he regarded himself as being fortunate in securing.

NATIONAL INDUSTRIAL CONFERENCE

(Continued from page 44)

cratic management can be applied, consideration of the labor features of the Treaty of Peace, and consideration of any other proposals which may be introduced bearing on the relations of employers and employees. It is expected that the conference will last at least a week. It is expected that 150 delegates will attend.

SEASON IS UNLIMITED NOW

In the old days there was a certain amount of reason for regarding the bicycle selling season as being over about July 1. At that time considerable changes were being made in the models and styles of bicycles each year, and it was therefore only natural that a rider who had not purchased by July 1 would prefer to wait until next spring and get the latest model. Now that the bicycles have become standardized this reason no longer applies.

EVENTS IN THE TRADE

Business Changes

New Hamburg, Ont.—H. L. Albrecht has purchased the hardware business of J. R. Feick.

Shelburne, Ont.—J. J. Metcalfe has sold his hardware business to W. S. Smith, of Chesley, Ont.

New Firms

The Lambert Hardware Co. has been registered at Montreal by Herman Robitaille and Francois A. Robitaille.

Economic S. P. Q. R. Reg., hardware, has been registered at St. Lambert Annex, Quebec, by Alfred F. Stratton.

C. M. Carruthers and Don F. Bolster are opening a new hardware, sporting goods and auto accessories store in the Darke Block at Regina under the name of the Capital Hardware and Sporting Goods Company.

Personals

J. H. Ashdown, of the J. H. Ashdown Hardware Co., Limited, Winnipeg, has been chosen to represent the wholesalers of the West at the National Industrial conference, Ottawa, commencing Sept. 11th.

J. Nichol, manager of the Massey-Harris branch at Saskatoon, has been elected president of the Saskatoon branch of the Canadian Manufacturers' Association, and A. I. Turnbull, of the Fairbanks-Morse Co., secretary.

C. W. Wiggs, Capt. Canadian Army Pay Corps, Quebec, after almost five years' service in France and England, has re-entered commercial life. At the first meeting of the directors of the Mechanics Supply Co., Ltd., since his return, he was elected a director. Owing to the retirement of Secretary-Treasurer W. C. Teakle, who recently resigned to take a position with the Herman Young Co., this joint office has been filled by the appointment of W. R. Wilkinson as secretary and C. W. Wiggs as treasurer.

Montreal News

Edward Goodwill, manager of The Thos. Davidson Mfg. Co., Ltd., is away on his holidays.

Archie T. Black, manager of the Martin-Senour Co., Ltd., Montreal, is away on his vacation to Port Kent, New York.

Arnold N. Smith, of the Smith Hardware Company, Cornwall, was a recent visitor to Montreal, where he called on the jobbing trade.

F. H. Smith, advertising department Brandram-Henderson Ltd., Montreal, has returned from a holiday spent in the Laurentians.

E. F. Hubbert, purchasing agent Brandram-Henderson, Ltd., returned this week to Montreal from a trip to Medicine Hat, Winnipeg, and other western points.

H. G. MacPherson, representative for Taylor Instrument Companies, Rochester, N.Y., was calling on the Montreal trade during the week.

W. H. Crocker, late with the firm of Frothingham and Workman, Ltd., wholesale hardware, has gone to Truro, N.S., where, with his brother, he is entering the hardware business.

W. S. McLennan, general sales manager Brandram-Henderson, Ltd., leaves this week for Algonquin Park, where he will spend his vacation in his usual strenuous style, with the aid of a trusty guide.

Edouard Leclerc, for several years with J. L. J. A. Surveyor, Ltee., Montreal, with his brother, Ludger, has entered the retail hardware business under the name, Leclerc and Frere, 427 Church Ave., Verdun.

George Leclaire, Montreal, was arrested this week because he carried nine brass faucets, said to be the property of Cohen & Sons, Prince Street. His method of carrying them inside his shirt made the detective arresting him suspicious.

In the serious fire, attended by fatal results, at Dominion Park, Montreal, on Sunday afternoon last, Alfred Gravel, a former employee of the Sherwin-Williams Company, lost his life. Young Gravel is said to have made many friends with the above company.

Winnipeg News

Mr. Burnett, of the Andrews Wire Works, Watford, Ont., spent a few days in the city on his return trip from the West.

Mr. Jones, vice-president of the Newton Line Co., is in the city, calling on the Winnipeg jobbers in the interests of his firm.

Mr. Coulson, of the Dominion Iron & Steel Co., spent a couple of days in the city before leaving for the West, and expects to spend some time in the city on the return trip.

L. M. Cochrane, formerly sales manager for Winnipeg and district of the Northern Electric Company, together with H. C. Stephenson, also formerly of that company, have formed the firm of Cochrane, Stephenson & Co., Ltd., with offices at 602 Avenue Block, Winnipeg. The firm will deal exclusively with the jobbing trade in the handling of automotive equipment and electrical material. Both of the members of the new firm are well known among the trade of Western Canada.

Trade Notes

The Atlas Tool and Die Co. has been registered at Montreal.

The Automobile Accessories Co. has been registered at Montreal.

The Excelsior Steel and Wire Co. has been registered at Montreal by Louis A. Martin.

The Canada Steel and Wire Co. has been registered at Montreal by Louis A. Martin.

Robinson and Vinet, Montreal, have been appointed joint liquidators of Graphite Products Ltd., Montreal.

Thibedeau and Frere, bicycles, accessories, etc., has been registered at Montreal by L. P. and G. Thibedeau.

Keys & Co., hardware and plumbing, 592 Bloor St. W., Toronto, are making extensive alterations and additions to their store.

The A. C. Gilbert, Menzies Co., Ltd., 439 King Street W., Toronto, are now manufacturing in Canada to take care of their export trade to England.

Having sold the premises formerly used by them as a tinshop, Turnbull & Cutcliffe of Brantford, Ont., are moving this branch of their business to a new location.

Incorporations

Orillia Tractors Ltd., capital $300,000, head office Orillia, Ont., plans to manufacture and deal in tractors and motor vehicles.

Blatchford Calf Meal Company, of Canada, Ltd., capital $75,000, head office Toronto, plans to manufacture and deal in cattle and poultry foods.

Prince Edward County Oil Company, Ltd., capital $60,000, head office Wellington, Ont., plans to manufacture and deal in oils and greases.

Ross Can Co., Ltd., capital $500,000, head office Bowmanville, Ont., plans to manufacture and deal in cans and containers of all kinds.

Excelsior Electric Dairy Machinery Ltd., capital $100,000, head office Toronto, plans to manufacture and deal in electric dairy and special machinery, tools, dies, etc.

CHANGING FIRM NAME

The firm name of Leeks & Potts Ltd., Hamilton, Ont., art glass workers, bevellers and mirror makers, is being changed to Ontario Plate Glass Limited. Among the other lines the firm handles are art bevel door lights, screens, windows and transoms for store fronts, glazed in lead, white metal, copper, and nickel silver, figure memorial and stained windows, distorting mirrors, art domes and shades. The firm also imports sheet, fancy and plate glass and deals in tinted glass of all kinds, prismatic glass, rolled pattern glass, bent glass, fine glass for cabinets, bent plates for store fronts, opalite for window and counter slabs and in painters' supplies. It also resilvers old mirrors and makes special designs for special work.

CHATHAM FIRMS MERGE

Negotiations have been completed at Chatham, Ont., by which the Gray-Dort Co., Limited, absorbs the entire plant of the Gray-Campbell Co. The entire facilities of both firms will be devoted to the manufacture of automobiles. The Gray-Campbell Co. has been engaged since 1853 in the manufacture of carriages, cutters, fanning mills, scales and kitchen cabinets.

HAVE INCREASED STAFF

Frothingham and Workman, Ltd., Montreal, have been re-assigning territory in their eastern division. J. A. Belanger will represent them in the Beauce District of Quebec, while Walter Amy will cover New Brunswick and the Gaspe coast. F. W. Campbell will be representative for Prince Edward Island and Nova Scotia provinces. W. H. Crocker has covered the territory now assigned to Messrs. Amy and Campbell and there is thus an increase of travelling staff for this territory. Mr. Crocker resigned recently and is opening in business on his own account at Truro, N.S., with his brother. Mr. Belanger replaces J. T. Jacques, resigned.

SHOULD I MARK UP MY STOCK?

"Why should I not mark up my old stock in keeping with present market quotations," said a hardware merchant in an Alberta town? All the wholesale houses do it, why should not I? A short time ago I wanted some dairy thermometers. A wholesale hardware house at Edmonton used to quote me 90 cents a dozen on them. I wrote to this firm but they were unable to supply me. Then I wrote to a firm in the East, and what do you suppose they sent me? A dozen thermometers stamped 'Made in Germany.' They had had these instruments in stock for five years and they billed them to me at just one dollar apiece, or $12 a dozen. This is an increase of a little over 1,200 per cent advance over the old prices. Should I mark up my old stock, well I guess yes."

THE NEW BOARD OF COMMERCE

The new Board of Commerce appointed by the Government to investigate all matters dealing with the trade, and who will have power to institute actions against any industry or persons believed



JUDGE ROBSON

Of Winnipeg, who has been selected by the Dominion Government as Chairman of the newly constituted Board of Commerce.

to be taking undue advantage of the public, has been practically decided upon.

The members so far decided upon are Judge Robson of Winnipeg, and W. F. O'Connor, who gained such notice some time back by his activities in the Cost of Living Department.

The third member of the board, who will be the appointee of the Retail Merchants' Association, will probably be J. A. Beaudry of Montreal.

EXCLUSIVE ALBERTA ASSOCIATION

James Kellas, secretary of the Retail Merchants' Association in Medicine Hat, is authority for the statement that an exclusive retail merchants' association for Alberta is about to be formed with temporary headquarters at Medicine Hat. Hitherto the Alberta section has been operated from Saskatoon by the Saskatoon Provincial Board. Special efforts will be made to assist the Alberta merchants in handling their income tax problems, and also in establishing better accounting methods.

HARDWARE NEEDED IN HOLLAND

There is a demand for the following articles at the present time in Holland:

In the machinery line there is needed machines for coal mining, food preservation, (such as drying apparatus for potatoes and other vegetables), machinery for textile industries and for sugar-refining plants, and also locomotives. Standard electrical goods are also in demand. There is need of lighting installations, telephone material, accumulators and benzine motors to run small dynamos.

Hardware, Chemical and Pharmaceutical Articles

There is great need of hardware, including builders' hardware, hinges, rivets, bolts, wood screws, metal screws, door closers, galvanized iron and brass wire, varnished or galvanized wire fences, windlasses and metal cables, pulleys, chains and tools such as nippers, screw drivers, augers, bits and braces and sets of tools. Also shovels and pitchforks for manure.

Other articles needed are portable forges, metal sieves for use in paper manufacturing, kitchen stoves and ventilator hoods, printers' type and bicycle accessories such as acetylene lanterns and tools.

In chemical lines there is need of industrial chemical products, silicate of potash, sodium sulphate, ammonium carbonate, acetic acid, salts of chromium, permanganate of potash, sal ammoniac and sal. soda.

ENGLISH ANTIMONY TO ARRIVE SOON

Supplies of English antimony are soon to be available, it is stated. These have been scarce of late and practically unobtainable in the Canadian market. Since there is much use made of them here when they are available, users will be interested to learn that supplies are likely to arrive here early in September. The price basis will be such as to permit of sales being made on a competitive basis with the prices prevailing for Chinese grades.

CATALOGUES and BOOKLETS

JONES & SHIPMAN LIMITED, B.C.

Jones and Shipman Limited, of Leicester, England, have issued a catalogue of engineers' tools and drop-forged tool holders. These include tool holders for both English and American lathes, boring bars and holders, knurling tools, drills and countersinks, high grade steel sleeves, steel sockets, lathe sockets, steel drifts, hardened steel mandrels, scroll geared self-centering chucks, safety pattern lathe carriers, heavy duty carriers, emery wheel dressers and cylindrical gauges. The catalogue is profusely illustrated. Readers of HARDWARE AND METAL may obtain copies of the catalogue upon request.

London Retailers' Fourth Picnic

Annual Outing Held at Port Stanley Proved a Record-Breaker — Crowd of 650 Went Down to the Lakeside in Special Electric Limited Train — Big Program of Sports Took Three Hours to Run Off

IDEAL weather, a record attendance, sports that took three hours to run off, and a general program that was full of "pep" from start to finish, made the fourth annual picnic of the retail hardware dealers of London, Ont., the best of all. Right from the time the picnickers left in the special seven-coach, limited, electric train provided for them, until the last tired kiddie arrived home late at night there was not a dull moment. On arriving at Port Stanley the party went up on Fraser Heights and the sports were started. Throughout the events a fine musical program was rendered by the First Hussars band.

Keenly Contested

The sports had been specially arranged with the idea of not only providing something of interest for every contestant, but amusement for the big crowd. The events were keenly contested and kept the spectators on their toes every second. All the children drew prizes and a special feature, a "candy scramble" for the little tots, proved a source of great amusement.

One of the big events of the day was the tug-of-war. The employers tried their hardest to pull the employees over the line, but both attempts proved unsuccessful.

The bowling contest also provided considerable excitement, as eight hardware stores had entered teams. The trophy was won this year by the team from the Purdom Hardware Co. It has to be captured for three years in succession before it becomes the property of any team.

650 Sit Down to Supper

Following the games supper was served and 650 people were seated at the tables and had as much enjoyment as if they had all been one big family.

The winners in the races and sports held during the afternoon were:

Boys' race, 11 to 14 years—Cecil Kemp, Basil Wilson and C. Barber.

Girls' race, 11 to 14 years — Marion Stark, Bernice Martin and Thelma Heatherley.

Boys' race, 7 to 10 years—E. Barber, C. Horne and N. Austin.

Girls' race, 7 to 10 years—Evelyn Gatecliffe, Helen Prince and Elsie Forsythe.

100 yards dash, hardware clerks only —Fred Hammett, Bob Pearce and H. Weld.

Centipede race—Team composed of Messrs. A. W. Brownlee, Wilfred Dunn, E Blinkhorn, A. Brown, Geo. Brownlee, H. Best, L. Best and John Kilpatrick.

Relay race, ladies over 15 — Ethel Smith, Daisy Johnston and Gertrude Parker.



Group of London, Ont., hardware men and travellers, photographed at their annual outing held at Port Stanley, Ont. Good weather favored the day, resulting in a good turnout and the carrying out of the program which had been arranged.



The various executives upon whom fell the arduous task of seeing that everything necessary was done to insure a good outing for those attending the London, Ont., Retail Hardwaremen's picnic at Port Stanley, Ont. Looks as though they enjoyed their work at that.

London hardware drivers' race—W. J. Allen, G. Blinkhorn and W. Heatherley.

Married ladies' race — Mrs. Talbot, Mrs. Manning and Mrs. Pollard.

Lucky race for men (time-set race) —W. W. Baker, Granton.

Ladies employed in hardware stores only — Miss Brownlee, Margaret O'Dell and Gertrude Parker.

Backward race for men—Fred Hammett, Ed. Malone and W. J. Allen.

Hardware men's wives' race — Mrs. Talbot, Mrs. McIntyre and Mrs. Sinclair.

Parcel-wrapping contest—J. Kilpatrick.

Kicking the balloon race, ladies — Myrna McDonald, Lillia Kingsboro and Marjory Forsythe.

Fat men's race—Wilfred Hodgins, Fred Floyd and O. Reed.

100-yard dash, hardware men, married—R. Pearce, W. Jeffrey and H. Crummer.

Lubbers going aloft race, rope climbing contest—L. Best and Donald Menzies.

Proprietors' race — A. Brownlee, J. Brownlee and J. Steele.

Three-legged race—E. Craig and M. Bissell; E. Blinkhorn and J. Gray.

Elopement race—W. Allen and Miss Talbot, R. Pearce and partner, H. Crummer and Miss Waterman.

Committeemen's race — C. J. Wideman, A. McIntyre and H. Agnew.

Hardware men's consolation race—B. Scott, K. Nickle and C. McKerlie.

Hardware ladies' consolation race — Miss Chapman, Miss Edward and Miss Amets.

Swimming race—Messrs. Allen, Agnew and May.

The committee in charge of the arrangements was warmly congratulated upon the success of the outing. The committee comprised T. H. Purdom, Jr., Tom Jones, J. A. Brownlee, Albert Brownlee, W. A. O'Dell, Mr. Chown, Mr. McIntyre, Geo. Steer, H. Crummer, J. Steele, W. J. Kilpatrick, R. Kilpatrick, C. W. Summers, Will Summers, Mark Brown, H. Abel, C. Craig.

Judges and starters: A. H. Purdom, Thos. Purdom, J. A. Brownlee, Albert Brownlee, Jack Rose (Hobbs), E. M. Russell (Howden's), N. R. Howden, T. G. Dockstader (Howden's), Mr. Wideman (Richards-Wilcox), Thos. Jones (Cowan's), J. A. Page, Mr. Chown, J. Steele, F. Floyd (Cowan's), F. Forsythe (Sheet Metal Co.), Mr. McMurtry (Shurley and Dietrich), Chas. McGuire (Imperial Oil), H. Agnew (Simms Brushes), W. D. Love (Page Fence Co.), Mr. McIntyre, C. W. Summers, Chas. J. Craig (Howden's), Geo. Steer (Purdom's), H. Crummer (Cowan's).

SAYS BETTER GLASS MOVEMENT

W. R. Hobbs, manager of the Consolidated Plate Glass Co., of Canada, Ltd., Montreal, says that there is a noticeable improvement in the movement of glass, particularly window glass. Mr. Hobbs takes this as an index of the activity in house building in various parts of the country, and he considers it a very welcome sign.

Asked as to the tendencies, Mr. Hobbs told HARDWARE AND METAL that the markets were firmly held on both plate and window glass. Reports were conflicting of late, he continued, regarding the developments of the glass industry in Belgium. It was not probable, however, that the make of glass there could be extremely large this year, and possibly production costs would be very much greater than before the war.

A NEW KIND OF ALUMINUM

A new invention called conducting aluminum M.277, which is said to be creating a profound impression, has been made by Dr. Georges Giulini, the most famous expert in the aluminum trade. This new metal is produced by putting the ordinary aluminum through a special patented process, by which it acquires the same mechanical qualities and capacities as bronze, copper and brass without changing its specific weight.

It is said that the price of the new metal can be kept within very low limits, so that, even at the pre-war prices of other metals, it will be able, by reason of its smaller specific weight, to compete with copper and brass very favorably. The fact that the new metal is a conductor will make it especially in demand in the electrical trade. The inventor anticipates for it also a good market among the builders of motor cars, aeroplanes, ships, and railway carriages. Leading men, to whom the invention is already known, are said to be much impressed with its possibilities.



Church Seats

W. L. Allen & Co., Cobourg, Ont.—Please give us the names of firms manufacturing church seats.

The following are manufacturers in Ontario and Quebec: The Canadian Office and School Furniture Co., Ltd., Preston, Ont.; The Globe Furniture Co., Ltd., Waterloo, Ont.; King Bros. Co., Chesley, Ont.; Paquet and Godbout, St. Hyacinthe, Que.; The Valley City Seating Co., Ltd., Dundas, Ont.; W. F. Vilas, Cowansville, Que.—Ed.

Show Cages for Canary Birds

Chown Hardware Co., London, Ont.—Kindly advise us who are the makers of show cages for canary birds.

We would refer you to the following firms: E. T. Wright & Co., Ltd., Hamilton, Ont.; Andrew B. Hendryx Co., New Haven Conn.; O. Lindemann Co., 35 Wooster St., New York City; Osborne Mfg. Co., 675 Hudson Street, New York City.—Ed.

THE CLERKS DEPARTMENT

Carnegie—A Giver Rather Than a Maker of Money

An Intimate Character Study of the Great Steel King Who Gave Away Three Hundred and Fifty Millions

IN the death of Andrew Carnegie, there has passed perhaps the most picturesque and romantic figure which American big business has ever created. One of the greatest of the American wonder men of wealth he will not be remembered as a maker of money so much as a giver of it, according to B. C. Forbes. It is estimated that his benefactions have totalled $350,000,000, and a comparatively short time ago it was estimated that he had less than $30,000,000 left. He believed that it was a disgrace for a man to die rich and lived up to that belief as few men have done—for, relatively speaking, he died poor. Following is Mr. Forbes' vivid picture of the character of the steel king than whom none have held a larger place in America's public eye:

Modern history contains only one character comparable to Carnegie—John D. Rockefeller. Carnegie created "a new era," the era of stupendous philanthropy—no, not exactly a new era, for he had his prototype in the palmy days of Greece and of Rome, when rulers and wealthy nobles distributed largess with equally lavish hand.

No American has been more extolled—and few more execrated. He has been invested with all the virtues of a saint—and condemned as a bloodstained tyrant and slave-driver. To him some have ascribed wisdom, foresight, and ability not less than superhuman; others have portrayed him as a popinjay, the incarnation of smug self-satisfaction, the fortunate creature of circumstances, whose only claim to distinction he himself set down in the epitaph he composed for his tombstone: "Here lies one who knew how to get around him men who were cleverer than himself."

He has been called both a capitalistic socialist and a czar who refused to countenance any man, even the brainiest, as his equal in the realm of business.

Because he has no fixed religious belief, the epithet "atheist" has been hurled at him all through his career, yet he has given donations for 7,000 church organs — "Listening to music, particularly that of the organ, is a form of religious expression to him," declares an intimate.

He has been accused of having quarrelled with and hoodwinked more of his associates than any other man in industrial history. "No man ever made so many men millionaires or shared his profits so lavishly" is the verdict of such men as Schwab and Corey who shared freely of his bounties and bonuses.

"The modern Patron Saint of Scotland" he has been called—yet the people of his native town, carried away by their indignation at his peace views in the early days of the war, splattered his statue with mud and filth.

In face of all this, what is the truth? Is he an enigma? Are there two Carnegies, saint and devil, Jekyll and Hyde?

Before I undertook a close study of Carnegie's life I had imbibed several unfavorable ideas from my elders in Carnegie's native country. They disliked his ostentatious "cantrips." Some resented the name "CARNEGIE" being plastered over buildings he helped to erect—and then left the struggling taxpayers to support. Stories of his arrogance, his impatience of contradiction by even the greatest experts and specialists in any line, his overwhelming self-satisfaction, his atheistic preachments, his never-ceasing slurs upon the royal family—such stories were rife in Highland glens and hamlets and cities.

Balance on Right Side

I want to say, however, that fuller knowledge has modified my preconceived views and removed many misconceptions. I am no hero-worshipper; but in my judgment Carnegie's admirable qualities far outweigh his foibles, many of which were inspired in the early days, not by vanity, but by business motives.

When as a young man he invited the Prince of Wales to ride on a Pennsylvania Railroad engine he had an eye solely to future business favors — and he got them. When he moved in prominent social places in New York, still higher political and diplomatic circles in Washington, and hobnobbed with European royalties, it was with no thought of shining in the society columns of newspapers; it was more for the sake of the "profit" columns in his ledgers.

Later, people of eminence and intellect sought the company of Carnegie less for the sake of his purse than for his personality. He travelled everywhere and saw everything with intelligent eyes. His scanty schooling was supplemented by subsequent study, guided and coached by a tutor. He became a man of genuine education and of wonderful knowledge. The volumes that appeared under his name were not written, as many supposed, by others. He could recite half of Shakespeare and all of Burns and was deeply read in many subjects.

Before his wealth became notable his close British friends included such intelectual giants as Gladstone, Rosebery, Morley, Herbert Spencer, Mathew Arnold and James Bryce.

In such company Carnegie could hold his own. He was a fine story-teller; he was cheerful; he had unbounded faith in the future; he loved life and he loved the world and its inhabitants. He was not immersed completely in steel; the truth is, no steel man ever knew less about steel than Carnegie did—but no man ever knew how to capture bigger orders, how to secure better results from his workmen, or how to pick from the ranks such able partners. After his youthful struggles he, like John D. Rockefeller, took life easier than any of his associates—and has outlived the majority of them.

Carnegie admittedly drove his partners, his superintendents and other aspiring hopefuls like slaves, both for their own financial advantage and his. But he treated the workmen "white" and was warmly regarded by them.

It is not difficult to analyze the causes of Carnegie's quarrels with other giants in the industry. His falling-out with Frick, for example, was inevitable in the nature of the men and the evolving economic conditions.

Carnegie ridiculed kings and monarchs, yet he set up a business monarchy and crowned himself king. His word was as autocratic as that of the ex-Czar of Russia or the Sultan of Turkey. His favorites become courtiers, but none must attempt to seek or force a place on the throne. Able men whom he raised from the ranks and made wealthy by his system of bonuses and profit-sharing, worshipped their maker. His arrogance, his slave-driving, his masterfulness they accepted as a matter of course. Since Carnegie paid the fiddler, it was fitting he should have complete right to call the tune. And they were content to dance to the Carnegie music.

These methods worked all right with subordinates, but equals would not stand his highhandedness.

Fell Out With Frick

Henry C. Frick was already a man of wealth and power when he joined Carnegie. He foresaw the coming evolution in the conduct of big business. He realized the interdependence of industrial, railroad and financial interests. He saw that the day of independent monarchs was passed; he believed in a more democratic form of business administration. Instead of a czar, there must be control by statesmen, by directors. Frick was at home among his equals in brains and power; Carnegie would admit of no equals and would share his sceptre with no one. Frick adapted himself to the new economic order; Carnegie was of the old school — where Carnegie sat that must be the head of the table.

It is not true, however, that Carnegie hoodwinked partner after partner into parting with his stock to him at cruelly low figures. The explanation in most cases was that, when storms of depression broke, his associates lost faith in steel, whereas Andrew Carnegie, from the first time he saw a Bessemer furnace in operation (in England), never once

lost confidence in the metal. He could always peer beyond the darkest clouds and see in steel something of infinite importance to the progress of the world. Never for a moment did he doubt that molten streams of iron could be transformed into streams of gold.

It is no exaggeration to say that no employer ever shared his profits so generously with his co-workers as did Carnegie. But power he would not share.

Consideration for Labor

If I were to attempt to describe Andrew Carnegie in one comprehensive sentence I would say that, as a boy and youth, he worked prodigiously and displayed extraordinary alertness in seizing opportunities; that he glorified his parents and treated his mother with the most beautiful reverence; that through intense study and very extensive travel he became a man of no mean culture; that he early manifested extraordinary skill in financing and pulled off more clever deals than any man of his day; that he treated his workmen with consideration and inspired talent by his generous, adroit system of sharing profits with those who contributed to the attainment of successful results; that in temperament he was strong-willed to the point of arrogance, and distinctly vainglorious, though, at the same time, he had simple habits and democratic ways; finally, that, by his example of prodigal giving, mostly for worthy purposes, he has done much to take the curse from inordinate riches and to force other millionaires to spend large parts of their fortunes for the benefit of humanity, thus, by his own deeds and by his example, furthering incalculably the brotherhood of man.

And now let us rapidly trace the steps by which the immigrant son of a poor weaver rose to be emperor of the world of steel.

Born in Dunfermline in 1835, the son of a handloom weaver, Andrew Carnegie had little schooling and early sought to contribute to the family purse. When ten he saved enough to buy a box of oranges which he peddled profitably to retailers! The introduction of steam-driven looms forced the Carnegie family, consisting of the parents and two sons, Andrew and Tom, to emigrate to America when Andy was twelve. They took up their abode at Barefoot Square, Slabtown, Allegheny, Pa., where relatives had settled. The father got a job in a cotton mill and Andy was taken in as a bobbin boy at $1.20 a week. His mother took in washing and sewed boots for a next-door shoemaker named Phipps, with whose ten-year-old son, Harry, the little immigrant become fast friends.

"The genuine satisfaction I had from that $1.20 outweighs any subsequent pleasure in money-getting," Carnegie declared some years ago.

He worked from darkness in the morning until darkness every evening, with only forty minutes' respite at noon. The thought, however, that he had been "admitted to the family partnership as a contributing member" comforted and sustained him.

A friendly Scotsman next gave him work in his bobbin factory at $1.80 a week, but here his duties included firing the boiler. "The responsibility," he chronicles, "of keeping the water right and of running the engine and the danger of my making a mistake and blowing the whole factory to pieces, caused too great a strain, and I woke and found myself sitting up in bed through the night trying the steam gauges. But I never told them at home that I was having a hard tussle. No, no! Everything must be bright to them."

Next, a former resident of Dunfermline gave little Andy a job as a telegraph messenger in Pittsburgh at $3 a week. Scared lest his ignorance of the city might cause him to lose his place, he drilled himself so industriously that he was soon able to close his eyes and rattle off the name and address of every business house throughout the business section of the city! He went to the office early and secretly practised on the telegraph instruments.

One morning Philadelphia was clamoring to send a "death message," and Andy, in the absence of the operator, took the message over the wire and promptly delivered it before the office opened for business. Instead of being, as he feared, dismissed for his audacity, he was soon promoted to be an operator, "and received the, to me, enormous recompense of $25 per month, $300 a year." He did extra work in copying press messages which brought him $1 additional weekly and also brought him into contact every evening with the morning newspaper reporters.

By the Wire Route

Thomas A. Scott, then the Pittsburgh superintendent of the Pennsylvania Railroad, who often visited the telegraph office to talk to the General Superintendent at Altoona, noted the energetic young operator, and when the railroad put up a wire of its own, Carnegie was installed as clerk and operator at $35 per month.

An accident tied up the road one day when the superintendent was not at hand and Carnegie, on his own initiative, made the wires sizzle with instructions signed "Thomas A. Scott." This was against the rules, but Carnegie had adopted as his motto one he has often quoted since —"Break orders to save owners." Scott made him his private secretary at $50 a month and started Carnegie on his way to fortune.

"Could you find $500 to invest?" Mr. Scott asked him one day. "Yes, sir, I think I can," he replied, although how or where he was to get so huge a sum he had not the faintest notion. Scott explained that an owner of ten shares of Adams Express Company stock had died and that it could be purchased for $50 a share. The Carnegie family savings had gone to purchase a small house in order to save rent. The resourceful mother, "The Oracle," as Andy termed her, solved the problem by taking a steamer next morning for Ohio and mortgaging the home to an uncle, "to give our boy a start."

His first dividend check, "a mysterious golden visitor," set Carnegie thinking. This way, he saw, lay fortune. Soon afterward Woodruff, the inventor, showed the private secretary the model of a sleeping car and he at once became enthusiastic. When offered a share in the venture, Carnegie accepted. Again he had not the necessary funds, but he boldly visited the local banker and asked for a loan.

"Oh, yes, Andy, you are all right," said the banker, and the name "Andrew Carnegie" was for the first time signed to a note—he was subsequently to be one of the world's most persistent borrowers.

Scott aided him at every turn in his financial operations, and when, during the Civil War, Scott was made vice-president of the Pennsylvania, Carnegie was chosen to fill Scott's place as superintendent at Pittsburgh. Both rendered yeoman service to their country in the transportation and telegraph fields during the war.

Carnegie was then 28 and something of a capitalist. The burning of a wooden bridge played havoc with railroad traffic and this set the keen-eyed Scotsman a-thinking.

The First Big Venture

"Why not go into the building of iron bridges?" he asked himself. Forthwith he organized the Keystone Bridge Company, and—wise man—secured J. Edgar Thompson, then president of the Pennsylvania; Col. Scott, vice-president, and other influential railroad men as stockholders. With such influence behind it, the company booked huge orders at such prices that it paid a total of 100 per cent. in dividends in four years. He entered a successful oil venture and several metal enterprises, including the Kloman-Miller-Phipps-Carnegie Company, which owned the Union Iron Mills. Indeed, he became so much of a business man and capitalist that he gave up his railroad office.

Off he went for a nine months' tour in Great Britain, leaving his partners to run the iron mills. Then disaster came. Depression set in, iron prices fell and the Union Iron Mills faced disaster. Miller, the most wealthy of the partners, had to advance money for workmen's wages. In lieu of cash many workmen were given orders for groceries on a village store. Stocks of pig iron had to be pawned. Then, to cap the climax, the puddlers struck. Miller quit. He sold for $73,600 stock which thirty-four years later, when the steel trust was formed, brought millions of dollars.

Carnegie hustled for orders from his railroad friends, and although he knew nothing about steel, he booked more contracts than any other drummer of his day. By effective team-work among the young partners, they managed to pull through.

It is not generally known that Carnegie for a time was a bond broker. In 1872 he was given a commission to place in Europe $6,000,000 of bonds of a Pennsylvania branch road and cleared $150,000. Later he made a second trip and earned $75,000 commission.

The Bessemer Idea

When in England he saw the Bessemer process of making steel. The sight of iron being blown into steel captured his imagination. Henceforth steel was to be his life. Rushing across the Atlantic he organized Carnegie, McCandless & Company with a capital of $700,000, which built a new steel plant which he, wily Scot, named the Edgar Thompson Steel Works. Thus flattered, how could the president of the Pennsylvania refuse his namesake generous rebates?

The name "Carnegie" began to be sounded all over the United States and Europe, whither he made frequent and spectacular trips. This was just after the 1873 panic. Protected by a huge tariff on the one hand and aided by rebates on the other, profits were piled up thick and fast. In 1880 steel rails were run up to $85 a ton, the works were run twenty-four hours a day, and the year's profits exceeded $2,000,000.

The following year the company was reorganized as Carnegie Bros. & Company, with $5,000,000 capital, of which Carnegie owned more than half. From then until 1888 the profits averaged $2,000,000 a year, or 40 per cent. Carnegie had rolled up a fortune of $15,000,000.

As partners died or dropped out, Carnegie took over their interest in the concern. Finally, only Carnegie and Henry Phipps—with whom, later, he quarrelled —were left. Competitors, too, including the Homestead and Duquesne Companies, were astutely bought out until Carnegie became undisputed steel king.

Frick's enormous coke properties in the Connellsville district of Pennsylvania were acquired by Carnegie in 1882 and Henry C. Frick for years was Carnegie's most trusted associate. The combination lasted until 1899, when the two parted company.

The Carnegie Steel Company was reorganized with Carnegie in undisputed control. How he surrounded himself with such brilliant practical steel men as Captain "Bill" Jones, Schwab, Corey, Dinkey, and Morrison, and paid them

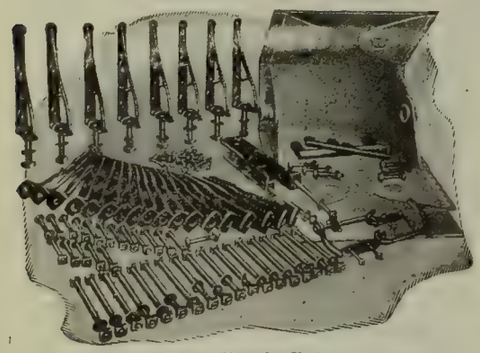
(Continued on Page 52.)

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

HAY RACK SET

The Allith Prouty Company, of Danville, Illinois, is manufacturing a hay rack and wagon bed malleable iron hardware set which, it is stated, the dealer or wagon-maker will find the final arrangement for convenience. The set, it is stated, includes ten pairs of hay



Hay Rack Set

rack clamps, twenty machine bolts with washers, twenty carriage bolts, eight side board brackets, twenty-four carriage bolts for the brackets, two end gate fastener sets with four carriage bolts for same, two rub irons, and six bolts for same. This equipment, it is claimed, is specially designed hardware for constructing a combination hay rack, grain bed and stock rack, easily, economically and efficiently. The special clamps in this set, it is claimed, will fit all conditions regardless of the thickness or width of timbers, and, it is stated, eliminate mortising and sawing.

STORM PROOF LANTERN

Double mantle lantern No. 2, manufactured by the Hamilton Gas Mantle Co., of Hamilton, Ont., burns gasoline. It is claimed that it is storm and rain proof and that it is automatically cleaned and cannot clog. The amount of light given, it is stated, ranges from 250 to 400 candle power. An advantage claimed for the lantern is that there are no dirty chimneys to wash, no wicks to trim, no smoke or smell, and no dirt. It is stated that in operation it is cheaper than kerosene and more efficient than electricity. It is stated also that it is very simple in construction and operation, is easy to light and extinguish, and can be taken apart in a few seconds.

AUTOMATIC DRILL CHUCK

A new, quick-acting automatic drill chuck has been placed on the market by the Canadian SKF Co., of Toronto and Montreal. It is known as the SKF "Gronkvist" drill chuck, and is made in five sizes, for straight shank drills, having a drill range of 1-32 in. to ¾ in. It will take the standard Morse taper arbors, it is stated, and may, therefore, be used, it is claimed, in practically any drilling machine within the limits indicated above.

The SKF drill chuck affords, it is stated, simpler and quicker methods of increasing drilling production, because it is a chuck for continuous operation, and involves no stopping of the machine to make necessary drill changes. The chuck holds and centres the drill perfectly, it is claimed, even in the hands of an unskilled employee. Its accuracy, it is stated, saves drills from breakage and the efficient grip saves shanks from being damaged. The SKF drill chuck requires no key or wrench. The operator, it is stated, may grip the shell of the chuck with the machine running at full speed, and without the use of any device other than his thumb and forefinger, release one drill and close the chuck on another.

The SKF drill chuck, it is stated, is



Automatic Drill Chuck

constructed along unique, simple and correct engineering lines; it contains no delicate parts, nor complicated mechanism, no screw-operated jaws to wear or lose their gripping power.

From the illustrations it may be seen that the jaws of the chuck are formed by three rollers bearing against the surfaces of a three-lobed internal cam. A coiled spring holds the roller jaws closed. The rollers, it is stated, are free to turn and reseat themselves with every drill release, thereby eliminating, it is claimed, possibility of wear or indentation along single line of contact. The drilling resistance, it is stated, forces these rollers up the cam surfaces, causing them to close upon and grip the drill shank with a power always proportionate to the drilling stress, thereby, it is claimed, precluding slipping of the drill under any conditions.

GRAIN SICKLE

The "Lightning" grain and rice sickle manufactured by Wiebusch & Hilger, Ltd., 106 Lafayette Street, New York, has, it is stated, a tempered steel blade, front polished, back natural oil finish. The handle, it is stated, is of hardwood with through tang and with steel washer riveted at the end of the handle. The sickle, it is stated, is well balanced and has maximum cutting qualities.

TABLE CUTLERY WANTED IN FRANCE

Mr. Phillippe Roy, Commissioner General for Canada in Paris, France, writes that a firm of importers in Paris desires to be brought into communication with Canadian manufacturers of table cutlery, such as knives, forks and spoons, large and small, n aluminium and in ordinary metal. Prices f.o.b. Canada. Cheapness is one of the particular points, but a higher class article can also be quoted. Catalogues, which are requested in duplicate, to be sent direct to Mr. Phillippe Roy, Commissioner General for Canada, 17 and 19 Boulevard des Capucines, Paris, France.

CARNEGIE—A GIVER, RATHER THAN A MAKER OF MONEY

Continued from page 51

enormous bonuses for results achieved; how he threatened competitors by announcing that he would build new plants and even build a new railroad to bring the Pennsylvania to its senses; how he frightened the country's leading money kings, and how he finished up by selling out to the organizers of the steel trust, are too well known to call for recapitulation.

His benefactions have included $60,000,000 for over 2,500 library buildings; $125,000,000 for the Carnegie Corporation of New York; $17,000,000 for colleges; $6,000,000 for church organs; $22,000,000 for the Carnegie Institution of Washington; $16,000,000 for the Carnegie Foundation for the Advancement of Teaching; $13,000,000 for the Carnegie Institute at Pittsburgh; $10,000,000 for the Carnegie Institute of Technology; over $10,000,000 for the Carnegie hero funds; $10,000,000 for the endowment of international peace; $4,000,000 for steel workers' pensions; $2,000,000 for the Church Peace Union, and $1,500,000 for the Hague peace palace.

It is as a giver, not as a maker, of millions that Carnegie will live in history.

Dealers' Buying Prices—		
Pipe scrap, ton	....	12 00
Stove plate, ton	....	15 00
No. 2 busheling	7 00	8 00
Old rubbers, boots and shoes	0 07	0 08
Overshoes, lumbermen's rubber boots	....	0 05
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	....	0 03½
Automobile tires	....	0 04
Yellow brass	0 09	0 10
Red brass	0 15	0 16
Light brass	0 07½	0 08½
Scrap zinc	0 05½	0 06
Heavy copper	0 17	0 18
Wrought iron, No. 1, per gr. ton	....	15 00

Higher Pig Iron; Lead, Tin Lower

Montreal.

INGOT METALS.—The markets are somewhat quiet, and this is to be expected now. Copper has been rather inactive and the position of tin is really erratic. General trade is limited for these lines.

COPPER.—With advancing markets for some time, it would seem that the users have provided for their wants at prices less than those now prevailing. This reflects in a present quiescent condition. The market is a trifle easier at 26-27c per pound.

TIN.—This has been doing some stunts on its own account, in the matter of price change and the market has been more or less unstable. At 60c per pound there has been some trading in a small way.

LEAD.—The tone is easier and prices are marked down half a cent to 7¼c per lb.

ANTIMONY.—Lower prices are quoted on this metal and 10c per pound is the ruling price at Montreal. English antimony is expected to arrive early next month.

ALUMINUM.—This metal presents no new feature and prices are without change at 35c per pound.

PIG IRON.—While there is not a great deal of difficulty in meeting the limited demand, prices have firmed and $50 per ton is being asked. The United States market is a firming one.

Wire Solder Higher; Lead Products Held

Montreal.

LEAD PRODUCTS.—An advance has been made in the price of wire solder, these being from one to one and a quarter cents per lb. The price of regular grades is steady and unchanged, with a fair movement of these products and of lead specialties required by the trade.

Lead pipe	....	0 12½
Lead waste	....	0 13½
Note.—Lead pipe is subject to a discount of 10%.		
Lead traps and bends	....	15%
Lead wool, lb.	....	0 13
Lead sheets, 3 to 3½ lbs., sq., ft., lb.	....	0 12½
Lead sheets, 4 to 8 lbs., sq. ft.	....	0 09½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	....	0 37
Solder, strictly, lb.	....	0 32½
Strictly, commercial, lb.	....	0 31½
Solder, wiping, lb.	....	0 29½
Solder wire (8 gauge)—		
40-60	....	0 37¼
45-55	....	0 40
50-50	....	0 43
Zinc sheets, casks	....	0 17
Do., broken lots	....	0 18

TORONTO MARKETS

TORONTO, Aug. 14—Changes this week are generally upward and are largely attributed to higher production costs as a result of meeting increased demands from labor. One manufacturer of mechanics' tools has increased prices 10 per cent. on this account. Shotguns, shears, one line of food choppers and grindstones have followed the upward movement this week. Metal markets remain steady and all lines of iron and steel, sheets, etc., hold without change. Business is considered very good.

Revised Prices on S. B. Shot Guns

Toronto.

S.B. SHOT GUNS.—Single barrel shot guns have been revised this week, the new prices put into effect for the plain style being $11 each, with the ejector type 50c extra at $11.50 each.

Higher Prices Named on Valves

Toronto.

VALVES.—Higher prices have been recorded in Penberthy brass valves this week, due to the rapid advances which have been made in copper during the past few weeks. The discounts now prevailing are as follows:

Compodisk valves, 5 and 2½ per cent.; gate valves, 15 per cent.; regrinding valves, 5 per cent.; swing check valves, net list.

Sharp Advance in Food Choppers

Toronto.

FOOD CHOPPERS.—A sharp advance has been made in Gem Food Choppers this week according to new prices just issued. The present range of quotations which has been named to the trade is for the No. 16, $17.80 per doz.; No. 20, $27; No. 22, $34.50; No. 24, $46.90.

Revisions in Many Mechanics' Tools

Toronto

MECHANICS' TOOLS—New prices issued this week provide for an advance of 10 per cent. in all lines of P.S.&W. mechanics 'tools, manufactured at the Southington Works. The manufacturers intimate this move is necessary to meet the increased wages of labor whose demands have just been met.

Higher Prices Named on Shears

Toronto.

SHEARS.—Higher prices have been named on Hinisch shears during the week, the list advancing 10 per cent., resulting in a net advance approximating 7½ per cent. Labor costs are considered largely responsible.

Grindstones Show Advance of 50c

Toronto.

GRINDSTONES.—An advance of 50c per 100 lbs. has been made in prices issued this week on grindstones. The present figures are for the 40 to 200 lb. stones, $3.50 per 100 lbs., and less than 40 lbs., $4.25 per 100 lbs.

Rope Prices Hold Unchanged

Toronto.

CORDAGE.—Business is only considered fair by the manufacturers and the outlook does not seem to be for any great volume of trade during the next two or three months. No further revision from declines recorded last week is shown and whereas at many primary points the condition of the market seems rather unsettled no further declines seem immediately apparent. Quotations which are now ruling to the trade are: Pure manila, 32c per lb. base; Beaver manila, 28c; New Zealand hemp, 28c; sisal, 25c; sisal lath yarn, 25c per lb. base.

Stoves Move Well; Wares Are Active

Toronto

STOVES, WARES.—Already there is a fair amount of activity shown in the movement of stoves, which would seem to indicate the start of a busy season. In some quarters complaints are heard re deliveries already, and if this continues it looks as though the trade may experience difficulty in having requirements supplied. Prices are very firm and tending toward higher levels.

Activity is noticeable in all lines of wares and the outlook seems to be that this will continue. The market is firm without any change noted. The 10 per cent. extra discount which has been in effect on 3 doz. lots of nickel-plated tea and coffee pots and tea kettles has been withdrawn.

Steady Tone To Nails; Wire Firm

Toronto.

NAILS AND WIRE.—There has been no revision made in quotations which have been ruling on nails for some time past, though firmness marks the position of the market. Prices ruling are for the wire nails, $4.70 per 100 lbs., and cut, $4.75 per 100 lbs. base.

Smooth steel wire base remains at $5 per 100 lbs., an unchanged figure; other grades rule without change at usual extras. There is a very good demand apparent for baling wire and kindred lines.

Heavy Sales of Oils, Gasoline Noted

Toronto

OILS, GASOLINE.—Heavy sales continue to mark the progress of all lines of lubricating oils and greases with the market ruling at unchanged levels.

Coal oil shows no revision this week with the demand maintained at a high level. Quotations range from 20½c to 23½c per gal., according to grade. Gasoline is in much the same position, quotations being firm at 32c per gal. with activity noted.

Steady Tone Shown in Iron and Steel Bars

Toronto.

IRON AND STEEL.—There is nothing new in the situation on bars. A very good demand is shown, which is being taken care of from ample stocks. Quotations hold steady with firmness revealing itself in the markets.

Common bar steel	$4 00	$4 25
Common bar iron	4 00	4 25
Angle base	4 25	4 50
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk steel	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel	4 00	4 25
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45

Wrought Pipe Very Firm; Tubes Hold

Toronto.

WROUGHT PIPE, BOILER TUBES.—A firm market is shown on wrought pipe and there seems to be some indication that revision to higher levels may be brought about in the near future. There is no change shown in prices given in current market quotations.

Boiler tubes are assuming greater activity and whereas this is not yet resulting in a heavy volume of trade, it is to be noted that improvement is showing. Quotations show no change, the following being the figures prevailing:

	Per 100 feet	
BOILER TUBES—	Seamless	Lapweld
1¼ inch	27 00	.....
1½ inch	28 00	.....
1¾ inch	30 00	26 00
2 inch	30 00	26 00
2¼ inch	33 00	28 00
2½ inch	40 00	32 00
3 inch	46 00	38 00
3¼ inch	.....	45 00
3½ inch	56 00	42 00
4 inch	70 00	54 00

Market on Lead Products, Solder Firm

Toronto.

LEAD AND ZINC PRODUCTS.—The market shows no revision from quotations which were adopted last week, the metal markets remaining fairly steady. There is a good volume of business coming to hand and outlook is considered satisfactory. Range of prices follows:

Lead pipe, list, per lb.		$0 12½
Lead waste pipe, list, per lb.		0 13½
Do., over 8 inches, list, per lb.		0 14½
Above subject to discount of 10%.		
Lead traps and bends		15%
Lead wool, lb.	0 11	0 12½
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 12	0 13

Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	$0 35½	$0 38
Solder, strictly, lb.	0 34½	0 37
Solder, commercial, lb.	0 32½	0 35
Solder, wiping, lb.	0 31½	0 34
Solder, wire, lb.	0 35½	0 41
Zinc sheets, per lb.	....	0 17

Firm Undertone to Sheet Market

Toronto.

SHEETS, PLATES. — There is no change recorded as yet in sheets, though the undertone to the market is undoubtedly strong. There is a very good volume of business coming to hand and the general tone to trade shows decided improvement. Quotations being made to the trade range as follows:

14 gauge	4 85	5 10
16 gauge	4 95	5 20
18-20 gauge	5 80	....
22-24 gauge	5 85	....
26 gauge	5 90	....
28 gauge	6 00	....
3-16 inch plate	4 90	6 25
¼-inch boiler plate	4 60	5 80

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS.

10¾ oz.	$7 80	$8 10
U.S. 28	7 40	7 70
U.S. 26	7 10	7 40
22 and 24	6 95	7 25
18 and 20	6 80	7 10
16	6 65	6 95
12 and 14	6 50	6 80

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Falling Off in Old Material Trade

Toronto.

OLD MATERIALS.—There is a falling off in the volume of business being done, owing to strikes and threatened strikes in the various steel and iron industries. Buyers are withholding purchases until labor unrest is a little more settled. This has not resulted in any change in market prices, which range around the following levels:

Dealers' Buying Prices—		
Tea lead	....	0 03½
Heavy lead pipe	....	0 05¼
Pipe scrap	....	6 00
Stove plate, per ton	....	13 00
No. 2 busheling	....	11 00
Yellow brass	....	0 09
Red brass	....	0 16¾
Light brass	....	0 07
Scrap zinc	....	0 06
Heavy copper	....	0 18
Wrought iron, No. 1, per gr. ton	....	14 00
No. 1 machinery cast, per net ton	....	18 00
Heavy melting steel	....	13 50
Old rubbers, boots and shoes	....	0 07
Overseas, lumbermen's rubber boots	....	0 04½
Bicycle tires	....	0 02½
Automobile tires	....	0 03¾

Satisfactory Trade in Corrugated Sheets

Toronto.

CORRUGATED SHEETS. — There is no change recorded in the situation on corrugated sheets this week. The volume of trade is good and the outlook seems to be for steadily increasing business. Quotations range at the following figures:

Corrugated Sheets—	Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Metal Markets Halt; Tone Steady

Toronto.

INGOT METALS.—The markets generally have called a temporary halt, and there is no single market change recorded during the week. Trade is influenced adversely to some extent by labor unrest.

COPPER.—The tone to the market is quiet with no quotable change shown in the price of 27c per lb. generally effective. Supplies are ample to meet demands.

TIN.—There has been a fair amount of tin got through in spite of dock strikes in the Old Country, and no shortage of stocks is noted. Prices remain unchanged at 61c to 62c per lb.

SPELTER—Little of interest is shown in this metal. The demand is only considered fair and the market ruling around 10c to 10½c per lb.

LEAD.—A very fair volume of trade is reported and fairly stable conditions prevail. Prices remain around 7c to 8c per lb., representing unchanged quotations.

ANTIMONY. — The market holds firm at 10c to 11c per lb. Trade is good and supplies coming along in ample volume.

ALUMINUM.—Prices show no change from the 35c per lb. level. Trade is showing slight improvement.

LONDON MARKETS

LONDON, Ont., Aug. 14—Prices are all very firm and many lines of goods are difficult to obtain in any quantity. Business all through this section continues unusually brisk with a heavy demand for builders' hardware and household goods. The farmers are large buyers and the demand from the territory around London has been steady and heavy. Indications point to a continuance of building activity that will mean, it is expected, a demand throughout the season. Some large projects are under way and more are planned. Collections are good. Indications point to a brisk demand for ranges and cook stoves and extra good sales of carpenters' tools and hand saws.

New Prices For Rope Are Now Effective

London, Ont.

ROPE.—There is a very fair demand for rope. The new prices are now in effect, the quotations being as follows:

Pure manila, 32c lb. base; British manila, 28c; New Zealand hemp, 28c; sisal, 25c.

Higher Quotations For Mop Wringers on Pail

London, Ont.

MOP WRINGERS ON PAIL.—Higher prices for mop wringers on pail have been named, the figures being as follows: Domestic, $29 per doz.; Standard, $33 per doz.; Janitor, $40 per doz.

All Lines of Yankee Tools Are Advanced

London, Ont.

YANKEE TOOLS.—Advances which approximate 10 per cent. have been made on all lines of Yankee tools. The quotations on some of the best sellers are:

Ratchet Screw Drivers—No. 11 x 2 in., $7.30 dozen; 3 in., $9.05; 4 in., $9.65; 5 in., $10.60; 6 in., $11.95; 8 in., $13.50. No. 12, $10.50 dozen. No. 15 x 3 in., $8.45 dozen; 4 in., $8.85; 5 in., $9.25.

Spiral Screw Drivers—No. 20 x 1, $21.55 dozen; No. 20 x 2, $25.05 dozen; No. 30, $33.70 dozen; No. 31, $45.25 dozen; No. 130, $38.50 dozen; No. 131, $52.00 dozen.

Yankee Automatic Drills—No. 40, $32.75 dozen; No. 41, $29.25; No. 42, $23.10; No. 43, $14.65; No. 44, $35.15.

Yankee Hand and Breast Drills—No. 1430, $3.35 each; No. 1445, $6.00; No. 1455, $6.95.

Cast Iron Dampers Revised Upwards

London, Ont.

CAST STOVE PIPE DAMPERS.—Higher quotations on these goods are in effect, the quotations being for 6 in., $1.25 per doz.; for 7 in., $1.60 per doz.

Ten Per Cent. Jump Made in Pump Leathers

London, Ont.

PUMP LEATHERS. — An advance which will figure out to about 10 per cent. has been made in pump leathers, the new figures being as follows:

Valve or Plunger—No. 1, $1.10 dozen; No. 2, $1.45; No. 3, $1.65; No. 4, $2.05.

Cup Leathers—No. 1, $1.50 dozen; No. 2, $2.05; No. 3, $2.60; No. 4, $3.05.

Carpenters' Squares Increase in Price

London, Ont.

CARPENTERS' SQUARES.—An advance is shown in these goods and the new quotations are:

No. 14, $24.25 dozen; No. 3, $27.00; No. 10, $8.50; No. 501R, $30.00; No. 1004, $30.00; No. 5000, $36.00.

Lawn Mower Prices Will Hold Unchanged

London, Ont.

LAWN MOWERS. — No change in spring booking is shown in prices for Taylor-Forbes lawn mowers, the quotations for Daisy, Star, Woodyatt and Empress being 35 per cent. of list.

Advance is Shown in Welding Compound

London, Ont.

WELDING COMPOUND. — Welding compound has been revised upwards and the new prices are: Climax, 12c per lb.; Borazette, 12c, and Cherry Heat, 12c.

Plaster Paris is Revised Upwards

London, Ont.

PLASTER PARIS.—Higher prices for plaster paris are effective, the quotations being, $4 per bbl. in bbl. lots and 3c per lb. in small lots.

Brisk Demand For Fly Oil For Cattle

London, Ont.

FLY OIL.—There has been, owing to the prevalence of insect pests, a brisk demand for fly oil for cattle. Quotations are: Dr. Williams, half gal. tins, $8 per doz.; 1 gal. tins, $12 per doz.

Cattle Chains and Lanterns Sell Well

London, Ont.

LANTERNS, CATTLE CHAINS.—Lanterns are selling well, the prices for tin well lanterns, long or short pattern, being $12.50 per doz.

Cattle chains are quoted at 20 per cent. off list.

Glass and Putty Are Moving Well

London, Ont.

GLASS, PUTTY. — Glass is moving well for the fall trade, prices being as follows: single diamond, 25 per cent.; double diamond, 25 per cent.; cut light, 10 per cent.

There is a good demand also for putty. Quotations are unchanged, the figures being: Standard, 100 lb. drums, $6.80 per 100 lbs.; 25 lb. drums, $7.05; Pure, 100 lb. drums, $9.30; 25 lb. drums, $9.55.

Nails Are Firm; Axes Now Selling

London, Ont.

NAILS, AXES. — Nails are selling well. Prices are firm, the quotations being: wire, $4.70 base, and cut, $4.75.

Handled Axes—Cherokee, $20.50 dozen; Eagle, $17.50 dozen; True Set, $23.00 dozen.

Axe Heads—Keystone, $13.25 dozen; Cherokee, $15.50; Hand-made, $15.50; Black Diamond, $16.00; True Set, $16.00.

Prices Are Firm For White Lead in Oil

London, Ont.

WHITE LEAD IN OIL.—Prices are firm but no changes are recorded from the following: Pure, in tons, $16.35 per 100 lbs.; less tons, $16.70.

Linseed Oil Prices Holding Unchanged

London, Ont.

LINSEED OIL.—With a very fair demand for linseed oil prices are holding without change, the quotations being:

	Raw.	Boiled.
1 to 2 barrels, gal.	$3 22	$3 25
3 to 5 barrels, gal.	3 21	3 24
6 to 9 barrels, gal.	3 19	3 22

Less barrels, add 10 cents gallon.

Turpentine is Showing Strength

London, Ont.

TURPENTINE. — The quotations on turpentine show a decline, but the market is quite strong. The quotations are: bbl. lots, $2.40 Imp. gal.; 2 to 4 bbl. lots, $2.39; 5 gal. lots, $2.50.

Rosin Prices Are Advancing Steadily

London, Ont.

RESIN.—Prices of resin are steadily advancing and the new quotations are: casks, 11½c per lb., and 14c per lb. in small lots.

WINNIPEG MARKETS

WINNIPEG, Aug. 14—Price changes for the week show very few alterations over former quotations. The markets in general are firm and advances rather than declines are to be expected on future purchases. Among the lines affected during the week appears soldering coppers, hog rings, hog ringers and tongs and fire backs.

Business is still very brisk in all the seasonable lines, such as harvest tools, scoops, stove pipe, elbows, stoves, stove boards, lanterns, etc., while good sales are also recorded on builders' hardware lines.

Advance Shown in Soldering Coppers

Winnipeg.

SOLDERING COPPERS. — Soldering coppers show a further revision during the week, new prices being figured on 37½c base, making to-day's net prices on the carious sizes as follows: soldering coppers, ¾ lb., 44½c lb.; 1 lb., 43½c lb.; 1½ lb., 40½c lb.; 2 lb., 39½c; 2½ lb., 38½c; 3 lb., 37½c.

Reduction Made in Fire Backs

Winnipeg.

FIRE BACKS.—Diamond and Sovereign fire backs have been reduced to lower levels during the week, following further factory reductions, and are now selling at the following figures: Diamond fire backs, $11.50 doz.; Sovereign, $11.50.

Five Per Cent. Drop Made in Hog Rings

Winnipeg.

HOG RINGS, TONGS.—Reductions are recorded on hog rings, hog ringers and tongs during the week, based on new price lists issued by manufacturers and show a drop approximately 5 per cent. below former quotations. To-day's selling prices are as follows: hog rings, No. 1, 72c; No. 2, 72c; No. 3, 72c; hog ringers, No. 1, $1.70 doz.; hog tongs, No. 4, $4.30 dozen.

Black and Galvanized Sheets Holding Firmly

Winnipeg.

BLACK, GALVANIZED SHEETS.—Prices on black and galvanized sheets still hold firm on the local market, with a good demand reported, and although reports from some American producers hint at advances, no immediate change is looked for. To-day's ruling prices are given as follows:

Galvanized Sheets—10¾ oz., $9.40 per 100 lbs.; 28 ga., $9; 26 ga., $8.70; 24 ga., $8.55; 22 ga., $8.55; 20 ga., $8.40; 18 ga., $8.40; 16 ga., $8.25.
Black Sheets—28 ga., $8 per 100 lbs.; 26 ga., $7.90; 14 ga., $7.85; 22 ga., $7.85; 20 ga., $7.80; 18 ga., $7.80; 16 ga., $7.25; 14 ga., $7.25; 12 ga., $7.10; 10 ga., $7.05.

Rope Prices Are Expected to Decline

Winnipeg.

ROPE.—Rope prices still continue unchanged on the local market. However, heavy stocks of raw material are no doubt responsible for a weaker tone and lower prices are expected within the week, which will no doubt average from 2 to 2½c per lb. below to-day's prices, which are confirmed as follows: pure manila rope, 35¼c per lb. base; sisal, 28¼c; British manila, 31¼c; African hemp, 31¼c; lath yarn, 28¼c.

Barb Wire Prices Are Showing Strength

Winnipeg.

BARB WIRE.—Prices on barb wire are reported very firm in all quarters, and reports from American manufacturers show advances in this product of 10c per spool, following the recent advance of $5 per ton on wire products. No immediate change, however, is anticipated in the local market as it is not likely that Canadian manufacturers will follow the American advances. Prices now ruling are given as follows, f.o.b. Winnipeg: Lyman, $4.85 spool; Glidden, $4.65; Baker, $4.55.

Wrought Iron Pipe Shows No Changes

Winnipeg.

WROUGHT PIPE.—Prices on wrought iron pipe still hold firm on the local market, and no change in price is looked for in the immediate future, although advances are reported from some American mills. To-day's ruling prices are given as follows:

WROUGHT IRON PIPE.

	Black	Galvd.
	Per 100 ft.	
¼ in.	$4.91	$ 7.20
⅜ in.	5.00	7.34
½ in.	6.66	8.37
¾ in.	8.83	10.71
1 in.	12.33	15.75
1¼ in.	16.65	21.29
1½ in.	19.94	25.43
2 in.	26.82	34.25
2½ in.	43.07	54.77
3 in.	56.40	71.70
3½ in.	73.86	.....
4 in.	87.25	.....
4½ in.	100.26	.....
5 in.	116.82	.....
6 in.	151.52	.....

Turpentine Soars To New High Levels

Winnipeg.

TURPENTINE. — Turpentine prices continue to soar and this week have again advanced 35c per gal., reaching the highest prices ever recorded on the local market. This is due to the shortage of turpentine output, which this year is reported to be only half of the average pre-war outturn, while orders are pouring in from Europe. Some of the largest producers of turpentine have, it is said, already sold their entire output for the balance of the year. To-day's prices are given as follows: barrel lots, $2.70 gal.; ½ barrel lots, $2.73; 5 gal. lots. $2.75; 1 gal. lots, $2.75 gal., plus the usual extras for containers.

No Changes Made in Price of Linseed Oil

Winnipeg.

LINSEED OIL.—Linseed oil prices show no change during the week, holding firm at former prices, which are given as follows: raw linseed oil, $3.10 gal.; boiled linseed oil, $3.13 gal., with a fairly good demand reported.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Aug. 14.—The volume of orders flowing to the steel mills keeps up very well, easily exceeding the current production, but an element of uncertainty has been injected into the situation, in that some of the buying may be prompted by fear that mills will have difficulty in making deliveries later in the year, either through their having too much business or through there being strikes. The steel producers think it highly improbable that the efforts of the American Federation of Labor, in the direction of having a general strike in the steel industry, will lead to anything, but in this matter it is not a question of what the producers think, but of what the buyers have in their minds. Strikes as affecting steel production, moreover, are not all in the future by way of probabilities or improbabilities, for the strikes of railroad shopmen have curtailed pig iron and steel production materially in the past ten days, considerable parts of the South Works and Gary Works in the Chicago district having been thrown idle through lack of transportation facilities, as well as practically the entire Newburgh works, Cleveland. The three plants mentioned are all controlled by the Steel Corporation. On the whole, steel mill labor itself appear sto be contented and to realize that it is well treated. The Steel Corporation in particular asserts that its men are well satisfied with their treatment, and the Steel Corporation takes great pains to ascertain the exact facts in this matter. Two incidents may be mentioned. The Leechburg and Vandergrift works, near Pittsburgh, of the corporation's sheet and tin plate subsidiary, employ about 2,000 men, and recently a mass meeting of these men gave an enthusiastic viva voce vote to a set of resolutions to the effect that they intended to keep at work "under present conditions" and that "we resent any interference by any union, outsiders, or paid agitators." Another incident is that at two independent tin plate plants the men asked the management to give them, not the Amalgamated Association, the union scale, but the open shop scale of the Steel Corporation's tin plate plants.

Steel Prices

The whole country has been much wrought up lately over the high cost of living and deep interest is taken in the efforts being made by all branches of the Government to bring it down by all methods available, including the punishment of profiteers. All price advances must prove very unpopular. Hitherto there have been divided counsels in the steel trade as to the propriety of advancing prices at this time, with the Steel Corporation and some of the independents positively opposed to there being any advances. In view of the state of popular feeling it is likely that the minority, which has been talking higher prices, will change its attitude.

In the pig iron market several price advances have been announced. Alabama furnaces state that they are back to the March 21 price of $26.75 on No. 2 foundry iron, which would put them in an impossible position as to sales in much of their territory when various northern furnaces, with much smaller freights, are still at $26.75, furnace. Chicago district furnaces are reported to have advanced their prices $2 a ton, and two Cleveland furnace interests report having made an advance of 50 cents. The Pittsburgh market is merely firm at the old price. The price advances are probably simply "on paper," the furnaces making them being sold up for a time. If 55 per cent. of the merchant furnace capacity of the country can advance prices without any of the idle 45 per cent. coming into blast then there is something possible that has never occurred before in the history of the industry. Usually the market is rather wobbly as idle furnaces come into blast, because

matter of exports for some time to come, and general comparisons may therefore

day, o[illegible]

in the entire country. In spite of the increasing numbers of vacuum cleaners, oil

[illegible] a pink borde[illegible]

and the whole display is mos[illegible]

and conspicuous.

Continued on page 64

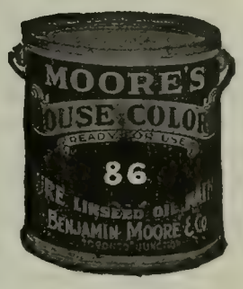


MAKE THEM PERMANENT CUSTOMERS:

GIVE THEM "VALUE FOR THEIR MONEY":

Sell Them MOORE'S PAINTS and VARNISHES.

They are dollar for dollar value. They are sold with a **Guarantee** of **Absolute Satisfaction** or **Money Refunded,** a guarantee which is backed by the manufacturers.



Better Prices and Bigger Profits

We offer you an **Agency Proposition** whereby you can successfully beat competition, and at the same time, reap **Bigger Profits** in your paint Department.

We Can Do This Because,---

We use only the most efficient and economical methods both in the manufacture and marketing of **Our Products.** Also, we do not ask you to pay high prices to help cover the cost of a lot of expensive and ineffective advertising.



The details of our Agency proposition are worthy of your serious consideration.



Always glad to furnish Prices and Descriptive matter on request.



"Save the surface and you save all" *Paint & Varnish*

Benjamin Moore & Co., Limited

HALIFAX **Toronto** WINNIPEG

The Brush Department

An Occasional "Special" in Brushes Will Help Speed Up Turnover in This Department

Some Dealers Prefer One Day Sale—Others Who Wish to Reach Farming Population Find Two Day "Special" on Friday and Saturday Produces the Best Results

ONE way to speed up the turnover in brushes is to offer a "special." Some dealers make a special of this kind for one day only, others get the best results by spreading it over two days, always choosing the last two days in the week when a farming population has to be reached.

There are always a lot of people who will be keenly interested in a sale of this kind, and with a little well-timed advertising it can be made to produce good results. A list such as is shown in the accompanying illustration will be read carefully and checked up closely by scores of householders who will be only too glad to supply their wants at reasonable prices.

"The - Up-To-Date - Hardware - Store."

BRUSHES

Do you need anything in the Brush line? Now is your opportunity to save money on Brushes or Brooms.

The following we are offering at greatly Reduced Prices for

Specials for Friday and Saturday

Scrub Brushes worth 20c for	.15
Scrub Brushes worth 30c for	.25
Clothes Brushes worth 25c for	.20
Shoe Brushes worth 25c for	.19
Stove Dauber worth 10c for	.7
Nail Brushes worth 5c for .... 3 for	.10
Floor Brushes worth $1.00 for	.69
Stable Brooms worth $1.25 for	.95
Window Brushes worth 75c for	.69
Feather Dusters worth 65c for	.59
Brooms worth 75c for	.69
Brooms worth $1.00 for	.89

J. G. TWEDDLE

The Store with a Stock. See our Automobile Tires.

PHONE 127w

There are occasions when dealers sometimes find that a little price concession is appreciated. It is not always on brushes that this is tried out, but here is one merchant who devoted a good-sized ad. (just twice the size of the reproduction) to pointing out "Brush Specials." J. G. Tweddle is located at Fergus, Ont.

Always Give Prices

It is, according to dealers who have tried the plan, essential if the best results are to be obtained, that prices be given, and given in good plain figures. People can figure out for themselves in most cases how much they are going to save by buying at the prices quoted, but they want to know exactly how much they are going to pay and they will come into the store with that price fixed in their minds.

If the advertising matter is backed up by a window display and a little care taken in arrangements, and price of each article shown, the sale should reach its maximum of success.

Emphasize Value

One or two cards placed in the window emphasizing the big value and the money to be saved by making purchases at the "special" prices, will also help. In the accompanying advertisement it will be noted how the dealer has emphasized effectively in his copy the saving. The list of offerings is an attractive one and the effect on the reader's mind is favorably stimulated by the phrases: "The up-to-date hardware store," and "The Store with a Stock."

WINDOW GLASS SITUATION IMPROVING

During the past week the Johnston Brokerage Co. issued the following letter, answering inquiries received relative to the present situation. It is as follows:

"Very little has been said about the movement of glass recently, but through our office there has been most unusual activity during July. This is by far the most active month in 1919, and by August 1, 60 per cent. of the glass we had in our warehouses at the close of the first operating period will have been sold, and as our factories closed with about 600,000 boxes you can well understand what this means. The starting up of factories to operate the second period will be most welcome, as the orders that we have in our office for assignment will make a splendid showing for every factory whose product we sell, and from all indications the glass manufactured during the second operating period will be absorbed about as rapidly as it is produced as there is no question of the demand being equal to the output, and as prices are more likely to advance than to decline, the trade over the country has been pretty generally anticipating their wants for the balance of this year.

"We have booked some very substantial contracts and have others in process that we are confident will become actual shipping orders within the next thirty days, and we believe you will be serving your own interests best by placing your orders early. This will insure your service and perhaps better quality, and in every way will place you in position to take care of the business that is bound to come to you very soon if you are not already experiencing it.

"This is not a trade letter, written solely to induce buying, but it is our real view of the market, and in answering personal letters from our buying friends we unhesitatingly advocate filling up their warehouses to normal. The orders we have for the factories to start off will take from 25 to 30 per cent. of the glass that they will make for the operating period, and it might be of some interest as comparison to state that this percentage represents our total sales of glass during the fourteen weeks from February 8 to May 24, so that if we have from one-fourth to one-third of the season's production contracted it shows most surprising strength.

"The building movement is under full sway, but it is somewhat retarded now by labor troubles, which we presume will be soon adjusted."

PRATT AND LAMBERT DIVISIONAL SALES MEETINGS

At the semi-annual divisional sales meetings of Pratt & Lambert, Inc., held in Chicago ,Buffalo and New York, reports were presented which showed record sales. The firm is planning a larger and more comprehensive advertising campaign for the fall. At the meeting in Chicago the "Peanalers" were guests at a dinner at the South Shore Country Club, Wm. H. Andrews acting as toast master.

A feature of the Buffalo meeting, in which the Canadian sales force joined, was a dinner at the country club, where Brig.-Gen. Atterbury, vice-president of the Pennsylvania Railroad, addressed the diners, touching briefly upon his work as director general of transportation of the American Expeditionary Forces in France.

Speaking particularly of the business outlook for the varnish industry President McNulty stated that post-war building operations had already resulted in greater sales, and that other agencies, such as the "Save the Surface," and "Build Now" campaigns could only prove beneficial to all concerned.

"CLEAN SWEEP" BROOMS

ESTABLISHED SINCE 1856

Customers find that Boeckh's CLEAN SWEEP BROOMS sweep easier and better than the old style Corn Broom. They do not raise the dust and are specially adapted for sweeping carpets, rugs, mattings, etc. The patent "Screw Lock" handle can be adjusted to suit the height of the operator.



BOECKH'S HOUSEHOLD BRUSHES

assure the dealer of a fair margin of profit. Backed by consistent advertising, a policy of co-operation, and dealer aids, Boeckh's Brushes are easy to sell, creating many satisfied customers. Your enquiries are solicited and will receive prompt attention.

THE BOECKH COMPANY, LTD.
TORONTO, CANADA

UNIMECO WROUGHT WASHERS

We manufacture a wide range of **wrought washers** of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

KEYSTONE



"KEYSTONE" HOUSEHOLD BRUSHES

There is a "Keystone" household brush for every conceivable use. The purpose of the brushes vary, but the quality is the same—"Keystone" quality that insures long and satisfactory service.

When you sell "Keystone" brushes repeat orders are a certainty.

For prices, etc., write

Stevens-Hepner Co.
Limited
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

STEVENS-HEPNER CO., *Limited*
PORT ELGIN, ONTARIO

DON'T KNOCK YOUR COMPETITOR

Continued from page 60

general. Knocking of that sort butts two ways. It butts the fellow that knocks and also destroys confidence in the trade in general.

"Nor did it stop there with me," continued Jim; "you know that we've been pretty well worried in these parts over the mail order business. What I used to do to Harry wasn't a patch on what I handed out to the mail order houses. The way that farmer took me up about knocking Harry Parkes set me thinking that all my hullabaloo might be just so much more advertising for the mail order catalogue as well.

Was Helping Them

"Naturally I set to looking about myself and trying to see the thing from another angle. I found that instead of hindering them I was just handing them out so much free advertising. Nearly everybody has just that much natural curiosity that will cause them to look for the reason of any commotion. A dog-fight gets more attention than a pretty girl while it lasts. My farmer customer just showed a typical human tendency.

"But mark you, that doesn't mean that I quit putting up a fight against the mail order business. Not by a darn sight! I had to change my method of fighting that was all. Instead of wasting energy in advertising them as I had been, I decided to leave them strictly alone and boost my own business. I found that the time I wasted in pouring out imaginary troubles could be better spent in getting the business that was right at my own door. I was letting these fellows take it right from under my nose while I sat and hollered and the more I hollered the more they took.

Got Together Again

"It was kind of funny too, how it all worked out. It so happened that Harry Parkes and I sat together at a social affair one evening, and after we got the cigars going we started talking business. Harry mentioned the mail order houses and I told him about my alteration of manoeuvres regarding them. One thing led to another and I mentioned the farmer incident. Before the evening was over I found out more about Harry Parkes than if I had stood off a year with the old knocking idea. I also found out that there were a whole lot of things I thought I knew about Harry that could be forgotten.

"To-day Harry and I are fighting the mail-order business tooth and nail. But we're not doing it with our tongues. We're spending our time going after the business much the same as they do. You'll notice that the mail order house never wastes time, money or energy knocking the smaller fellows. They just settle down to sawing wood. We're taking a page out of their book and following suit.

"So far as that is concerned, both Harry and I tend to our own knitting. Whenever we can give each other a boost we do so. But the big thing about the paint business is, that by leaving out the knockers it promotes greater confidence in paint and its uses. I've stopped promoting suspicion about my competitor and the trade in general and I'm finding that we're both doing bigger and better business.

"Mischief always starts when you commence tampering with another chap's affairs. The fellow that attends to his own business hasn't got to carry his own worry and the other fellow's worries as well. Besides, he's got more time to straighten out his own troubles and get somewhere else beyond where he is. If I happen to get some of the other fellow's business by good straight legitimate means that's my affair and his lookout, so long as I don't put a deliberate stumbling block in his way. Boosting my own affairs and leaving him strictly alone I find gets me ahead. Knocking, I found, left him ahead and me behind."

PRACTICAL POINTERS FOR PAINT SELLERS

PRACTICAL POINTERS FOR PAINT SELLERS

HARDWARE dealers and their employees are frequently asked questions by buyers, house owners, farmers, women and others that require some practical knowledge to answer. By being in a position to give this information, and give it quickly and accurately, the dealer will not only render real service to the buyer, but lay the foundation for future business, because the satisfied customer, next time he or she has some work in mind, will come again for information and also for the paints or varnishes to work with.

From time to time practical pointers for paint sellers will appear in HARDWARE AND METAL under the above heading. It might be a good idea for dealers and others to keep these for reference and also so that they may be shown to new employees.

Paint Selling Cannot be Done on a "Self-Serve" Basis

IT would be a highly dangerous thing to arrange paints and varnishes on a table, put a price tag on them and tell customers to take their choice and leave their money at the wicket.

Probably no other line of goods requires more personal contact and confidence between buyer and seller than paints and varnishes.

Ninety per cent. of the public who buy paints and varnishes expect as part of the sale that the seller shall advise him or her what to do, how to do it, and what not to do with their purchase.

The clerk's treatment of the customer is then a very highly important part of successful paint selling.

The seller's attitude towards the buyer should be wholly that of one who is an intelligent human being with whom business should be done to mutual advantage.

In reality this obligation is much more on the side of the seller than the buyer. He should feel obliged to enlighten the buyer in every way possible with all the technical knowledge in his possession. He should not let a buyer go away until he felt that that buyer possessed every phase of knowledge essential to the successful accomplishment of the purpose he has in mind with his purchase.

This obligation makes it necessary that this service on the part of the seller shall be intelligent and helpful since these are necessary to obtain and maintain confidence, and the complete satisfaction of the customer.

To accomplish this purpose it is necessary that the seller should have at his command a general knowledge of the raw materials which enter into the manufacture of paints and varnishes. He should also know to some extent why they are used.

Following this he should be able to explain the outcome of the use of certain paints and varnishes as against the outcome of the use of others for certain purposes and under certain conditions.

The necessary qualifications and conditions of the surface in order that a paint and varnish may be properly used and applied should be explained to the customer so that he will not get into trouble.

Upon the seller rests a great deal of responsibility towards the buyer and towards himself in building up a successful paint and varnish business.

In this form of selling there exists a vast opportunity for salesmanship which may be defined as competent service and which will build up confidence and better business.

It is our purpose in this column, to give from time to time in a general way, information of a technical and practical nature that will enable the seller to render this sort of service to the buyer.

For a starter we shall define both paint and varnish in a general way, after which we shall go a little more into detail in succeeding issues.

(Continued on page 68)



Varnish Advice

Now that most buyers realize so thoroughly the necessity and economy of careful discrimination in varnish buying, they appreciate more than ever reliable advice as to what finishes to select for their finishing operations.

The dealer has many opportunities of posting his customers along this line and earning their permanent good will.

The long record of Berry Brothers' Varnishes, Enamels and Stains for uniform quality and dependability makes them safe to recommend and easy to sell.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.	A. M. Bell & Co., Ltd. - Halifax, N.S.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.	Lariviere, Inc. - - Montreal, Que.
Frank A. Gillis Co. - - Halifax, N.S.	L. H. Gaudry & Co. - Quebec, P.Q.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.	Wood, Vallance, Ltd. - Winnipeg, Man.
Whites, Ltd. - - - - Collingwood, Ont.	Wood, Vallance & Adams, Ltd., Calgary, Alta.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.	Revillon Wholesale, Ltd. - Edmonton, Alta.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

Walkerville, Ont.

No. 20

Liquid Granite FLOOR VARNISH Luxeberry WHITE ENAMEL

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, August 14.—Turpentine has drawn to itself the great interest of the week. Its upward trend has been continuing steadily and the only quotation available this week is that of $2.50, with this price applying to 5-gallon lots, there being, it is said, no stock available in barrels. Naturally the movement is small at these high prices, and jobbers, in any case, are not anxious to sell. Linseed oil has rested and is without change of price. Few are quoting at all. Shellacs have advanced to the extent of 50 and 75 cents per gallon. Putty and white lead are continuing very firm and are quite active. Pure linseed oil putty is particularly strong.

Mixed paints and kindred lines are reported as moving well for this time of the year and the manufacturers are well pleased with conditions.

Linseed Oil Held Without Change

Montreal.

LINSEED OIL.—Scarcity of oil still prevails but there is a more settled condition than for a little while past in the price basis. Few jobbers are naming any price whatever, and the quoted prices of last week still obtain here. Demand is seasonable, which means that the sales are in limited, rather than in large quantities.

Raw—	Imp. Gal.
1 to 4 barrels	$3 05
5 to 9 barrels	....
10 to 25 barrels	....
Boiled—	**Imp. Gal.**
1 to 4 barrels	$3 07½
5 to 9 barrels	....
10 to 25 barrels	....

NOTE.—Owing to fluctuating seed markets jobbers, generally, are not quoting. The basis is decidedly nominal.

Turpentine in Small Lots at $2.50

Montreal.

TURPENTINE.—There is an unprecedented advance in the turpentine price basis here and little stock is to be had. The likelihood of an improvement coming soon is remote, and higher prices will perhaps prevail ere there is a lowering. There was a decline a few days ago in the Savannah market, but the bareness of stocks there and at all points makes low price suggestions seem absurd. The only quotation here this week is that of $2.50, and this is for 5-gallon quantities, packages charged extra.

Turpentine—	Imp. Gal.
1 to 4 barrels	....
Small lots (Packages extra).	2 50

Putty is Firm; Very Good Sale

Montreal

PUTTY.—The sale of putty has been remarkably good with some of the jobbers, and much larger than usual for August. Prices are very firmly maintained, but, owing to the advance of the season and the resting of oil prices somewhat, changes in the way of an advance may be somewhat deferred. All jobbers refer to the situation as a decidedly strong one.

	5 ton	1 ton	Less Quanty.
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases	7 15	7 40	7 75

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

White Lead in Oil Has Active Spurt

Montreal.

WHITE LEAD IN OIL.—There has been a great deal of activity in white lead in oil, and the sales have totaled large. Even from outside some report inquiries. The undertone is quite as firm as ever and there is unlikely to be any easing in the basis. For standard grades the prices are: Five ton lots, per 100 pounds, $15.50; ton lots, $16, and for smaller lots than tons, $16.35.

August Movement is Heavy For Paints

Montreal.

PAINTS AND SPECIALTIES. — Several manufacturers have reported a decidedly active condition. This comes, apparently, from continued painting activity in various parts of the country for the Western jobbers are sending orders in steadily and urge prompt shipment. The movement for August is away beyond expectations, it is stated. Price tendencies are naturally very firm.

Shellac is Higher; Rosin Up; Glass Firm

Montreal.

SHELLAC, ROSIN, GLASS.—An advance of 75c per gallon for white shellac and of 50c for orange is made this week. This brings the price, in barrels, to $7 per gallon for white and to $6.25 for orange, with an increase of 25c per gallon for ones. Rosin is scarce and high, the present basis being $23.50 per barrel for "G." Supplies are very small. Glass is moving quite actively and there is a firm undertone, though no advances are suggested for the immediate present here.

TORONTO

TORONTO, August 14. — After soaring to $2.50, turpentine has reacted very slightly, and to-day's quotations range $2.40. The market is a very firm one and supplies are very scarce as a result of shipments being delayed. The linseed oil situation shows little change, prices holding at from $3.20 to $3.27 for raw and $3.22½ to $3.30 for boiled. A good volume of business is being handled. A further advance is expected in the prices of shellac.

Turpentine Market Remains Very Firm

Toronto.

TURPENTINE—Strikes all through the South of railwaymen and a strike in Chicago which involves 200,000 railroaders have resultd in shipments of turpentine for local dealers being held up indefinitely and as a result supplies are getting very low. Prices soared during the week to $2.50 per imperial gal. but at present are slightly easier the quotations being around $2.45. This is a reflection of the prices in the South where owing to the Germans having been unable yet to make satisfactory credit arrangements, shipments which were destined for overseas are held up. This is believed, however, to be only temporary and a very firm market is looked for. The quotations are:

Turpentine—	Imp. gal.
1 barrel (barrel included)	$2 40
2 to 5 barrels (barrel included)	2 39
5 gallon lots	2 50

No Changes Shown in Prices of Linseed Oil

Toronto.

LINSEED OIL.—Linseed oil prices are holding firmly with the market a strong one. Prices of October seed to-day advanced five cents, but this did not affect oil prices. Crushers are finding it difficult to maintain their supplies of seed, having not only trouble in getting sufficient quantities of seed but also slow deliveries. One crusher stated to HARDWARE AND METAL that he looks for a strong and firm market for the next two months. The crop report issued by

YOUR OPPORTUNITY



There is nothing to prevent the B-H agent from doing *the* paint trade in any locality. On the other hand, when we ask a merchant to throw in his lot with us, we do not sit idly by and expect him to do all the "hustling for trade." Great though our line is in quality, favorably known though it is to householders everywhere, still we believe no product can to-day maintain leadership without constant and aggressive advertising.

So—advertising is bracketed with quality in our proposition to you—and by every form of publicity approved by merchandising experts, we aid our agents in making known to their customers the facts about B-H products which account for their Dominion-wide popularity and prestige. Write us for particulars.

Save the surface and
you save all" *Paint & Varnish*

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

the United States Government estimates the yield at 10,000,000 bushels. This is 3,000,000 below what was expected. The Canadian crop will also be short. In the meantime the great bulk of the seed from the Argentine continues to move overseas. The general outlook is for no relief from the situation until the new crop comes in. Quotations are as follows:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	$3 20	$3 27
3 to 5 barrels, gal.	3 19	3 26
10 barrels and over	3 17	3 24
	Boiled	
1 to 2 barrels, gal.	3 22½	3 30
3 to 5 barrels, gal.	3 21½	3 29
10 barrels and over	3 19½	3 27

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

Shellac Prices Expected to Rise

Toronto.

SHELLAC.—An advance in the quotations on shellac is expected at any time. Supplies are scarce and there is a steady demand. The figures given by various firms at the present time show a wide range, and many of them will only sell in small quantities. The present quotations are shown in the current market.

Demand Continues For Prepared Paints

Toronto.

PREPARED PAINTS.—Business continues active in prepared paints and a steady volume of repeat orders is coming in. Prices show no change and manufacturers expect that the present quotations will hold for some time.

White Lead in Oil Remains Unchanged

Toronto

WHITE LEAD IN OIL.—Business in white lead in oil continues active. Prices are holding unchanged, the quotations being: Five ton lots, $15.85 per 100 pounds; one ton lots, $16.35, and in smaller quantities, $1670.

Window Glass Firm; Putty Prices Steady

Toronto

WINDOW GLASS, PUTTY. — Increased activity in the window glass trade is apparent and indications point to a steadily larger volume of business. The new quotations are not yet in effect. Stocks, it is stated, are sufficient to take care of all immediate business. Putty prices are holding firm as follows:

Standard Putty —	5 ton	1 ton	Less
Bulk, in barrels	$ 35	$5 60	$5 95
Do., 100 lb. iron	6 20	6 45	6 80
Do., 25 lb. iron	6 45	6 70	7 05
Do., 12½ lb. irons	6 70	6 95	7 30
Bladder, in barrels	7 10	7 35	7 70

PRACTICAL POINTERS FOR PAINT SELLERS

(Continued from page 64)

Paint is a mixture of pigments and liquid vehicles intended for application (ordinarily by means of a brush) to surfaces for purposes of preservation and decoration. The simplest form of paint consists of a single pigment in linseed oil, containing also a small percentage of volatile "thinner," such as turpentine, with the necessary dryer.

The higher grades of house paints, however, usually contain several pigments. The whites, for example, may contain two types of white lead, zinc oxide and a percentage of inert pigment, and the shade and tints, in addition one or several colored pigments.

The Great Essentials

The object of the manufacturer is to obtain the greatest possible spreading rate, the highest effective hiding power of opacity, together with the maximum permanence of color and durability of coating, and to secure all these qualities at a cost which will insure economy to the consumer.

What is Varnish?

Varnish is a broad term covering many varieties and classes of products; but in a general way it may be described as a solution or fluid, usually transparent or translucent, though occasionally opaque, which, when spread upon a surface in a thin film, dries by the evaporation of its volatile constituents by the oxidation of other constituents, or partly by evaporation and partly by oxidation, to a continuous protective coating, which may be either highly lustrous or practically devoid of lustre.

The transparent and translucent forms are clearly differentiated, but some of the opaque forms are distinguished from paint only by their compositions, the varnish in such cases containing resins or gum resins as an essential constituent. The types of varnish commonly sold by dealers are essentially solutions of gums or resins, in drying oils with drying salts and volatile thinners; such solution being accomplished by the aid of heat in a complicated series of processes.

THESE ARE ACTUAL FACTS

"We are as busy in our factory as in the month of June. Our men have had to work until 10 p.m. to overtake orders and still we are behind on deliveries. Our branches are calling for goods and we cannot supply them fast enough. Business is exceedingly heavy and we do not know where it comes from."

This, in part, is the trend of a conversation HARDWARE AND METAL had this week with a leading paint manufacturer. And this activity was not confined to the prepared paint departments, or in fact to any one department. "We are just as busy in our lead corroding works and in our putty plant. We have orders in hand for lead that will run us well into October. Urgent enquiries have even come in from the United States for supplies, and when we could not make a definite quotation we were asked to say when delivery could be made and at what prices."

Here is a little indication of what splendid business is being done by paint manufacturers. It is the best argument with which to combat any dull times talk that may emanate from the usual disgruntled element known sometimes as whiners. It proves that the manufacturer who has been talking good times, thinking good times and practising what he has been preaching, has no complaint to make. This, surely, is a time of progress, an era of big trade expansion. Talk, think and feel thus, and prosperity will prevail. It cannot be otherwise if we will it so, here in Canada.

MAY BE SHORTAGE OF SHELLAC

Another advance has been made in the price of shellacs. The increases made in recent months have been occasioned through decreasing supplies, and it is beginning to look, now, as though there may be a real bare market in Canada.

"There is practically no white shellac to be had at all," said a large manufacturer to HARDWARE AND METAL this week. "What there is is ruling very high. Orange shellac is still to be had but it, too, is getting short in supply and there will not be any improvement we expect."

Iit was pointed out that liquid wood fillers are extensively used as a substitute for some work. This answers very well for many purposes where shellacs are used and there will be no alternative but to use it more and more if the shellac situation does not improve materially, and soon.

ROSINS ARE HIGH AND SCARCE

There is no relief from the upward tendencies prevailing for rosins. Supplies are even scarce in Montreal, and there is little prospect of much improvement at this time. The present basis for "G" grade is ruling, nominally, around $23.50 per barrel. Whether there will be any stay in the upward price movement is uncertain, but at the moment this is a remote possibility.

BRANCH MANAGERS CONVENE AT FERGUS, ONT

All the branch managers of Beatty Bros., Limited, manufacturers of barn equipment, churns, washers, etc., gathered together at the head office in Fergus, Ont., from August 4 to August 7. Sales plans for next business year, which starts on September 1, were discussed, and plans were made to extend the firm's service during the coming year.

Beatty Bros., Limited now have branch offices from the Atlantic to the Pacific, running from St. John, N.B., to Vancouver, B.C.

After the convention at head office was finished all the branch managers paid a visit to the factories in London, Ont.

Every Simms' Brush Sold Sells ANOTHER

The selling of Simms' Set-in-Rubber Paint and Varnish Brushes is like an endless chain. Each one used means another sold soon. They advertise themselves by solid merit. And there is a good profit on every brush you sell.

TRADE SIMMS SET IN RUBBER MARK

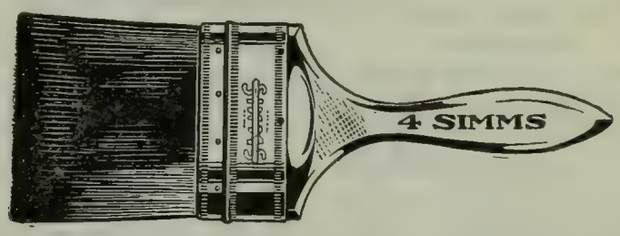
This Set-in-Rubber is our own patented process. You can find no other Brushes anywhere so good. The bristles are set in forever — they are absolutely guaranteed **never** to come out.

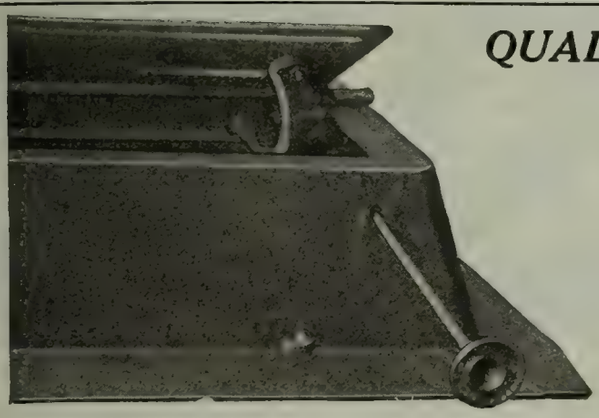
Each Brush is a perfect tool for the painter—doing everything that a good paint brush should do—and then a little more.

Made in every shape and style by skilled workmen for use in skilled work.

Don't let your stock run low. Order a new supply **now.**

T. S. SIMMS & CO., Limited
ST. JOHN, N.B.
Branches: Montreal, Toronto, London





QUALITY *SERVICE*

THE
Barton-Netting Co.
LIMITED
9-11-13 East Pitt St. Windsor, Ont.

THE B&N LIMITED CHANDELIERS OUR LIGHTS SHINE EVERYWHERE MANTELS - GRATES & TILES

Lighting Fixtures and Electric Appliances
Mantels, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc.

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

WROUGHT PIPE

BLACK and GALVANIZED
SIZES, ⅛ IN. TO 4 IN.

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

All Sizes of NIPPLES (Black and Galvanized)

Ask your jobber for CT *Brand of Wrought Pipe*

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL
Works: Lachine, Can.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — —B.B. Caps 25%, B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; centre fire pistol, add 35% list; centre fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M. net; empty shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers——Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, add 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No. 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 9 60
No. 2, dozen	12 00
No. 3, dozen	9 60
No. 4, dozen	1 00
No. 5, dozen	13 00
No. 6, dozen	15 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 23%.
Standard Quality, 23 and 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100, lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

BOARDS, IRONING— —

No. 1, dozen	$21 00
No. 31, dozen	$11 00
No. 32, dozen	12 00
No. 35, dozen	26 00
No. 36, dozen	30 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and larger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends, 25%.
Plow Bolts, 30%.
Elevator Bolts, 25%.
Fancy Head Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list), 25%.
Whiffletree Bolts, 25%.
Nuts, square, blank, add to list, 75c.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list $1.25.
Stove Bolts, 65%. Tire Bolts, 50%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb...11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 41
Rods, base ½ to 1 in., round	0 39
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$12 50
30-gal., Standard	11 00

BOARDS (Wash) Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond Ring (glass)	6 30

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 5%.
Triplex Spring Hinges, 20-10%.
Chicago Mortise Floor (5,000), 20, 7½ and 5%.
Chicago Relax Floor (6,000), 25-10-10-2½%.
Chicago Premier (4,000), 12½%.
Chicago Ajax (3,000), 12½%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20%.
Chicago Screen Door (2,000), 40-2½%.
Chicago Screen Door (3,000), 16 2-3 per cent.
Non-Hold Back Screen Door, on application. F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

CHAIN

	Proof Coil Mont'l	Proof Coil Tor'to	Welded Mont'l	Welded Tor'to
3-6 in.	$22.75	$21.40	$.....	$27.40
¼ in.	16.75	17.75	20.60	23.60
5-16 in.	14.75	14.60	16.40	18.40
⅜ in.	13.00	13.40	15.00	17.25
7-16 in.	12.75	13.15	14.40	16.65
½ in.	12.50	12.80	14.15	16.50
⅝ in.	12.35	12.75	13.85	16.15
¾ in.	12.25	12.70	13.50	16.00
⅞ in.	12.05	12.40	13.40	15.80
1 in.	11.90	12.30	13.30	15.65

Electric Welded

	B.B.	B.B.B.
⅛ in.	19.00	22.00
3-16 in.	18.00	20.00
¼ in.	15.00	16.00 18.00
5-16 in.	13.50	13.50 16.50
⅜ in.	11.60	12.25 14.60
7-16 in.	11.50	12.00 14.50
½ in.	11.25	11.80 14.25
⅝ in.	11.00	11.55 14.00
¾ in.	9 75	11.25 12.25

F.O.B. Toronto, Montreal

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17 25	$.....
5-16 in.	14 25	17 25
⅜ in.	13 00	16 00
7-16 in.	12 75	15 45
½ in.	12 55	15 25
⅝ in.	12 25	.....

Electric Welded B.B.B.—Chain. ¼ in., $13.75; 5-16 in., $12; f.o.b. Toronto.

Cow ties, 20%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen $33 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 15% f.o.b. St. John, N.B.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $21.00; No. 1, $25.50; No. 2, $31.00; No. 3, $39.50.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F.o.b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths	$6 85
17—7strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 35
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER Montreal, Toronto

Casting ingot, see weekly report.

Rods, ½ to 2 in.	0 41	0 42
Soft sheets, base, 16 oz. and heavier	0 42	0 43
Tubing, lb.	0 46	0 47

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal, Montreal, Toronto.

Ordinary, 52 sheets	$7 75	$7 35
Do., 60 sheets	7 85	7 45

COKE, TIN PLATES

	Per box
IC, 20x28 base	$18 00
IX, 20x28 base	21 00
IXX, 20x28 base	23 00
IXXX, 20x28 base	25 00

F.O.B. Toronto.

TERNE PLATES

IC, 20x28, 112 sheets $19 00
F.O.B. Toronto

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

Bush 15 50
F.O.B. Toronto, London.

STRICTLY THE CANADA METAL CO. TORONTO

BAR
SOLDER



Our Plant at your Service

W. G. Harris
PRESIDENT

HARRIS HEAVY PRESSURE
Bearing Metal

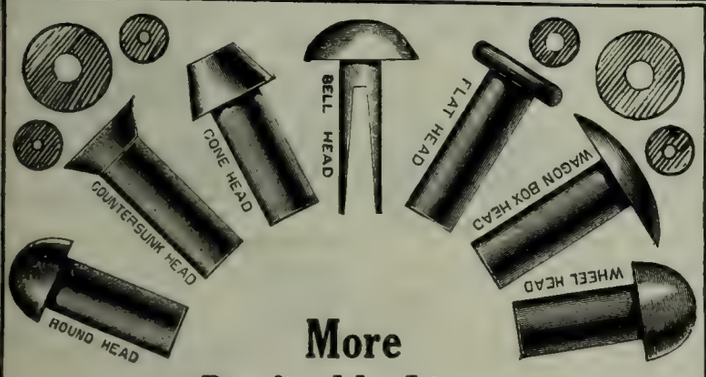
Brings repeat orders to the HARDWAREMAN



We make Lead Pipe and Sheet Lead

THE CANADA METAL COMPANY Limited

TORONTO - MONTREAL - WINNIPEG - VANCOUVER



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets,
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.



The Parmenter & Bulloch Co.
LIMITED
Gananoque, Ontario

Why Not Sell the Best Bicycles?

But which is the best line to handle? Don't take our word for it. Ask any successful bicycle dealer. A hundred to one he will say

CANADA CYCLE & MOTOR CO LIMITED
C·C·M·
WESTON · CANADA

C. C. M. BICYCLES

His experience may save you some bitter experiences and costly experiments.

For agencies open, and full particulars, write Head Office or nearest Branch.

The Principal C. C. M. nameplates are:
Massey
Gendron
Columbia
Ivanhoe
Perfect
Cleveland
Brantford
Red Bird

Canada Cycle & Motor Co.
LIMITED
Montreal Toronto WESTON Winnipeg Vancouver

CLOCKS

Big Ben	$3 20
F.O.B. Montreal, Toronto, London	
Good Morning, each	1 30
Lookout	1 75
Sleepmeter	1 84

Hamilton

CROWBARS, $9.60 per 100 lbs.

DRILLS—

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

List each.			
1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
1/4	.60	23/32	1.60
9/32	.65	3/4	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.85	7/8	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
1/2	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	3/8	$ 8 50
1/8	3 00	7/16	10 50
5/32	3 50	1/2	13 00
3/16	4 00	9/16	15 50
7/32	4 50	5/8	18 00
1/4	5 00	11/16	21 00
9/32	6 00	3/4	24 00
5/16	7 00	7/8	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	40%
Straight Shank	40%
Straight Shank, wire	40%
Taper Shank	40%

DOORS

See Screen Doors.
F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 30%-35%; cast bushings, 30-35%; unions, 40-45%; plugs, 35% off list. Net prices Class B, black, 21c lb.; Class C, 14c lb.; galvanized, Class B, 30c lb.; Class C, 21c lb.

Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 50
Under 40 lbs.	4 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼".	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼".	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee pairs.
4-inch	$ 2 63	$ 2 23
5-inch	3 24	2 80
6-inch	3 50	3 15
8-inch	4 73	3 59
10-inch	8 40	6 39
12-inch	10 41	10 15
14-inch	11 90	10 32

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 35%.

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lighting	12 50
Heath's	12 50
HOES, Grub	$10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 15	$5 00-$5 50
No. 3, per doz.	4 25	5 50- 6 40
No. 4, per doz.	4 35	6 00- 7 40
Little Giant	6 00	....
Barden Patent	6 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots.	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 85
Mrs. Potts, No. 50, nickel-plated, set	1 90- 1 95
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 34
Hercules, 4 to 10 ft.	0 36
Hercules, 12 to 14 ft.	0 41
Faultless, 4 to 10 ft. only	0 32
Ontario, 4 to 10 ft. only	0 29
Shelf Lock, 4 to 8 ft. only	0 24
Gardner, No. 1	0 21
Do., No. 2, bolted	0 24
Dominion, No. 3	0 25
Do., No. 4, bolted	0 28

Single and Fruit Picking

10 ft. to 16 ft.	22c ft.
18 ft. to 20 ft.	25c ft.

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.
20 to 32 ft.	$0 26
36 to 40 ft.	0 29
44 ft.	0 32
Over 44 ft.	0 42

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby	$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$11 00
Dowswell	11 25
Noiseless	15 50
Hamilton	12 50
Ottawa	11 50
Peerless	11 50
Snowball	17 00
Momentum	18 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	110 00
Seafoam, engine drive	50 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	11 50
Popular, No. 2	11 00
Economic	13 50
Champion	18 50
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	51 50
Do., do., electric	111 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	59 50
Perfection, electric	119 50
Gem	18 50
Winner	17 00
Connor Improved	10 75
Jubilee	10 25
Canada First	21 00

Discount, 30% and 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$13 00
Pick, doz.	13 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

RAMSAY'S INVINCIBLE WHITE ENAMEL

Have your customers do their enamelling before the holiday season is over.

IT means more "Invincible" sales.

THE UNCONQUERABLE WHITE

"Invincible" Enamel is sold in all sizes from 1-4 pints to gallons.



"Save the surface and you save all" *Paint & Varnish*

ORDER NOW

A. RAMSAY & SON COMPANY

Makers of Property Preserving Paints & Varnishes for 77 years

"THE RIGHT PAINT TO PAINT RIGHT"

Toronto **MONTREAL** **Vancouver**

Edmonton District:
Revillon Wholesale Limited, Edmonton

Calgary District:
The McDonald-Baker Co., 818-8th Ave. W., Calgary

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$16 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 85
36-inch, per roll	6 25
48-inch, per roll	7 25
60-inch, per roll	8 60
72-inch, per roll	9 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	
U.S. Navy (spun)	21 50
Plumbers (spun)	9 00

F.o.b. Montreal, Toronto.

OILS

	Montreal	Toronto
Royalite, gal.	0 20½	0 20½
Palacine, gal.	0 23½	0 23½
Gasoline, net, gal.	0 33	0 32
	List	Gallon
Black oil (Summer)	0 14½	0 13½
Black oil (Winter)	0 16	0 15
Imperial Kerosene Tractor	0 59	
Capital cylinder	0 62	0 58
Machine oil, regular grades	0 36	0 36
Standard gas engine oil	0 40½	0 37
Parafine	0 25	0 21

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list.	0 90
Polarine A, list	1 00
Gargoyle Mobiloil, list	1 30

List, less 25% on above.

Fuel oil, bbls. net	0 08
Fuel oil, tank cars, net	0 07

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	0 70
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 78
Surprise Fibre	0 66
Tarred felt, per cwt.	3 90
Cyclone (dry)	
Cyclone (tarred)	
Joliet (dry fibre)	
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 100 lbs.)	4 75
Straw, sheathing, dry, per cwt.	3 05
Do., Do., tarred, per cwt.	3 20

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast	
1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—		
5 to 6 lbs., doz.	$11 00	$11 25
6 to 7 lbs., doz.	12 00	12 25
Rock—		
7 to 8 lbs., doz.		13 00

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$.....
¼ in..	4 53	6 66	5 13	7 26
⅜ in..	4 53	6 66	5 13	7 26
½ in..	5 99	7 57	6 84	8 42
¾ in..	7 53	9 66	8 68	10 81
1 in..	11 14	14 28	12 84	15 98
1¼ in..	15 07	19 32	17 37	21 62
1½ in..	18 01	23 10	20 76	25 85
2 in..	24 24	31 08	27 94	34 78
2½ in..	38 90	49 73	....	....
3 in..	50 87	65 03	....	....
3½ in..	64 86	81 88	....	....
4 in..	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$27 94	$34 78	$31 64	$38 11
2½ in..	40 66	51 48	46 51	57 35
3 in..	53 17	67 32	60 82	74 97
3½ in..	66 70	83 72	75 90	92 92
4 in..	79 03	99 19	89 93	110 09
4½ in..	88 00	113 00	107 00	132 00
5 in..	103 00	132 00	125 00	154 00
6 in..	133 00	171 00	162 00	200 00
7 in..	175 00	224 00	211 00	259 00
8 in..	212 00	271 00	255 00	314 00
9 in..	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in..	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 80%.

4½" and larfer, 70%.

4" and under, running thread, 50%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 09	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list.	3 00
12-oz. bottles, doz., list.	6 00
1-qt. can, doz., list.	15 00
½-gal. cans, doz., list.	24 00
1-gal. cans, doz., list.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton Size	Case	Doz.	Case
¼ pts., 3 doz.		$1 15	$3 40
½ pts., 3 doz.		2 10	6 00
Pints, 2 doz.		3 15	6 00
Quarts, 2 doz.		4 65	9 00
½ gal., 1 doz.		8 40	8 40
Gal., ½ doz.			6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Amazon, 1 ply	$2 05
Amazon, 2 ply	2 35
Amazon, 3 ply	2 70
Samson, 1-ply, roll	2 40
Samson, 2-ply, roll	2 85
Samson, 3-ply, roll	3 40
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Everlastic, 1-ply	1 90
Everlastic, 2-ply	2 20
Everlastic, 3-ply	2 55
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 45
McCombe, Sp., 1-ply	1 70
McCombe Sp., 2-ply	1 95
McCombe Sp., 3-ply	2 30
Panamoid, 1-ply	1 70
Panamoid, 2-ply	(95
Panamoid, 3-ply	2 30
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 70
Black Diamond Ready Roofing, 2-ply	
Black Diamond Ready Roofing, 3-ply	
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 25
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto and Montreal.

ROPE

	Lb.
Pure Manila basis	32
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	25

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	25
Double lath yarn	26½
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis. On application	
Cotton, ⅛ in.	0 82
5-32 in.	0 81
3-16 in.	0 74-77½
¼-in. and up	0 73-76½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 761 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (58½), $7.85; 852 (73), $5.10; 752B (7), $6; 386 (32), $6.90; 3851 (68½), $5.85; 465 (69), $1.80; 171 (50), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel	$3 95
103, 50 ft. Reliable Jr. Steel	4 05
243, 50 ft. Rival Steel	3 50
1243, 50 ft. Rival Jr. Steel	3 50
603, 50 ft. Metallic	3 00
604, 66 ft.	3 30
403, 50 ft. Linen	2 15
	Dozen
713, 50 ft. Ass Skin	5 40
714, 66 ft. Ass Skin	6 50
143, 3 ft. Steel Pocket	7 10
145, 5 ft. Steel Pocket	9 05
175, 5 ft. Linnine Pocket	5 55
165, 5 ft. Cotton Pocket	1 60

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

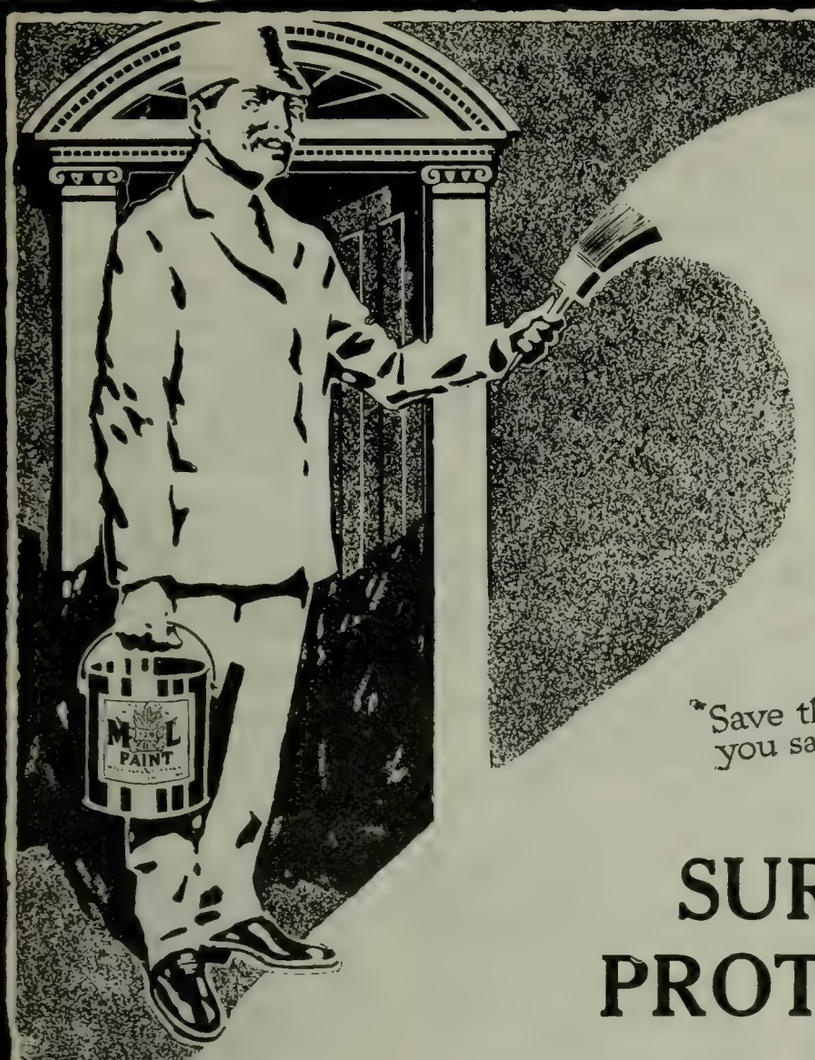
SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00



M L
QUALITY

"Save the surface and you save all" *Paint & Varnish*

SURFACE PROTECTION

makes paint and varnish an absolute essential. All surfaces whether wood, metal, plaster, concrete or brick deteriorate from the outside. All surfaces coated with

MAPLE LEAF PAINTS and VARNISHES

are assured of maximum surface protection.

Maple Leaf Products are **High Grade.**

Place your paint department on a solid and sure basis by selling them. The public recognize the economy of buying only the best for protection. In selling the best you are rendering a larger service to your community in conservation.

A stock of Maple Leaf Paints and Varnishes means better service to your customers.

Let us send you our proposition.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

SCREEN DOORS
Kasement No. 1—2 ft. 8 in., $28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	77½%
Wood, R.H., bright	75 %
Wood, O.H., bright	75 %
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	20

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 10
18 and 20	7 10
16	6 95
14	6 80

F.O.B. Hamilton and Toronto.

SHINGLES, METAL

Standard, galvanized	$10 00
Standard, painted	8 00

Discount 7½%.

SIDING, METAL

Standard, galvanzed	$8 50
Standard, painted	6 50

Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
Base, 3 to 8 lbs., 47½c, f.o.b. Toronto and Hamilton.

SOLDER, BAR
See weekly report

SPOUTS, SAP

Eureka, per M	$13 50	$16 50

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$16 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	$ 7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz.	$2 60
Sampson, doz.	7 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	45 and 5	45 and 5	45 and 5
Draining Tools	45 and 5	45 and 5	.....
Hollow Back Scoops	45 and 5	.....	45 and 5
Sand Shovels	45 and 5	.....	45 and 5
Hollow Back Shovels	45 and 5	.....	45 and 5
Hollow Back Coal Shovels	45 and 5	.....	45 and 5
Riveted Back Scoops	45 and 5	45 and 5	45 and 5
Miners' Spring Point Shovels	45 and 5	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, nickeled fittings, Cyco ball bearing	$48 00
Club, Jap. Cyco bearing	102 00
Champion, nickeled fittings	40 00
Champion, japanned fittings	34 00
Grand, nick., Cyco B.B.	61 00
Grand, jap., Cyco B.B.	55 00
Grand Rapids, nick., Cyco B.B.	45 00
Grand Rapids, jap., Cyco B.B.	39 00
Parlor Queen, nick., Cyco, B.B.	51 00
Princess, nick., Cyco B.B.	46 00
Standard, nickeled fittings	42 00
Standard, jap. fittings	36 00
Universal, nick., Cyco bearing	43 00
Universal, jap., Cyco bearing	37 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, nickeled	$98 00
Household, japanned	88 00
Superba, nickeled	114 00

F.O.B. factory, Niagara Falls, Ont.
Prices guaranteed by manufacturers against their own decline to Dec. 31, 1919. Also stock by jobbers.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 00
Attachments, set	8 25

F.O.B. Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 and 10%
Shoe findings list adopted July 5, 1917	Net List
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$ 2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.O.B. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb	0 71 -0 77
4-ply wrapping, lb.	0 73½-0 80

Montreal.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.O.B. Newmarket.

VALVES

	%
Compression work, standard	44
High grade	40
Fuller work, standard	40
Basin cocks, No. 0, standard	35
Nos. 1 and 2	35
Bath cocks, compression	45
Flatway stop and waste cocks, standard	44
Roundway stop and waste cocks, standard	44
Brass steam cocks, standard	Net list
Radiator valves, standard	31
Do., removable seat	Net list
Globe, angle and check valves, standard	22½
Do., Jenkins Disc	22
JJenkins Valves	Ne list
Standard Gate	25

F.O.B. Toronto.

Penberthy Brass Valves

Compodisk Valves	15-5%
Gate Valves	25%
Regrindinf Valves	15-2½%
Swing Check Valves	10-2½%

WARES, ETC.
Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%; White Ware, 50%
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30% and 5%.
33 1-3%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Nickel-plated Ware, 50%.
F.O.B. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Rain plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅝ in., 1¾ in., 1 15-16 in., $18.00; 1⅞ in., 1½ in., 1⅝ in., $15.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$4.75	$4.00	$4.75
Section, ½lb., per 100 lbs.	4.75	4.50	4.50
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

WHEELBARROWS

Navvy, steel wheel, doz.	$60 00
Garden, steel, doz.	64 25
Light garden, doz.	46 80

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

Cut Hay Wire.	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	5 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.

Smooth Steel Wire.

Nos. 0-9 gauge, base	5 00

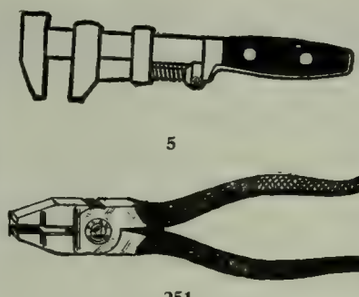
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

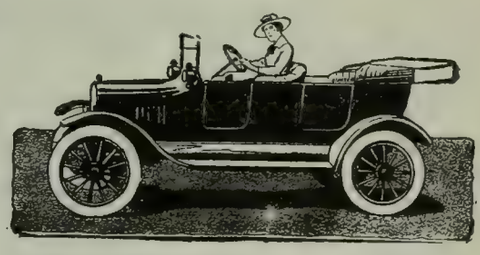
Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.

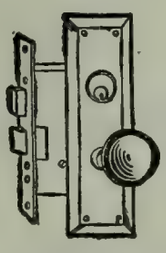

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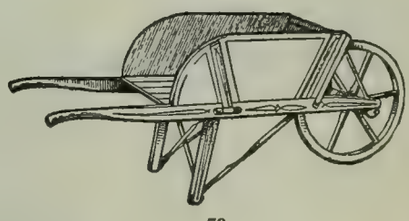

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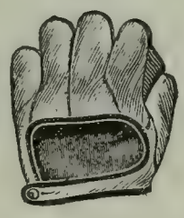

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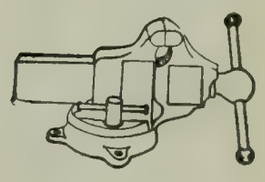

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79


330


269


72


67

THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 25c. each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE and METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 0lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	11-12c	12

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs...	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 09½
Do., pure, 100 lb. kegs..	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs..	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs..	0 15
Imp. green, 100-lb. kegs....	17-19
Chrome green, pure.....	0 35
Chrome yellow	25-41
Brunswick green, 100-lb. kg.	12-14½
Indian red, 100-lb. kegs...	15-20
Indian red, No. 1, 100-lb. k.	06-10
Lamp black 0 23-0	25
Venetian red, best bright..	07-09
Venetian red, No. 1	0 05½
Drop black, pure dry	0 09¼
Golden ochre, 100-lb. kegs..	0 12
White ochre, 100-lb. kegs.	05½-06
White ochre, barrels.....	0 04½
Yellow ochre, barrels	0 03½
French ochre, barrels.....	06-10½
Spruce ochre, 100-lb. kegs..	0 07-
Canadian red oxide, bbls..	0 03½
Super magnetic red	0 05
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1 lb. tins—

Venetian red	23-30
Indian red	0 30
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure.	25-28
Greens, pure	28-38
Siennas	0 34
Umbers	0 34
Ultramarine blue	45-48
Prussian blue	1 00
Chinese blue	1 00
Drop black	0 35
Ivory black	0 36
Signwriters' black, pure....	38-40
Lampblack	38-40
Marine black, 5-lb. irons...	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite $7	47½
B.H. "White" Enamel	7 47½
C.P.C. Albagloss	5 75

GLUE	Per lb
Brantford All Round Glue—	
Case No. 7—50 1-lb. pkgs....$25	00
Case No. 8—100 ½-lb. pkgs..	28 00
Case No. 9—200 ¼-lb. pkgs...	35 00
Discount—	
French medal (prices withdrawn).	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags.....	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags.	0 24

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25 .....$16	80	$22 90
26 to 34 17	80	24 85
35 to 40 18	35	26 40
41 to 50 23	50	30 00
51 to 60 24	60	30 80
61 to 70 26	50	32 70
71 to 80 29	70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each $0	80
Plates from 1 to 2 feet, each 0	90
" 2 to 3 " 0	95
" 3 to 4 " 1	15
" 4 to 5 " 1	35
" 5 to 7 " 1	50
" 7 to 10 " 1	70
" 10 to 12 " 1	75
" 12 to 15 " 1	85
" 15 to 25 " 1	95
" 25 to 50 " 2	15
" 50 to 75 " 2	20
" 75 to 90 " 2	25
" 90 to 100 " 2	30
" 100 to 120 " 2	60
" 120 to 140 " 2	90
Plates 101 to 110 wide containing not over 100 ft. each... 3	00
Plates 111 to 120 wide containing not over 100 ft., each... 3	40
Plates 101 to 110 wide containing over 100 ft., each 3	40
Plates 111 to 120 wide containing over 100 ft., each 3	75

Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure $16	00	$16 35
Crown Diamond 16	00	16 35
Crown, Pure 16	00	16 35
Green Seal 16	00	16 35
Ramsay's Pure 16	00	16 35
Moore's Pure 16	00	16 35
Tiger, Pure 16	00	16 35
O.P.W. Dec. Pure... 16	00	16 35
Red Seal 16	00	16 35
O.P.W. English 16	20	16 55
Elephant Genuine.... 16	50	16 85

B.B. Genuine Lead, less than tons, $18.50, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.....$10	50	14 50
Genuine, 100-pound kegs, per cwt. 11	50	15 50
Less quantity 13	25	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs. .. $....		$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
⅛s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

LITHARGE
Tons or over (cwt.).....$10 75
Smaller lots (cwt.) 11 75

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white $4	95
Elephant, colors 4	55
B.-H. English, white 5	05
B.-H. English, colors 4	85
B.-H. Floor 4	00
B.-H. Porch Floor 4	55
Minerva, white 4	90
Minerva, colors 4	65
Crown Diamond, white 4	80
Crown Diamond, colors 4	55
Crown Diamond, floor 4	00
B.-H. Fresconette, white..... 3	60
B.-H. Fresconette, colors..... 3	50
Moore's House Colors, white.. 5	00
Moore's House Colors, colors.. 4	80
Moore's Egyptian Paint, white 4	00
Do., colors 3	85
Moore's Floor Paint 3	75
Moore's Sani-Flat 3	75
Moore's Porch and Deck Paint 4	90
Moore's Mooramel	....
Jamieson's Crown Anchor ... 4	30
C.P.C. Pure, white 5	05
C.P.C. Pure, colors 5	55
O.P.W. Canada Brand, white. 4	80
O.P.W. Canada Brand, colors 4	50
O.P.W. Canada Brand, floor.. 3	75
O.P.W. Flat Wall, white..... 3	60
O.P.W. Flat Wall, colors..... 3	50
Ramsay's Pure, white 4	90
Ramsay's Pure, colors 4	60
Martin-Senour, 100%, white.. 5	05
Martin-Senour, 100%, colors.. 4	80
Martin-Senour, Porch Paint.. 4	55
Martin-Senour, Neutone, white 3	60
Martin-Senour, Neutone, colors 3	50
Senour's Floor Paint..... 4	00
Sherwin-Williams, white 5	05
Sherwin-Williams, colors 4	80
Sherwin-Williams, floor 4	00
Sherwin-Williams, porch floor. 4	55
Flat Tone, white 3	60
Flat Tone, colors 3	50
Lowe Bros., H.S., white 5	05
Lowe Bros., H.S., colors 4	80
Lowe Bros., hard drying floor. 4	00
Mellotone, white 3	75
Mellotone, colors 3	60
Sanitone, white 3	60
Sanitone, colors 3	50
Maple Leaf, white 5	05
Maple Leaf, colors 4	80
Maple Leaf, floor 4	00
Pearcy's Prepared, colors 4	25
Pearcy's Prepared,, white 4	50

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs....	$0 48
In kegs, about 250 lbs. ...	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY	Montreal	Toronto
Standard	Less than tons	
Bulk, in casks	$5 65	$5 95
Bulk, 100-lb. drums..	6 50	6 80
Bulk, 25-lb. drums...	6 75	7 05
Bulk, 12½-lb. irons..	7 00	7 30
Bladder, in bbls.	7 00	7 70

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

ROSIN
Barrels, 100 lbs. $11 50
Less, per lb. 0 14

SHELLAC
Pure White, gal. (1 gal. tins), $7.25; pure Orange, gal. (1 gal. tins), $6.50; Gum Shellac, TN, $1.00 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans $3	30
B.H. Vanisher 3	00
Cumoff 3	60
Takof 2	75
O.P.W. Presto 2	75
Lingerwett 2 55-3	00
Solvo 3	00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.35-$1.46 gal.; gal tins .....$1.57-$1.68	
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz....	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
C.P.C. Sun Varnish.....	3 83
C.P.C. Sun Spar.....	5 13
C.P.C. Sun Waterproof Floor	3 90
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 52
M-S Marble-Ite Floor	3 91
M-S Wood-Var	3 91
M-S Durable Spar	5 11
M-S Finest Interior	3 34
Elastic Interior	3 14
Mar-not	3 90
Quick Action House	2 65
Rexspar	5 12
Smear-Not	3 84
Kyanize Spar	4 94
Kyanize Cabinet Rubbing ..	3 84
Kyanize Interior	3 84
Luxeberry light	4 50
Luxeberry granite	4 50
Luxeberry spar	5 62
Ramsay's Universal	3 68
Crown Diamond Floor	3 65

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls. 0	13½
Opalite, 100 lb. kegs 0	14
1 gal. packages, per pkg... 0	75
½ gal. package, per pkg .. 0	40
Coralite, 5-lb. pkgs., white. 8	40
Coralite, 5-lb. pkgs., colors. 8	40
B.H. Frescota, 5-lb. pkge., white 7	80
B.H. Frescota, 5-lb. pkge., colors 8	40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21

WHITE	
XXX	0 18
XX	0 16¾
X	0 15¾
XC	0 13½
Japanese	0 13
XXX Extra	0 19
XX, grand	0 17¾
XLCR	0 16½
X Empire	0 15¼
X Press	0 14

COLORED	
No. 5	0 13¾
No. 1	0 12¾
No. 7	0 11¾
No. 1A	0 10¾
No. 1B	0 09¾
Fancy	0 15
Lion	0 13½
Standard	0 12
Popular	0 10½
Keen	0 09

Above lines subject to trade discount for quantity.

WAX	Per lb.
C. & B. Floor Wax $0	40
B.H. Wax 0	45
Ronuk Floor Wax, lb. 0	38
Berry Bros. 0	35
Imperial Floor Wax 0	40
Anchor 0	33
O.P.W. Lion Brand 0	45
Old English 0 53	0 62
Johnson's	0 62
Jamieson's liquid wax, gal. ... 2	75
Gold Medal 0	42
Edwards, lb. 0	40
Ramsay's 0	45
S. & W. 0	54
Crown Diamond 0	45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls. $2	50

F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls. $3 00

WOOD ALCOHOL	Per gal.
In five gallons	2 20
In barrels	2 15

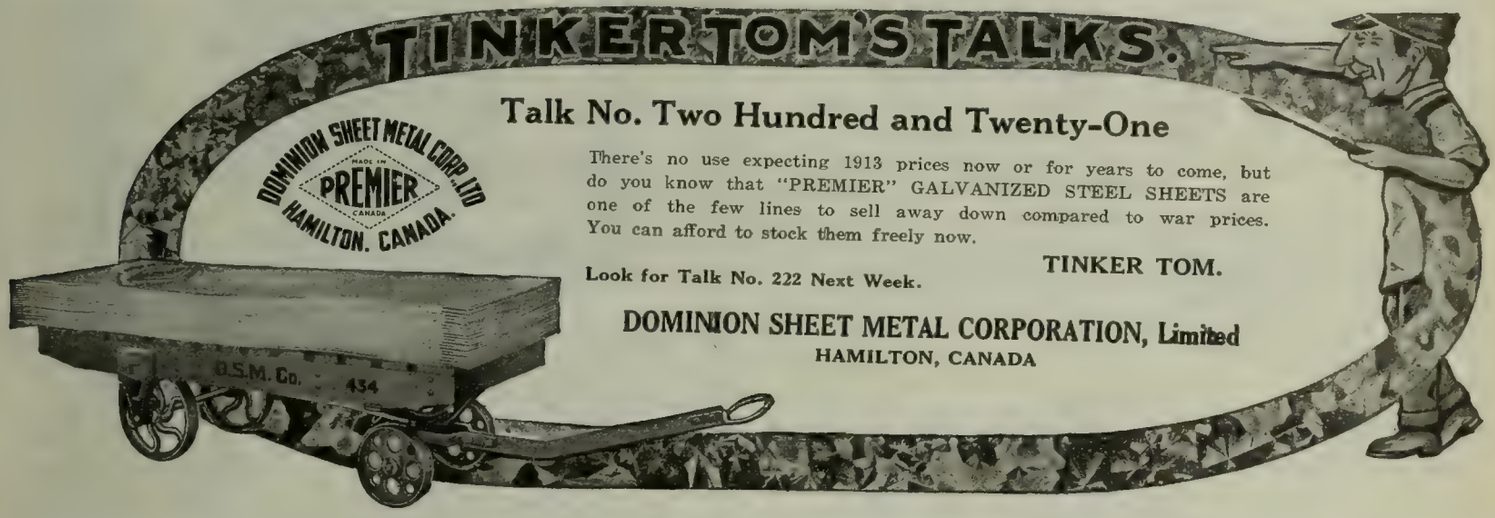
$4 extra for barrels.
F.o.b. Montreal, Toronto, London.

Our Canadian soldiers made Canada famous by winning great victories in Flanders. The Canadian Arrow Head Vanadium Steel Saws are making Canada famous, by winning the battle of popularity throughout the world.



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.



Talk No. Two Hundred and Twenty-One

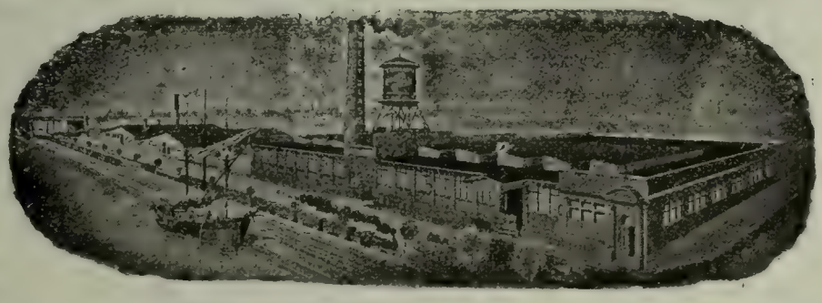
There's no use expecting 1913 prices now or for years to come, but do you know that "PREMIER" GALVANIZED STEEL SHEETS are one of the few lines to sell away down compared to war prices. You can afford to stock them freely now.

TINKER TOM.

Look for Talk No. 222 Next Week.

DOMINION SHEET METAL CORPORATION, Limited
HAMILTON, CANADA

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $3.25; C.B. Caps, $4.10; 2 2Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Double Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch. 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 20%; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $12.25. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, .7½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 35
Lookout	1 75
Sleepmeter	1 85

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 74c lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60-10%
Class B and C, off new list	20%
Bushings	20%
Unions	40%
Nipples 4" and under	55%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS WINDOW

	Single	Double
Up to 25 in.	....	....
26 to 40	....	....
41 to 50	....	....
51 to 60	....	....
61 to 70	....	....

GPASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 15
Cold Blast, regular	1 15

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4 $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherwenght, $9.95.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$9 40
28 Am. or 26 Eng.	9 00
26 Am. or 26 Eng	8 70
24	8 55
22	8 55
18 and 20	8 40
16	8 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 25
Mrs. Pott's No. 50, set	2 35

Mrs. Pott's common and iron handles, $1.45 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

20% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$18 00
No. 25. Dash-board	17 59
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 05
3	2 90
4	4 30
Barn Door	
5	2 65
8	2 65
9	4 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O-Cedar Polish, No. 1	$12 00
O-Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 00	....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll

1 in. mesh x 24 in.	6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in. $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 56c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 46c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out White, $5.20; Stephens' House, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens' Barn Paint, $2.10.

POLISH

O-Cedar—

	Doz.
4 oz.	$ 2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$ 2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

Bon Ton—

¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
Gal.	16 00
½ gal.	9 90



Stephen House Paint Especially Adapted for Service in Canada's Extreme Climate

How much do jobs, on which poor paint is used, really cost? How many customers do you lose through selling certain brands of paints and varnishes on which profits are greater, but on which you have your doubts as to quality wear, etc.?

Think it over.

If you are not satisfied with your paint for this season, if you feel that your increase will not be as great as you deserve, get in touch with us at once.

We have a special proposition to make you.

THE G. F. STEPHENS CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG AND CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 833	1071
inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 76
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER, Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $9.25; full polished, ...; 18 x 24, half polished, $9.25; full polished, ...; 20 x 28, half polished, $9.50; full polished, ...

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 45c lb.; No. 8, 46c; No. 10, 50c; No. 12, 54c.

Five-lb. assorted boxes, No. 8, 52c; No. 10, 55c lb.

Copper Burrs, No. 7, 45c; No. 8, 46c; No. 10, 50c; No. 12, 54c.

ROPE

Sisal, 28¼c base; pure Manila, 35¼c base; British Manila, 31¼c base; lath yarn, 28¼c base; African hemp, 31¼c base; cotton rope, ¼ and over, 66c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER

Star—	Quire.	Ream.
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—		
00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%, flat head, brass, 35%; coach, 45%. Set Screws, 40%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, nickeled	$101 00
Household, japanned	91 00
Superba, nickeled	117 00

F.O.B. Jobbers' Warehouse, Winnipeg. Prices guaranteed by manufacturers against their own decline to Decenmeber 31, 1919.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $15.95; D.H. Sqr. Pt., $15.95; L.H. Rd. Pt., $15.95; L.H., Sqr. Pt., $15.95; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 5, $20.25; No. 6, $20.50; No. 8, $21.00.

SOLDER. Per pound, 35 to 36c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$22 50
20 x 28 I.X. box	26 00
20 x 33 I.C. box	27 00
20 x 33 I.X. box	31 90
Terne plates	24 00

TRAPS, GAME—	Doz.		
	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE
See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 66
Cotton, 3-ply, balls	0 69
Cotton, 4-ply, cones	0 70
Cotton, 4-ply, balls	0 73

VARNISHES—

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, retinned, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Ligh Galvanized Pails and Tubs, list, plus 20%.

Heavy Galvanized Pails and Tubs, plus 80%.

Jap. Coal Hods, list, plus 35%.

Galvanized Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

WHITE LEAD

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB

Lyman, 4-point, $5.00 Winnipeg; Glidden Cattle, 2-pt., $4.80 Winnipeg; Baker, 2-pt., $4.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized, Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.75 Winnipeg; $6.25 Fort William. Brass snare wire, per lb., 80c.

WIRE, ANNEALED

No. 9, $5.50; 10, $5.56; 12, $5.70; 14, $5.90; 15, $6.05; 16, $6.20 per 100 lbs.

WRENCHES (NUT)

Agricultural—	Doz.
6 inch.	$6 70
8 inch.	8 00
10 inch.	9 40
12 inch.	12 00
15 inch.	16 80
Perfect Handle—	
6 inch.	12 00
8 inch.	14 40
10 inch.	16 80
12 inch.	21 60
15 inch.	28 80
18 inch.	38 40

WRENCHES (PIPE)

Stillson—	Each
6 inch.	$1 00
8 inch.	1 15
10 inch.	1 25
14 inch.	1 75
18 inch.	2 50
24 inch.	3 65
36 inch.	6 75
Trimo—	
10 inch.	$1 60
14 in.	2 10
18 inch.	3 00
24 inch.	4 35

Always Ready—	Dozen. Black.	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Eze, $62.55 per dozen, Reliance,

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

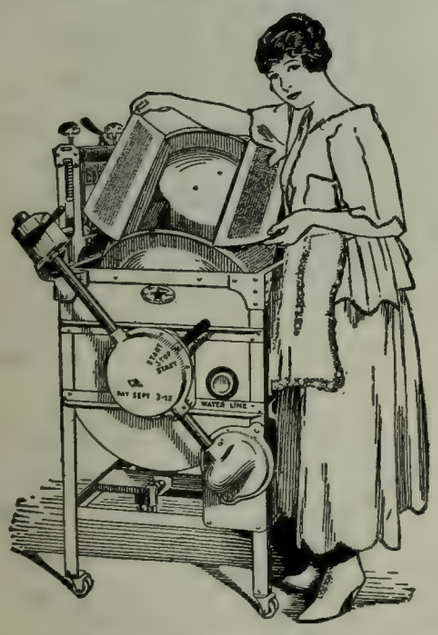
A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED



THE BIG MARKET

—*IS AT HAND*—

In the big demand for Labor Saving appliances that has been developed by the education of the housewife to a realization of the fact that she need not be a household drudge —

THE EDEN DOMINATES ITS MARKET

Because its construction is time tested.
Because it has twenty-five inimitable and exclusive features.
Because it is nationally advertised.
Because it is sold on a Golden Rule Policy.

Because it does what it is built to do—it washes clothes and washes them to snow whites, quickly, easily and economically.

THEREFORE:—YOU SHOULD SELL THE EDEN and reap the harvest of prosperity that is in sight.

GREAT WEST ELECTRIC COMPANY, LTD.

CANADIAN DISTRIBUTORS

WINNIPEG MANITOBA

Distributors of LACO TUNGSTEN and NITRO LAMPS

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Norman MacDonald & Co., Toronto, Ont.
Plewes, Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Implements
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammonia
The Engineers' Supply Co., Winnipeg, Man.
Stuart & Foster, Toronto.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Art Glass
Leeks and Potts, Limited, Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Crown Cycle & Motor Co., Montreal.
E. G. Gooderham, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
The Bunyan Mfg. Co., Cleveland, Ohio.
The Burrowes Mfg. Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chapman Ball Bearing Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durkee-Atwood Co., Toronto, Ont.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The J. H. Hanson Co., Ltd., Montreal, Que.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Will. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. K. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Perfection Sanitary Brush Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irvington, N.J.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.

Automobile Hoods (Ford)
The Burrowes Mfg. Co., Toronto.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Automobile Signals
The Bunyan Mfg. Co., Cleveland, Ohio.

Awnings
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Ont.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Boats
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg.
The Steel Co. of Canada, Ltd., Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Smith & Hemenway Co., Irvington, N.J.

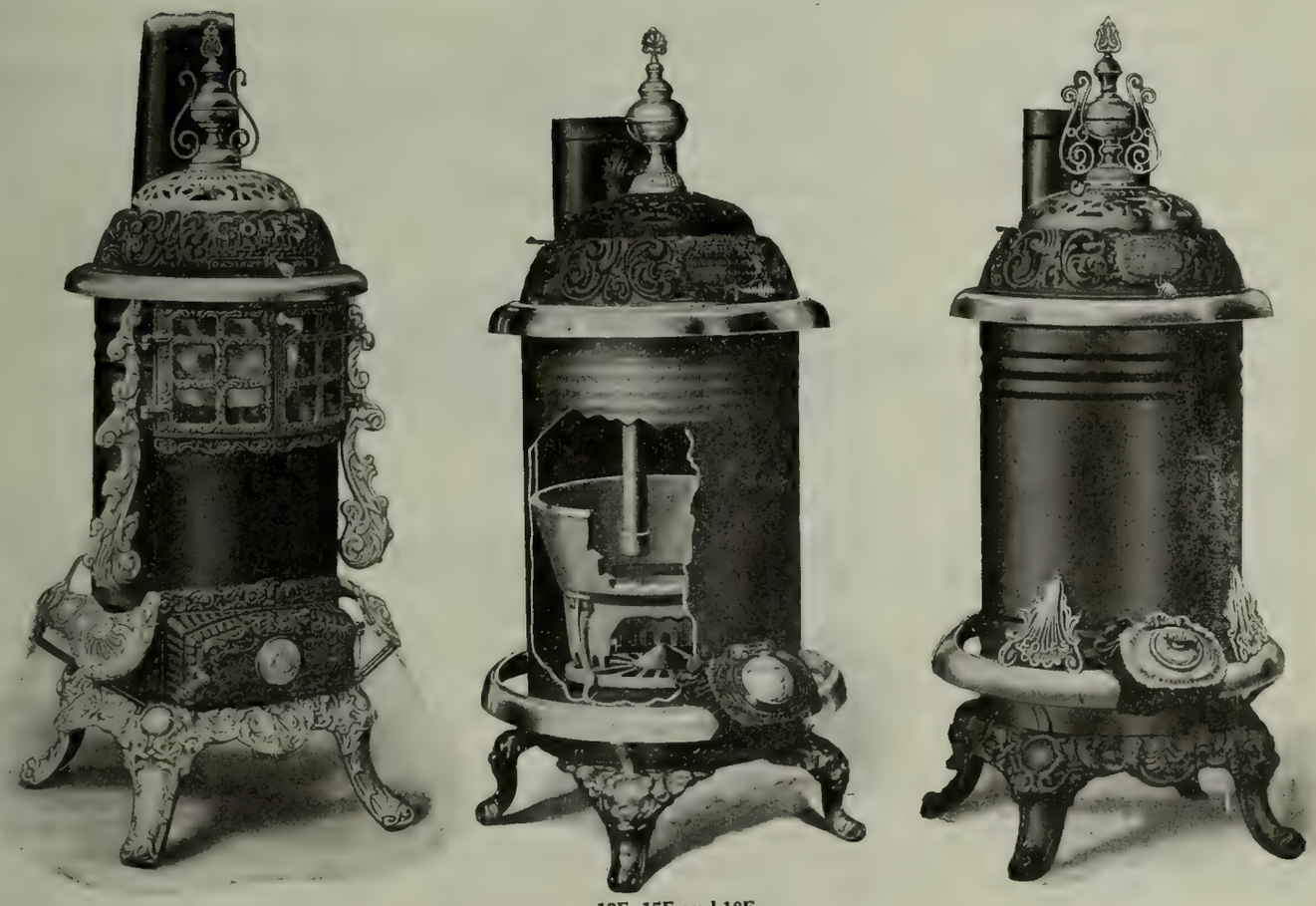
The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

COLE'S HEATERS

Have Ideal Selling Features



12E, 15E and 18E

HOT BLAST HEATERS

Cole's Original Heaters give cleanliness and an absolute uniformity of heat day and night. The hot draft blast discharges a blast of air heated to 600 degrees over the surface of the coal. This blast of heated air oxidizes the gas as it is distilled from the upper surface of the fuel, and it is thrown into the stove with sufficient force to create a flame to burn the mixture, whether running full force or shut down to lowest point. These stoves are absolutely air-tight. The heavy castings surrounding the fire are cased in with a straight steel jacket. This gives an all-steel radiating surface, which makes the stove a powerful heater and a perfect floor warmer.

Nos. 12E, 15E, 18E, 118 and 184 have 20 gauge velvet blue polished bodies with 18 gauge double seamed, water-tight steel bottoms. Nos. 206 and 247 have 16 and 14 gauge bodies, boiler plate riveted bottoms..

All-steel radiating surface; no joints at the firebelt; patented draft connections; compound hinge; hot blast draft; smokeproof feed door; will burn soft coal, slack, siftings, hard coal, coke, wood and cobs.

Nickel plated steel top rim, urn, screw cap and foot rail, other trimmings plain.

The J. H. ASHDOWN HARDWARE CO., Limited

CALGARY WINNIPEG SASKATOON

THE BUYERS' GUIDE

Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Economy Foundry Co., Portage la Prairie.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Drain Pipe Cleaners
Herbert Terry & Sons, Redditch, Eng.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Pemberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
The Barton Netting Co., Ltd., Windsor, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.
The Northern Electric Co., Ltd., Montreal, Que.

Electro Plate Ware
W. J. Anthony & Sons, Ltd., Birmingham, Eng.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers Ltd., Montreal, P.O.
James Hutton & Co., Montreal, Que.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Common Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co Montreal.

Fanlight Openers
Jas Cartland & Sons, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Chas. Lindsay, Ltd., Glasgow, Scotland.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Finnie & Murray, Ltd., Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

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The Stanley Works, New Britain, Conn.

Braces
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Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

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Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

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Meakins & Sons, Ltd., Hamilton.
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Walter Woods & Co., Hamilton.

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Caverhill, Learmont & Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
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Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Co., Limited, Toronto.
Firelight Supplies, Manchester, Eng.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
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Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

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McKinnon Industries, Ltd., St. Catharines, Ont.

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Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
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Cable Carriers
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Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

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J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

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Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Climbers
Smith & Hemenway Co., Inc., Irvington, N.J.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

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The Stanley Works, New Britain, Conn.

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Cotton Gloves
American Pad & Textile Co., Chatham.

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Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
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Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Couplers, Belt
Strong Machinery & Supply Co., New York, N.Y.

Crank Pulls (Wire)
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Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Creepers, Ice
Churchill Mfg. Co., Inc., Lowell, Mass.

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Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

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Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.

The Secret of the Strikes

Most Canadians are asking "What is the cause of the 'Great Unrest' "? Is it the fault of labor—or of capital?—or is it the result of German propaganda? Do you know of the real reason for the labor disturbances in Canada, and elsewhere? Are YOU thoroughly familiar with the ins-and-outs of the plans which threaten a world-wide "tie-up?" This is something that should be understood by every Canadian. And every Canadian should read "The Secret of the Strikes," by Lieut.-Colonel J. B. Maclean in the August issue of MacLean's Magazine. It is brimful of startling and authoritative information regarding this great problem. Read it carefully. It starts on page 33, August MacLean's.

"The Lecturer At Large"

Stephen Leacock is one of the continent's greatest humorists. "The Lecturer at Large" is one of the best humorous sketches that he has written. It is made up of what he terms "a few painful reminiscences of the platform" in the course of his lecturing up and down Canada. Get your family around you and read the sketch aloud—it's a rare treat.

Other Big Features

"A Party in the Making." By J. K. Munro. Illustrated by William Casey. An article on the political situation, giving a great deal of inside information with reference to recent developments at Ottawa.

"Solving the Problem of the Arctic." By Vilhjalmur Stefansson. The fifth instalment of his story of the five years' explorations that he conducted for the Dominion of Canada.

"The Unspoiled Country." By Harold C. Lowrey. A descriptive article of a part of Canada which is little known to Canadians generally, Temagami.

"Petite Simunde." By Arthur Beverley Baxter. Illustrated by E. J. Dinsmore. A charming romance of the war. The author will be remembered favorably for his "Mr. Craighouse of New York, Satirist."

"The Seven Blue Doves." By W. A. Fraser. Illustrated by Charles L. Wrenn. The fifth of the Bulldog Carney series and in some respects the best. It is a mystery story.

"His Majesty's Well-Beloved." By Baroness Orczy. Illustrated by C. F. Peters. The second instalment of this splendid romantic novel of the colorful era of Charles II.

The Month's Vital Question

Turn to page 34, August MACLEAN'S, and you will find timely and interesting information regarding the High Cost of Living—a problem of large proportions.

The Review of Reviews

Here are a few of the articles chosen as the best published during the past month in all magazines:—Britain Winning Supremacy of the Air; Has Japan Two Governments?; Kaiser Employed Famous Beauties; The New Triple Alliance; Mammoth Animals in Alberta.

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Royal Canadian Specialties, Hamilton, Ont.

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McKinnon Industries, Ltd., St. Catharines, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Fdry. & Machine Co., Ltd., Moncton, N.B

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
The Vlit Mfg. Co., Montreal, Que.

Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Winnipeg Ceiling & Roofing Co., Winnipeg

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seeders and Hoes
The Bateman-Wilkinson Co., Ltd., Toronto.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garden Tools
The Bateman-Wilkinson Co., Ltd., Toronto.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Leeks & Potts, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co, Winnipeg.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue, Sheet and Ground
DeaRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg.
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.
Norman MacDonald, Toronto, Ont.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Gum
Firelight Supplies, Manchester, England.

Gum, Repair
Adamson Mfg. Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Cavenhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.

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Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

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Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
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Cushman Motor Works, Ltd., Winnipeg.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
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Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Economy Foundry Co., Ltd., Portage la Prairie.
National Mfg. Co., Sterling, Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. of Canada, Galt.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Specialties
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The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
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Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
North American Hardware Co., Ltd., Montreal
Smith & Hemenway Co., Inc., Irvington, N.J.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
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Harness Hardware
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Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

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The Brainerd Mfg. Co., East Rochester, N.Y.
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Enterprise Foundry Co., Sackville, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.

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Dunlop Tire & Rubber Goods Co. Ltd. Toronto.
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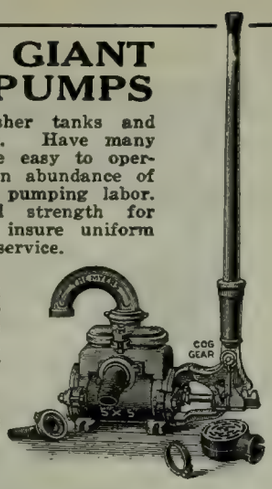
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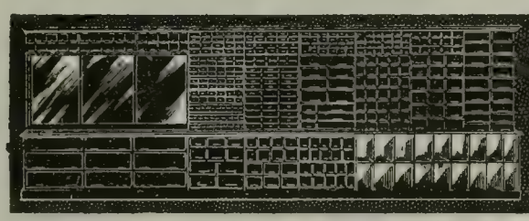
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St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont

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Plewes Ltd., Winnipeg, Man.

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Collins Mfg. Co., Toronto.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

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Caverhill, Learmont & Co., Montreal.
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Engineers' Supply Co., Winnipeg, Man.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
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Hot Air Registers
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Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
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Injectors, Auto-Positive
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Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
The Royal Self-Heating Iron Co., Big Prairie, O.

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Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

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Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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Boston Varnish Co., Everett Station, Boston, Mass.

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Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

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Jonathan Crookes & Son, Ltd., Sheffield, Eng.
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Novelty Cutlery Co., Canton, Ohio.
Wiebusch & Hilger, Toronto.

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Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
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Wilkes-Martin-Wilckes Co., New York.

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Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

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Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
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THE BUYERS' GUIDE

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Hamilton Stamp & Stencil Works, Hamilton, Ont.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Toronto Plate Glass Importing Co., Toronto.
Leeks and Potts, Limited, Hamilton, Ont.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.
Lake Superior Paper Co., Ltd., Sault Ste. Marie, Ont.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co., of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Burners, Kerosene
The Canada Oil Burner Co., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co. Montreal.
Firelight Supplies, Manchester, Eng.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co. Montreal.
McArthur-Irwin Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.
W. C. Wood Co., Minneapolis Minn.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pastes
Stuart & Foster, Toronto.

Paste, Dry
Stuart & Foster, Toronto.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg.
The Musical Merchandise Sales Co., Toronto, Ont.

Pick, Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Rings
The Brown Engineering Co., Toronto, Ont.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaner
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.
A. H. Power Furnace Co., oTronto, Ont.
Soren Bros., Toronto.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Planters and Diggers, Potato
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.

Plyers
F. W. Lamplough & Co., Montreal.
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THE BUYERS' GUIDE

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Plow Rings
International Malleable Iron Co., Ltd., Guelph.

Polishes
Stuart & Foster, Toronto.
Vlit Mfg. Co., Montreal, Que.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

Polishes, Brass
Stuart & Foster, Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polish, Silver
Stuart & Foster, Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

Polish, Cream, Metal
Stuart & Foster, Toronto.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal.

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rat Poison
The Common Sense Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Limited, London, Eng.
Wiebusch & Hilger, New York.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Records, Talking Machine
The Musical Merchandise Sales Co., Toronto, Ont.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rod ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed.

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Butchers'
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

Saws, Hack
The Millers Falls Co., Millers Falls, Mass.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Searchlights
The Brilliant Searchlight Mfg. Co., Chicago, Ill.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Seats, Garden
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.
Silverwoods, Ltd., London, Ont.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Show Cases
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

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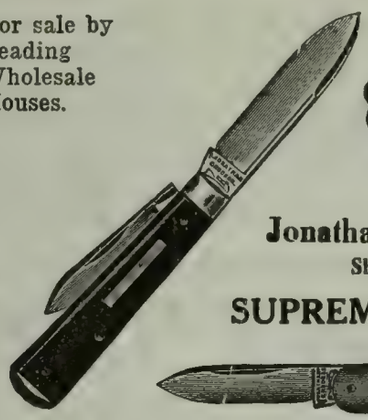
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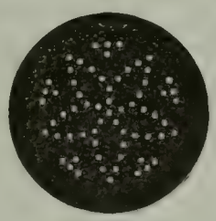
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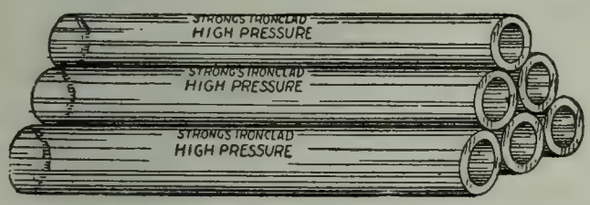
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
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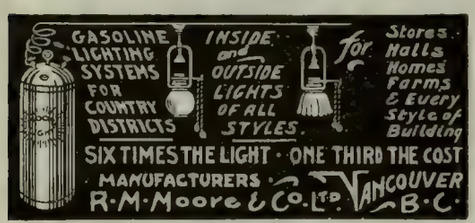
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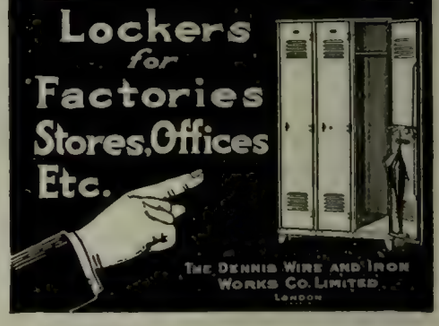
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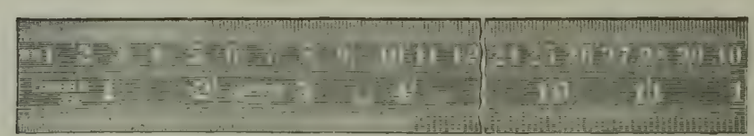
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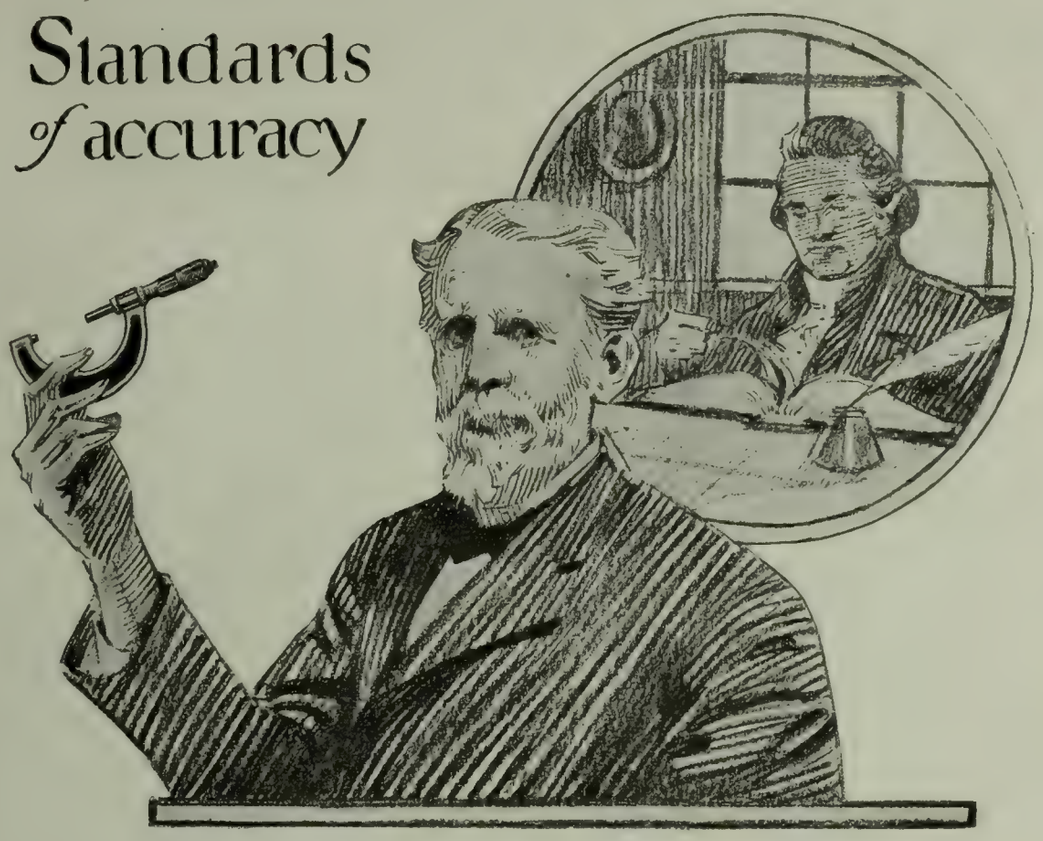
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McKINNON RADIATORS

Really Cellular

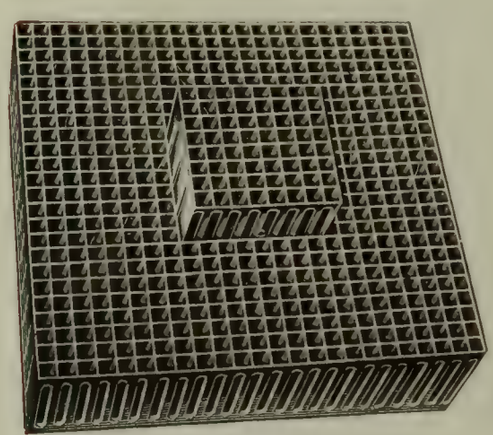
It is easy to break an ordinary radiator beyond repair, a condition that entails wholesale waste, because scraping an ordinary radiator entails scraping the expensive tanks and other accessory parts.

The McKinnon Radiator solves this big waste problem—Its core is made up of individual cells, which can be fitted into any radiator frame work—

This is very valuable information for the auto owners and garage men—We supply new cores that will fit ANY RADIATOR SHELL.

Corrosion is also one of the evil influences of water on the radiator—We overcome this by carefully tinning the inside and outside of McKinnon Radiators. The sides are straight downward, and corrugated so that the water is constantly in agitated action carrying sediment away from the sides, so that the heat can be transferred to the sides and carried away by the cool air passing through the air cells, keeping the engine cool.

The water pockets are also constructed to permit of an outward strain many times before a burst will take place—



Vibration has no terrors for the McKinnon Radiator—because it is a solid unit not an aggregation of tubes, fins and separate pieces.

This is one line every garage man and dealer should carry.

We Invite Correspondence

McKINNON INDUSTRIES LIMITED

ST. CATHARINES ONTARIO, CANADA

31st ANNUAL FALL NUMBER

HARDWARE AND METAL

Vol. XXXI
No. 34

PUBLISHED EVERY SATURDAY SINCE 1888

AUGUST 23
1919

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

BRANDRAM-HENDERSON LIMITED

PRESTIGE

BUILT by our knowledge of paint ingredients and our steadfast adherence to the correct formulae, no matter how high-priced or how difficult to obtain those ingredients may be.

Strengthened by our advertising which has for years been telling the public of our methods of ensuring them complete satisfaction in the use of any brand that bears our label.

Secured by the co-operation of a chain of dealers chosen by us for their ability to worthily represent so remarkable a line of Paints and Varnishes.

These form the foundation of B-H prestige—a prestige which reflects itself on every hardware store that becomes known as "B-H Headquarters."

If we are not represented in your locality write us for particulars of our attractive agency proposition. It will place you under no obligation.

B-H ENGLISH PAINT

PAINTS HARDWARE

B-H

"Save the surface and you save all" Paint & Varnish

A LINE IT PAYS TO PUSH

Merchandise must have merit or it cannot be successfully advertised. The success of O-Cedar Products has its root in a very definite superiority—the advertising we do merely tells the people of that superiority and so induces them to try it—the real sale of these products comes from the repeat orders which invariably follow a trial.

"As good as gold" is gold's best recommendation — "As Good as O-Cedar" is the selling-talk of those few who attempt to sell a substitute for our products and in saying that they admit there is but one O-Cedar Polish.

Attempting to sell inferior substitutes is unprofitable; it overlooks the most vital feature of successful merchandising — satisfied customers.



O-Cedar Polish

The backing we give to merchants who sell our products is such as to prove our own sincere confidence in the goods we make. We advertise them freely—we supply dealers with window trims, advertising plates and counter displays. On top of that, we allow a fair margin and we endeavor to have prices maintained.

All this makes the O-Cedar line a profitable one to handle—a line it pays to push.

These Products sell readily because of their reputation — and their reputation is based on real merit and satisfaction.

Are you giving them that attention which they deserve? Are you featuring them in a way that will secure for your store all the profit that can be made out of their sale?

CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO



HARDWARE AND METAL, August 23rd, 1919. Volume XXXI., No. 34. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

TINPLATES
TINNED SHEETS
CANADA PLATES
BLACK TAGGERS
STEEL SHEETS

Black, Galvanized and Polished

HOOPS
SHEET ZINC
SHEET COPPER
INGOT METALS

Antimony, Copper, Lead, Tin, Zinc, Aluminum

M. & L. SAMUEL, BENJAMIN & CO.

COR. KING ST. AND SPADINA AVE., TORONTO

UNIVERSAL HOME NEEDS



For the Dining Room

Table Cutlery and Silverware, Coffee Urns, Tea Balls, Tea Pots, Chafing Dishes, Electric Grills, Vacuum Pitchers, Casseroles, Toasters, etc. All these are graceful in design, superior in material and construction.



For the Kitchen

Make hard work easy and get better results by using the UNIVERSAL Food Chopper, Mayonnaise Mixer, Bread Maker, Coffee Percolator, Tea Ball, Tea Pot, Electric Iron, Electric Waffle Iron and Kitchen Cutlery. Use this UNIVERSAL line of Home Needs and make your kitchen work a pleasure.

Made to meet

Home Service Requirements of the Consumer

UNIVERSAL HOME NEEDS

Store Profit Requirements of the Dealer

LANDERS · FRARY & CLARK

NEW BRITAIN CONNECTICUT

For the Office, School, Motor Car, Hotel or Camp

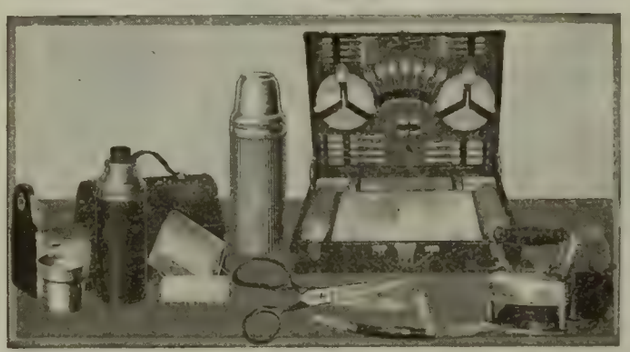
For the Boudoir

CANADIAN REPRESENTATIVES:

A. MACFARLANE & CO., LTD., MONTREAL, QUEBEC

Many practical every-day uses in keeping food or drinks hot or cold make the UNIVERSAL Bottle a dispenser of comfort that nowadays we can ill afford to do without. Our line consists of Vacuum Bottles, Lunch Boxes, Motor Sets, Pocket Cutlery, Scissors, Shears and Tourists' Eelectric Irons.

Our useful electric line of Home Needs for the Boudoir consisting of Electric Heating Pads, Curling Irons, Vacuum Jug, Immersion Heater, Milk Warmer, Radiator Heater, Hot Water Bottle, are constantly in demand by to-day's housewife.





Genco RAZORS

Reg U S Pat Off.

"Must Make Good or We Will"







What Sells Razors?

SEEING razors is what sells them. Men see GENCO Razors in our advertising. They learn that our type of razor is the one every barber uses. A display of our razors on your counter stops them.

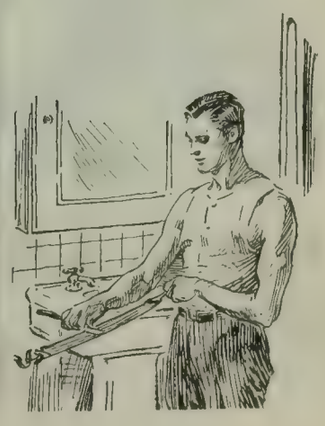
It's amazing how many men like to take a real razor in hand and see how sharp it is.

The broad back of a GENCO, its concave-ground blade and that slight bevel backing its edge set the blade against the strop at just the right angle. That perfect shaving edge can be renewed with as few strokes as a barber makes. Anybody can strop a GENCO razor.

Tell customers that; tell them also that "GENCO Razors must make good or we will," and note how many razors you sell to men who came in to buy other things bringing comparatively small profits.

The handsome GENCO Display Cabinet, shown above, is sent Free with your first order of GENCO Razors.





Geneva Cutlery Corporation

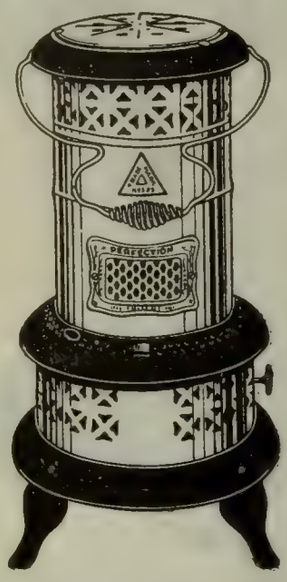
332 Bannatyne Ave., Winnipeg, Can.

159 Gates Ave. Geneva, N.Y.

New York City, 160 Broadway. Chicago, Ill., 8 So. Dearborn, St.

San Francisco, Sheldon Bldg.

Largest Exclusive Manufacturers of High-Grade Razors in the World.



To Warm Up The Cool September Evenings

With September the evenings begin to get cool and the need of chill removers becomes apparent. These two are recognized standard in oil and electric. Order now.

PERFECTION
Oil Heaters

We carry in stock Nos. 520, 525, 530 and 630 for immediate delivery. The "Perfection" oil heater has long since proven its great value as an auxiliary heater. It's clean and odorless.

MAJESTIC
Electric Heaters

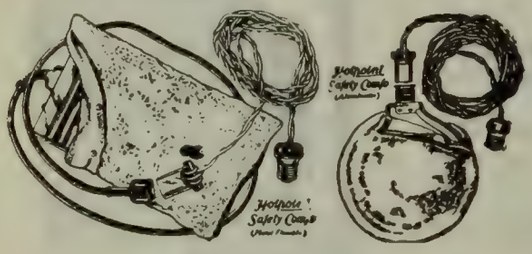
In every locality where an electric service is obtainable the "Majestic" is a household word. It is as handsome as it is efficient. Order now.

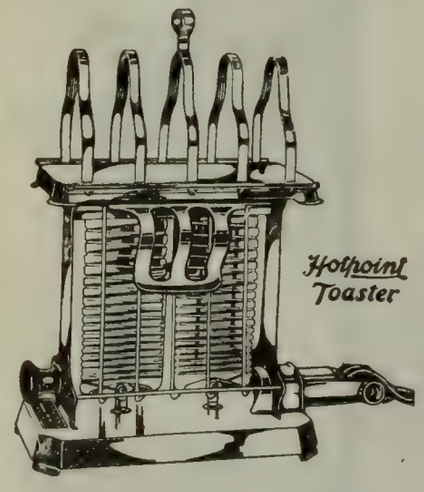


RICE LEWIS & SON LIMITED TORONTO HARDWARE ESTD 18 47

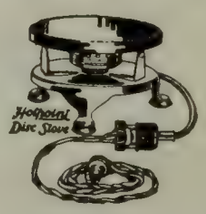
Electrical
Gifts Suitable for

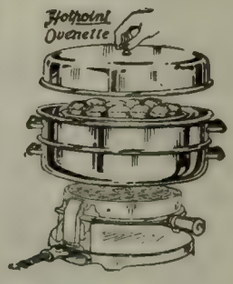
The growing popularity of electricity in outlying districts served by the hydro tends to open a new field for the hardware dealer in electrical appliances of all kinds. Order a stock of appliances for September business.











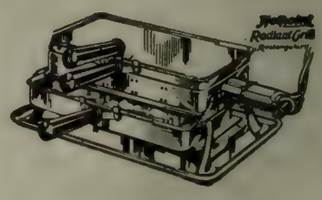
Appliances
September Weddings

We carry a complete stock of "Hotpoint" electrical appliances including heating pads, irons, toasters, percolators, grills, ovenettes, etc. They make very acceptable wedding gifts. "Hotpoint" appliances are standard.











RICE LEWIS AND SON, LIMITED

Victoria St., Toronto



Keep 'em Smiling

There's Profit in Smiles

Garage Sets Nos. 805-806



The smiles of the satisfied customers are true barometers of business. There's nothing like the National Smile—the smile of the National customer.

The National dealer smiles also, his is the smile of satisfaction; he sells lots of National goods. National Garage Sets are one of his best sellers. With this set the doors slide and fold along the walls as shown. Neatness; easy operation; defies snow and ice; opens and closes easily. One door opens independently.

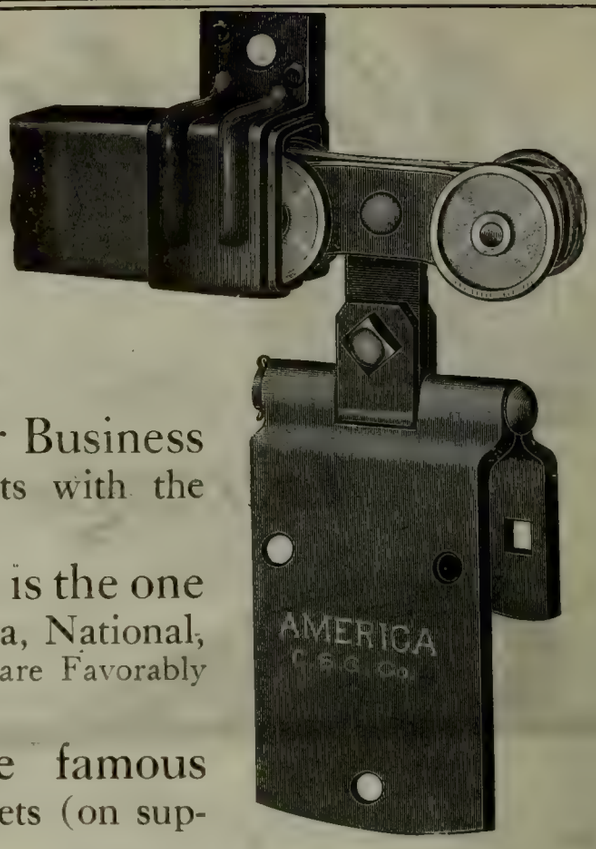
Do you "Own Your Own Town's business"? Ask us about it.

Set No. 805 includes: No. 29 Latch. 1 only Swivel Hanger; 6-foot Braced Rail; 4½ pairs 4x4-inch Jap. No. 505 T.P. Butts; 1 only No. 820 Chain Bolt; 1 only No. 830 Foot Bolt; 1 only No. 5 Pull; 1 only 4-inch No. 30 Safety Hasp. All necessary Bolts and Screws. Comes packed in the "unusual National way." Japan finished. We ship the day the order comes. Set No. 806 includes the same, except that No. 27 Latch is used instead of No. 29.

Both Sets in Japan finish.

National Manufacturing Company
Sterling, Ill.

Door Hangers That Sell Easily and Give Life-Time Service



The steady increase of our Hanger Business has convinced us that our assortment meets with the approval of the consumer and gives satisfaction.

See to it that your Door Hanger line is the one marketed under the trade names of Canada, National, Hatch, America, and Great West; these brands are Favorably Known, Universally Used, Broadly Distributed.

"America" Hangers run on the famous Trolley Track with the Corrugated Brackets (on supports) as do also the Hatch and Great West.

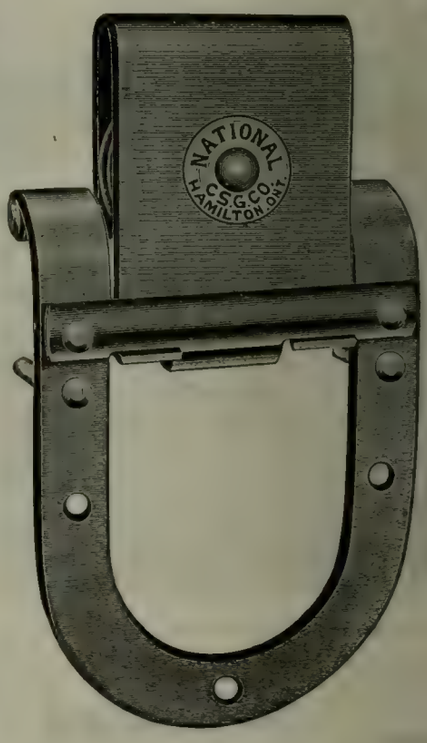
"National" and "Canada" Hangers run on the flat "National" Track.

When ordering Hangers be sure and specify the quantity of Track and also Brackets required.

Swing in to-day—link your efforts with the biggest selling line of Door Hangers—Bigger Profits will result.



Our new Catalogue "D" illustrating our complete line of Wrought Steel Hardware and Specialties is yours for the asking.



CANADA STEEL GOODS CO.
LIMITED
HAMILTON, CANADA



"NATIONAL" TRACK
For
"CANADA" and "NATIONAL" HANGERS



LET *YOUR* WINDOW SELL

PLYMOUTH ROPE

This picture illustrates what may be easily accomplished in the way of Plymouth Rope window displays. Simple arrangement of the rope itself, together with the Dealer Helps which are free for the asking, will attract attention and stimulate your rope sales.

The following letter accompanied the picture which we reproduce:

"I thought that you would be interested in this because it is Plymouth Rope and the various knots, hitches, and ties were copied from the series of illustrations which you ran in Plymouth Products recently. These various knots were tied and fixed during spare time, but they have been very interesting and attracted considerable attention. Several gentlemen were looking at them and one said that they must have been tied by a sailor, but he didn't know that the work was done by a 'land lubber' who has only seen the ocean a few times during a short visit of two weeks to Boston and vicinity some twelve years ago.

"We are still selling Plymouth Rope because we find it more satisfactory than any other and also we are still selling it by the foot, because that is the only way for a retail merchant to sell it."

THE SHOW WINDOW IS *YOUR* "SILENT" SALESMAN—
YOU CAN MAKE IT *TALK*

Plymouth Cordage Company

NORTH PLYMOUTH, MASS. WELLAND, CANADA

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS

SKILLED MECHANICS DEMAND

STANLEY PLANES

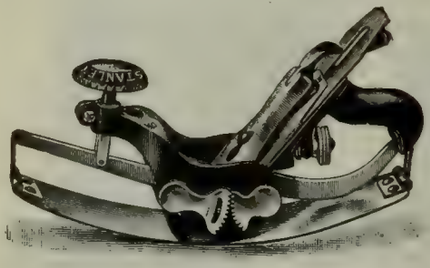
A PLANE FOR EVERY PURPOSE

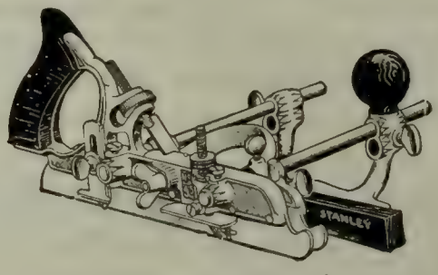
Everyone Will Faithfully And Well Perform All Work It Is Intended For



THE GREAT MAGAZINE PLANE

STANLEY'S CIRCULAR PLANE



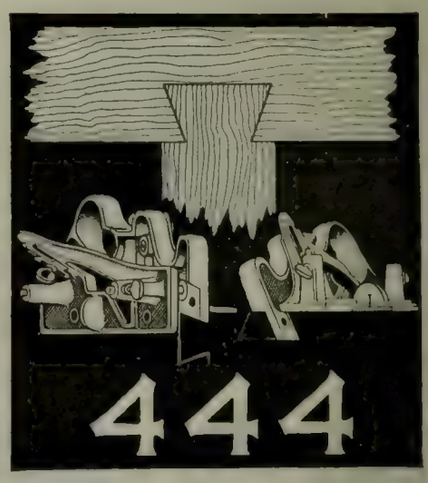


Stanley "Forty-five"

Seven Tools in One

(1) Reading and Center-Beading Plane; (2) Rabbet and Filletster Plane; (3) Dado Plane; (4) Plow Plane; (5) Matching Plane; (6) Sash Plane; (7) A Superior Slitting Plane.

Extra cutters may be used to advantage by substituting specially formed detachable bottom. Carpenters will find this tool almost invaluable.



127 VARIETIES STANLEY PLANES IN STOCK

CAVERHILL, LEARMONT & CO.

MONTREAL

BY-PRODUCT COKE
SULPHATE of AMMONIA

"HAMILTON" PIG IRON

Basic Malleable Foundry

STEEL & IRON BARS
OPEN HEARTH STEEL SHEETS

FORGINGS

Car Axles
Shape and Drop Forgings
Carriage and Automobile Hardware

POLE LINE HARDWARE

(Black and Galvanized)

Pole Steps
Cross Arm Braces
Guy Clamps
Guy Rods

SCREWS

Steel, Brass and Bronze
Wood and Machine Screws

NAILS, SPIKES & RIVETS

Wire
Cut
Boat and Horse Shoe Nails
Railway
Pressed and Drift Spikes
Tacks
Shoe Nails
Steel and Copper Rivets
Burrs

Purchase the Products of Canadian Mills

TO uphold the Glory we have jointly earned—to honor our noble dead—to comfort the wounded, and extend to the men returned the hand of prosperous welcome, we must cast aside all forebodings and face the future with unbounded courage and confidence and, without a shadow of doubt, declare to the World that this Nation, which was so quickly and successfully transformed to a War basis, can be depended upon to revert to Peace conditions with equal success. The buyer and seller must recognize their duty to the Nation and co-operate fully to the end that all products that can be produced in Canada by Canadian workmen shall not be purchased elsewhere.

OUR Duty is plain; Canada with Canadian labor and capital can produce, manufacture and distribute products sufficient to keep the wheels of industry turning to the limit. The song of Prosperity and Happiness should ring out all over the land. Let us sincerely pledge to the extent of our needs, to purchase materials produced in Canada by Canadian Workmen, and the result of our efforts will return to us the Blessings of a Prosperous and Happy Nation.

THE
STEEL COMPANY OF CANADA
LIMITED

HAMILTON MONTREAL

RAILROAD TRACK MATERIAL

Angle Bars
Track Bolts
Tie Plates
Tie Rods
Spikes

WROUGHT PIPE

Black Pipe
Galvanized Pipe
Nipples
Couplings

LEAD PRODUCTS

Lead Pipe
White Lead
Shot
Putty

WIRE

Steel & Brass
Copper & Bronze
Heavy and Fine
Bright Annealed
Coppered
Galvanized and Tinned
Stranded
Steel and Copper Cable
Clothes Line
Staples
Barb Wire
Woven Wire
Fencing
Fence Gates

Bars Blooms Billets
Wire Wire Rods Sheets Horse Shoes
Angles Channels Plow Beams

Eight Reasons Why the VICTOR is America's Most Popular Game Trap

1 THE Oneida Community has long since passed the experimental stage in trap design. With seventy years' experience behind them, these manufacturers possess the "Know How" so necessary to successful game trap design. They have trap manufacturing and animal catching experience—seventy years of it.

2 For years these manufacturers have persistently worked to put game traps on an attractive basis for both jobber and retailer. Today Victor Traps stand at the head of the list in rapid turnover and consumer satisfaction. And these two factors mean *greater profits* all around.

3 The latest innovation in Victor Traps is the Victor No. 1 Giant—a giant in jaw-height, strength and durability. Unlike ordinary traps of this design, every part of the new Giant is built *in proportion* to the wider jaws. This new trap immediately sets a new standard in trap construction. It possesses all of the regular Victor features plus a heavier chain, improved swivel, faster spring, heavier pan and wider dog.

4 The spring of every Victor Trap has seventy years' experience of scientific spring making built into it. It is the result of nearly three-fourths of a century's research and development conducted in the factories of the oldest game trap manufacturers in the world. Remember—the Victor has passed the experimental stage.

5 Examine the patented "Humped Cross" of the Victor Trap. Note that there are no troughs or partly enclosed spaces to collect drifting dirt, sand or sticks when the trap is set in water. *Freeze-proof*—with nothing to interfere with quick and certain trap action.

6 Examine the pan of the Victor. It is made of thick metal securely riveted so that it cannot come off when attacked by rust at the rivet head.

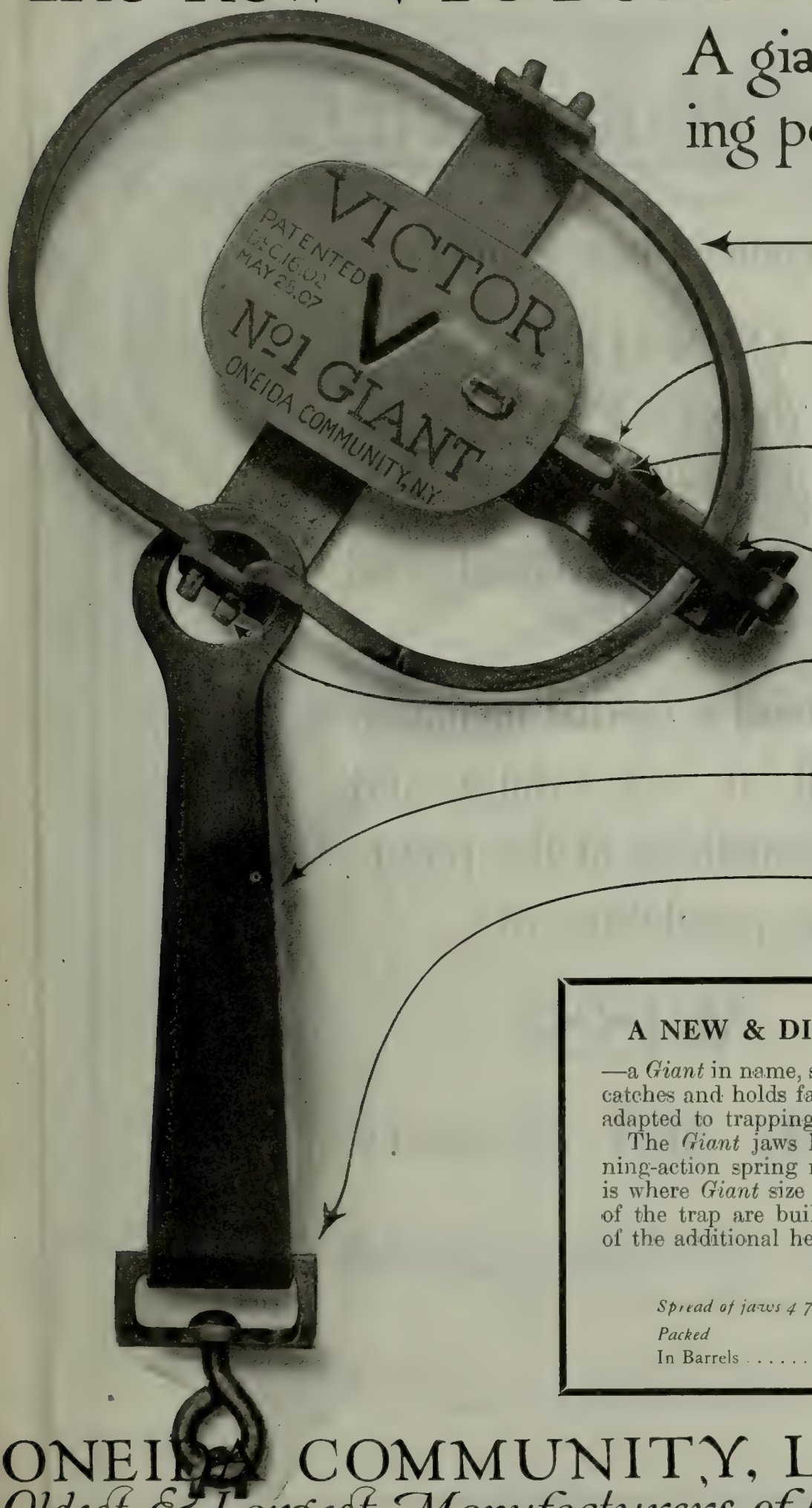
7 Note that the jaws of all the smaller size Victor Traps are made of specially rolled beveled steel—the greatest trap improvement of recent years. The Victor Trap was equipped with these jaws *years* before other manufacturers embodied this improvement in their traps. Victor *always leads* in improvements.

8 Year in and year out the Oneida Community maintains a corps of professional trappers who trap in every section of the country, and whose recommendations on trap designs are closely followed at the factory. They are "Trappers making traps for trappers"—a distinctive phase in itself and one which is largely responsible for the fact that *trappers insist upon Victors.*

Get behind the Victor Trap---the standard by which all other traps are compared.

The new VICTOR No 1 GIANT

A giant in jaw-height, holding power and durability



Wide-spreading jaws that catch away up on the animal's leg.

—

Patented Humped Cross—no chance for freezing or accumulations of mud, dirt, etc.

—

Direct Pan Fastening—does not tighten when rutsy.

—

Wide, strong Dog—easily engaged with notch in Pan Shank.

—

Patent Extension on Jaw Lug. Jaw can't spring out when setting Trap.

—

Lively, high-rising Spring—made of finest steel, scientifically tempered and tested.

—

New type, smooth-acting Swivel.

A NEW & DIFFERENT VICTOR TRAP

—a *Giant* in name, size and strength. A modern trap that catches and holds far up on the animal's leg. Especially adapted to trapping skunks, muskrats and mink.

The *Giant* jaws have great holding power—the lightning-action spring rising high on the jaws. Right here is where *Giant* size counts, as the spring and other parts of the trap are built proportionately larger to take care of the additional height of jaws.

SPECIFICATIONS

Spread of jaws 4 7-8 inches. *Weight per Doz. 8 1-2 lbs.*

Packed	*Dozen*	*Shipping Weight*
In Barrels	35	323 lbs.

ONEIDA COMMUNITY, LTD., NIAGARA FALLS, Can.

Oldest & Largest Manufacturers of Game Traps in the World

TO HARDWARE DEALERS

who contemplate visiting the

CANADIAN
NATIONAL
EXHIBITION

at TORONTO, AUGUST 23rd
to SEPT. 6th,

we extend a cordial invitation to call at our exhibit and learn something of the profit-bringing possibilities of

WISS
Shears and Scissors

J. WISS & SONS CO.

Canadian Office:
62 Temperance St.,
TORONTO

BARCALO

"S" Wrench



Profit

Not in **dollars** and **cents** only does the far-sighted Dealer figure his **profit.** In many other ways must a line of goods measure up to his requirements before they go upon his shelves.

The **Barcalo "S" Wrench,** taken from every angle, is the most profitable wrench any **hardware dealer can handle.** It proves its worth where others fail. Its extraordinary strength, its ability to perform tasks, impossible to other wrenches, its lasting qualities and its simple construction make it an easy wrench for you to sell and an ideal one for the mechanic, machinist and garageman to use.
Our guarantee—of replacing without question, free of charge, any unsatisfactory wrench is proof of the confidence we place in the Barcalo "S" Wrench and your assurance of satisfied customers.

Made in 6, 8, 10, 12 and 14 in. sizes.

May we explain the splendid profits to be made selling this line?

Write for catalogue and prices—now.

Barcalo Manufacturing Company
Buffalo, New York

WINNIPEG—D. PHILIP
138 Portage Ave., East

Starrett Hack Saws

Cut faster!—repeated tests have proven the soundness of the Starrett system of designing different blades for different classes of work. It's the number of strokes to the cut that determines the comparative efficiency of blades—the number of cuts to the hour. And it is the ability of the Starrett blade not to only complete the cut with the minimum number of strokes, but to deliver a greater number of cuts during the life of the saw, that has made its reputation.

Help your customers get the most out of a box of Starrett blades by giving them a Starrett Hack Saw Chart MA. Sent free upon request.

The L. S. Starrett Company

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

42-958



SMP
"QUALITY"

SMP
DIAMOND WARE

"THE PRIDE OF THE RANGE"

BLUE AND WHITE OUTSIDE ——
—— PURE WHITE INSIDE

No kitchen is complete without a full line of Enamel Ware Utensils. It is the cleanest and most durable Ware to use. Your customers will appreciate your interest on their behalf when you show them

S M P DIAMOND WARE

TEA KETTLES
TEA POTS
COFFEE POTS
SAUCE PANS
PRESERVING KETTLES
STEAMERS
MILK BOILERS
KITCHEN BOWLS
WATER BUCKETS
SAVOY COOKERS
CUPS AND SAUCERS
COLANDERS
POTATO POTS, ETC.





SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG

Westclox

The trade-mark Westclox covers an entire line of clocks—Big Ben, America, Sleep-Meter, Baby Ben and the rest.

Instead of one advertised clock you can show an assortment at various prices.

The name Westclox on the dial is good enough recommendation for any timepiece.

Western Clock Co.—makers of Westclox
La Salle and Peru, Ill., U. S. A.

LET THIS WORK FOR YOU



(SENT POSTPAID ON REQUEST)

This Handsome Display Card on your Counter or in your Windows—

"Identifies You With the Best Tools Made"

Wilt Twist Drill Co. of Canada, Limited - Walkerville, Ontario

London Office : Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London E.C. 2, England



MR. DEALER Last Winter trade was very poor in Horse Blankets and Robes with the result much stock was carried over.

Orders for Fall, 1919, delivery were scarce and some of those who ordered have since cancelled.

BUT LISTEN Our import order for Jute Cloth was placed last October with Scotch Mills to ensure delivery. The goods have arrived and are being manufactured for Fall trade. We bought our usual quantities and believe we were wise as a cold Winter usually follows a warm Summer.

CONSEQUENTLY Horse Blankets, Robes and Rugs will be in demand and those having the stock will harvest the trade.

5/7—Horse Blankets and Robes are known from Atlantic to Pacific by thousands of satisfied customers. Metal signs advertising the goods and dealers can be supplied when they can be used to advantage in blacksmiths shops, hotel yards and other places.

GET YOUR ORDERS IN EARLY

We also manufacture Tarpaulins, Waterproof Horse Covers, Case Bags, Tents, Flags, Awnings and other goods. Catalogue on application.

J. J. TURNER & SONS, LIMITED, PETERBOROUGH, ONT.

Sir: – Why can't you sell farm wagons to the farmers as well as furnaces, stoves, binder-twine, etc.?

Farmers clubs do not buy wagons.

WOODSTOCK WAGONS

Established 25 Years.

A Demand?

We have therefore had considerable experience in farm wagons. There is a steady, growing demand for Woodstock wagons because the care in the selection of materials, careful factory inspection and supervision, produces a line of wagons which have become favorably known everywhere.

Woodstock wagons, built under Government inspection, have been supplied for military use and met the hard condition of the Army Transport service just as efficiently as Woodstock farm wagons meet trying agricultural use.

The Buster Brown is a favorite with the Kiddies and they make every parent a prospect.

The Buster Brown has roller, or plain bearing wheels, or supplied with runners interchangeable with the wheels. The only wagon with oil holes in the wheels.

Write for folders, and let us show you the profits in Woodstock Wagons.

NEW STYLE BUSTER BROWN



ONTARIO STANDARD WAGON WITH SHELVING BOX, OR DOUBLE BOX, OR GEAR ONLY AS WANTED



The Woodstock Wagon Mfg. Company, Ltd.

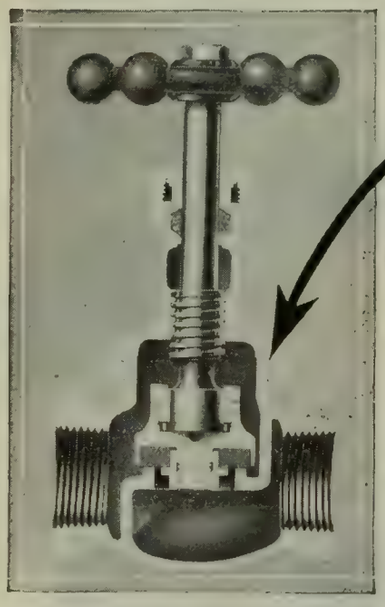
WOODSTOCK, ONTARIO, CANADA

THE REASON WHY

PENBERTHY TRADE MARK. VALVES

last longer and give so much **BETTER SATISFACTION** than other valves is due to their

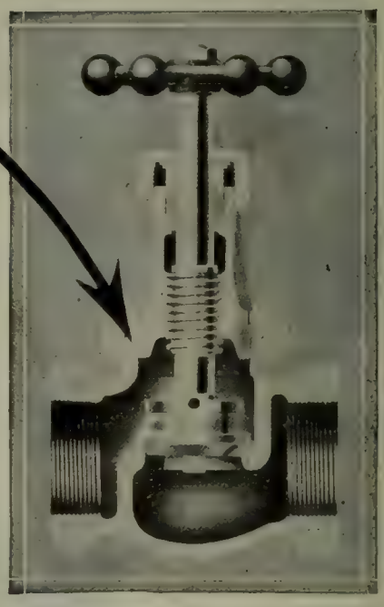
SUPERIOR CONSTRUCTION



ALL PENBERTHY VALVES HAVE THE EXTERNAL THREAD CONSTRUCTION

This Improved Construction Threads Outside of Body

(NOTE ARROWS ABOVE)



COMPODISK **REGRINDING**

Makes valve always accessible. Eliminates corrosion of threads. No corrosion prevents all strains in taking valve apart. Prevents spreading of body—causing a loose-fitting and unsafe bonnet. Makes a steam tight connection—no leaks. Permits of a more compact valve—consequently a stronger one.

For More Efficient Service Specify Penberthy

"ALL QUALITY VALVES"

Manufactured by

PENBERTHY INJECTOR CO., Limited, Windsor, Ontario

TRADE

PENBERTHY

MARK

AUTOMATIC INJECTORS

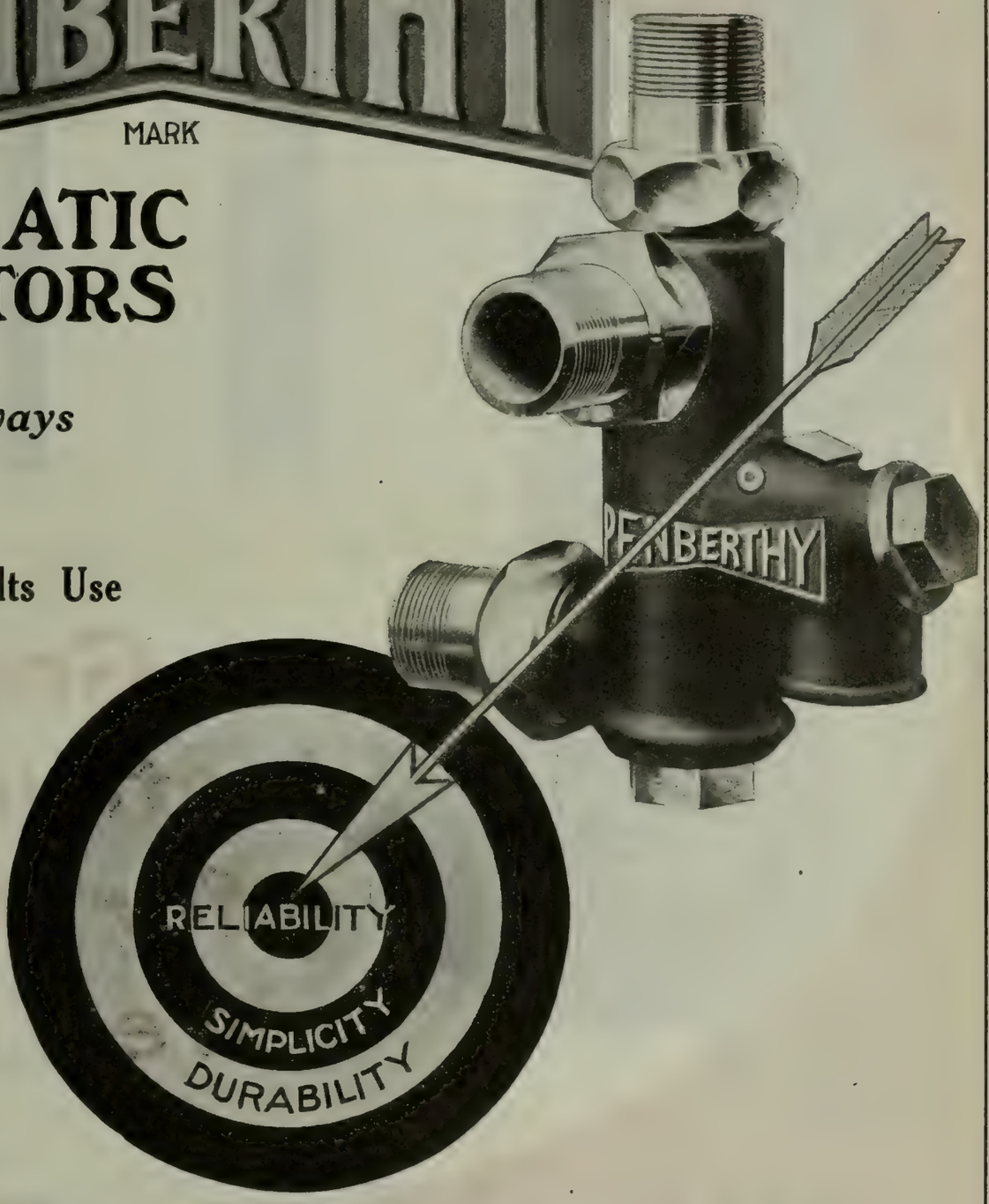
"They always work"

For Best Results Use

Penberthy Valves

For Connecting Penberthy Injectors.

It makes the most satisfactory installation.

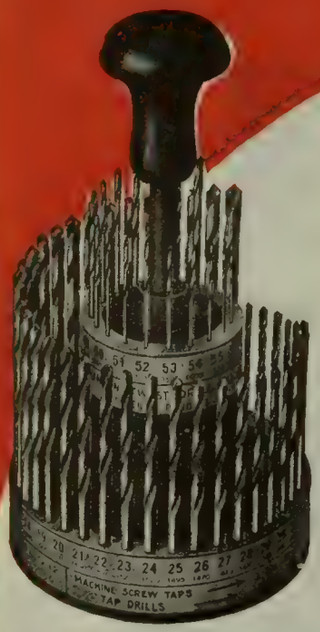


Look for the name when you buy

Injectors, Brass Valves, Ejectors, Lubricators, Oil and Grease Cups, Boiler Mountings, Whistles, Cellar Drainers, Etc.

"QUALITY ALWAYS"

PENBERTHY INJECTOR CO., Limited, Windsor, Ontario

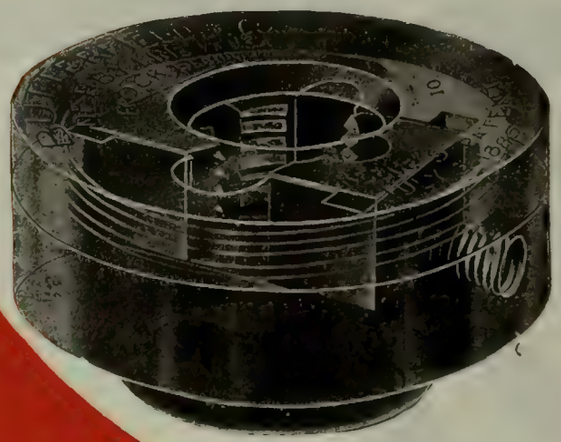












Great Instruments for Work Well Done



Butterfield

Butterfield Tools hold an enviable place in the mechanical world. The quality is unsurpassed; based, as it is, on superior design and faultless execution. All mechanics know and like Butterfield Tools. They know them because they are present in every first class plant; they are part of daily life in the mechanical field. They are liked because experience has proven them trustworthy and reliable, qualities that always command respect. Many mechanics have a friendly feeling for Butterfields based on the recollection of some tough proposition in the shop that was solved by a Butterfield Tool.

This likeableness has a direct bearing on the dealer's volume of business. Purchasers follow Butterfields; Butterfield customers become customers of the dealer that handles these peerless tools. Write us; there's a lot of profit for the dealer who handles and appreciates Butterfields. And we will show you that they sell.



Butterfield & Co., Inc.

Rock Island, Quebec



NUMBER THREE



IN the year 1853, Cyrus W. Field believed that by means of a cable people could talk across an ocean three thousand miles wide. For thirteen years he concentrated on perfecting his means of communication. He made fifty voyages across the Atlantic. Many of his cables broke in mid-ocean. In August, 1866, the first message was successfully transmitted from New York to England. This grand achievement was the result of a man with an idea concentrating on one thing. The story is one of the noblest records of American enterprise.

The secret of Cyrus W. Field's success was

CONCENTRATION

No man ever achieved a worth while victory by accident. Fine achievments are always the result of exhaustive experiments, hard work and concentration. One of the greatest men who ever lived, whose influence has lasted for centuries, took this for his motto: "This one thing I do."

Victor Hack Saws have achieved their position of dominance because we make nothing but hack saws. For many years we have concentrated all our energies and resources on perfecting this one tool. As a result, the Victor Hack Saw Blade is recognized by good mechanics and foremost technicians in all parts of the world as the most efficient hack saw for every metal-cutting purpose.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA

VICTOR HACK SAWS Get a Box and Try 'em

RELIABLE
TRADE MARK

Canadian Products

ESTABLISHED LEADERSHIP

In quality no competitive line of batteries approaches the high standard of the now famous Reliable Line.

In novelty, utility and thorough reliability, Reliable products easily stand first.

Early this year when lessened prices of various raw materials made practical a price reduction, Reliable Flashlight cases were the first to be reduced.

On May 2nd when conditions made a further reduction possible, Reliable products were again the first to be offered at reduced prices.

First-to-last manufacturing in a Canadian manned and financed plant makes possible Reliable quality at Reliable prices.

Reliable leadership is securely established because it is built on the bed rock of high quality products, backed by carefully planned consistent advertising that covers Canada from coast to coast.

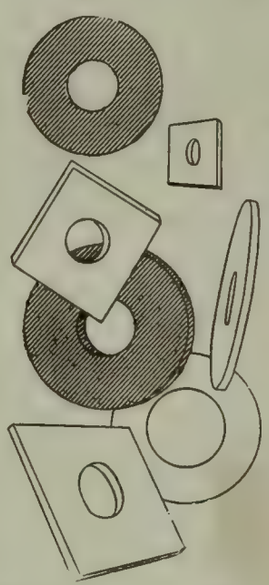
The shorter days are here—line up your stock now for heavy fall business. Ask for Reliable selling helps with your order.

THE
DOMINION BATTERY COMPANY LIMITED
Toronto, Canada

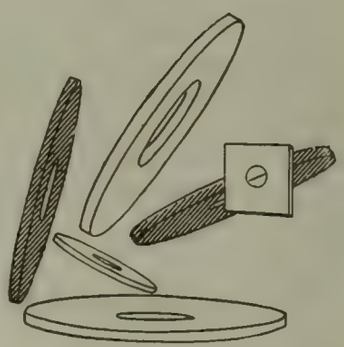


"Unimeco"

Wrought Washers
Annealed Rivet Burrs



Superior Quality and Finish



With a fully equipped plant we are in a most favorable position to supply both domestic and foreign trade with anything in wrought washers including round and square in both plain and galvanized.

We make a full range of sizes in Annealed Rivet Burrs.

Let us know your requirements. Our quotations are sure to interest you.

Enquiries Solicited
Prompt Service Assured

The Union Iron & Metal Co.
LIMITED
1951 DUNDAS ST. W.
Toronto -:- Canada

Galvanized Sheets

MADE IN
PREMIER
CANADA

FIRST and BEST

SOLD BY ALL JOBBERS
USED BY ALL MANUFACTURERS

CANADIAN THROUGH AND TRUE!

MADE AT HAMILTON
BY
DOMINION SHEET METAL CORPORATION, LTD.

SEYMOUR

SHEARS
SCISSORS
TINNER SNIPS











Standard for nearly a century

STEEL LAID

Special Shear Steel welded on forged frames makes the "SEYMOUR" cutting edge unsurpassed.

SHEARS
STRAIGHT
BENT
BANKER
PAPERHANGERS'
BARBERS'
CANDY
FETLOCK
TAILORS'

SCISSORS
LADIES'
FLAT AND OVAL
POCKET
EMBROIDERY
CUTICLE
NAIL
BUTTONHOLE
ELECTRICIAN

SNIPS
STRAIGHT
CURVED
COMBINATION
POCKET
DENTAL
AUTOMOBILE

FULLY WARRANTED
HENRY T. SEYMOUR SHEAR CO. NEW YORK.

The Leading Wholesalers Will Supply You.
Ask Us to Mail Catalog.

HENRY T. SEYMOUR SHEAR CO.

106-110 Lafayette St., New York City, N.Y.

Canadian Selling Agent:
Jas. Gerard Kerr, 401 St. Nicholas Bldg., Montreal

"Challenge"

POCKET KNIVES and RAZORS

RAZORS
Proven Patterns
Large Selection



ONE HUNDRED years ago the ***"Challenge"*** Trade Mark was copyrighted in Sheffield.

EVER SINCE, *"Challenge"* Cutlery has been made exclusively of the highest grade of English Steel and by the most expert workmanship.

TO-DAY, we offer a distinctive line of ***"Challenge"*** Knives and Razors, High in Quality, Correct in Finish and Design.



POCKET KNIVES
EXTENSION LINE
FOR EVERY PURPOSE

The Leading Wholesalers Will Supply You.
ASK US TO MAIL CATALOG

The Challenge Cutlery Corporation

BRIDGEPORT, CONN. U.S.A.

OFFICE AND SALESROOMS,
106-110 LAFAYETTE STREET
NEW YORK, N.Y.

FACTORY:
BRIDGEPORT, CONN.

Canadian Selling Agent:
JAS. GERARD KERR
410 St. Nicholas Bldg. MONTREAL

Little Giant



Little Giant Automobile Screw Plate



Automobile Set in Leather Roll

The World's Largest Manufacturer of Screw Cutting Tools

stands back of every tool bearing the Little Giant mark.

Into Little Giant tools goes the experience of nearly half a century. They are the criterion by which other tools are judged—whether they be taps or pipe wrenches.

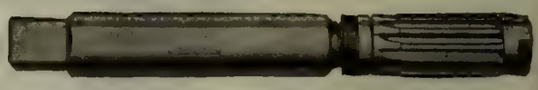
The Little Giant line is broad—so is the Little Giant sales policy.

Handsome profits await the Little Giant dealer—Get in line!

A postal brings the new 288-page catalog.



Machine Relieved Hand Tap



"Lightning" Adjustable Reamer

"Wells" Pipe Wrench

for Quality!

SCREW PLATES—more than a hundred assortments for all purposes, including a wide variety of automobile screw plates, among them several designed for Ford cars.

TAPS—for hand and machine use—the shear cutting "Gun" Tap, the "Maxi" Staybolt Tap, the original machine relieved hand tap and many others.

DIES—"Little Giant," Wells Self-Opening Die, Acorn Die and Holders for precision threading and a variety of adjustable dies of different patterns.

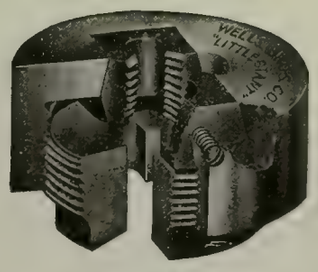
GAGES—for the economical production of interchangeable parts.

We design and manufacture special gages of any type and outline complete gaging systems for any product.

REAMERS of all types and sizes with both straight and special flutes. The new "Lightning" adjustable reamer is specially recommended for precision work.

PIPE TOOLS—"The Complete Line" of Wells pipe tools includes the "Greenfield" Receding Pipe Threader, the "TRIO" Die Stock, taps, dies, reamers, cutters, wrenches and vises as well as pipe tool assortments.

MACHINE TOOLS—"Little Giant" hand and power Threading Machines for bolts, nuts and pipe, "Wells" Speed Lathes, Hand Screw Machines and Tool Grinders, and Nutter and Barnes Automatic Metal Cutting-Off Machines.



Little Giant Die, Guide and Collet



Round Adjustable Split Die



Thread Limit Snap Gage

Little Giant



WELLS BROS.

Company of Ltd. Galt, Ontario

Canadian Plant of the Greenfield Tap & Die Corp.

CANADA

World's Largest Manufacturers of Screw Cutting Tools.

Auto-Wheel Coaster Waggon



A Popular Ready Seller

The consumer public has cordially accepted the products of the Canadian Buffalo Sled Co., the demand is growing daily; an ever increasing army of satisfied customers—both children and parents — are advertising for us.

The Auto-Wheel Coaster has steel axles, roller bearings, and an artillery type of wheel—mitred, self-supporting spokes. A fifth wheel is provided for front bolsters to turn on. Auto-Wheel Coasters come beautifully packed each in a corrugated box, insuring fresh, clean delivery. Directions for setting up are in each box.

Other profitable lines for the progressive dealer are our galloping feature Hobby Horses, Fleetwing Racers, Convertible Wagons, Snow Shovels, Baby Sleighs, Children's Sleds and Lawn Swings.

The Canadian Buffalo Sled Co., Ltd.

Preston Canada



READY MADE CUSTOMERS

Practically every woman who enters your store is a ready-made customer for Ioco Liquid Gloss and Household Lubricant. In every home there's a daily use for one or both of these evident necessities.

Ioco Liquid Gloss cleans and polishes finished surfaces of all kinds—restores the original lustre to furniture, pianos, hardwood floors, automobiles and carriage bodies.

Household Lubricant—non-gumming and non-corrosive—is used for sewing machines, phonographs, typewriters, electric fans, bicycles, etc., wherever a light lubricating oil is needed. Used on bright metal surfaces, Household Lubricant prevents rust and tarnishing.

Stock these staples that bring repeat orders. Their quality is well-known—their uses are many and varied—they are backed by the well-known guarantee of our name.

Write us to-day for our attractive dealer proposition.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES
Marketers of *Gargoyle Mobiloils* in Canada
BRANCHES IN ALL CITIES



Patent Solid Shank Shovels

Brands: { BULL DOG
FOX

Hollow Back Socket Shovels and Scoops

Brands: { MOOSE
BLACK CAT

MANUFACTURED BY

THE CANADIAN SHOVEL & TOOL CO., LIMITED

HAMILTON, CANADA

TRADE CHICAGO MARK
SPRING HINGES



Well Advertised, Easily Sold
Assured Profits

Chicago Spring Butt Company

CHICAGO NEW YORK

Fine Profits and Speedy Turnover for the Dealer

WHO SELLS

THE STEWART HANDY WORKER

The Big 6-in-1 Tool

Here is a fast seller with a record of past performances back of it which distinguishes it as the most reliable general-utility tool on the market.

No guesswork about what it has done or what it can do, but a common-sense combination of SIX STRONG, ACCURATELY-DESIGNED, USEFUL TOOLS.

Each tool as strong and well-built as the rest. Each tool satisfies the most rigid tests put upon it by the machinist, the repair man, the plumber, garage man or farmer.

THAT IS WHY IT HAS BEEN MAKING GOOD FOR MANY YEARS

It fills a popular need for a strong, adequate, general-utility tool.

And it makes a smashing success on the farm, in the garage, the machine shop, the home workshop, or any other place on the face of the map where tools are used.

No kicks or come-backs on the Stewart Handy Worker. Each one you sell stays put.

A real, live-wire proposition, and we give you lots of help in pushing over the sales, too, and furnish descriptive folders for mailing to your trade; electrotype cuts for display advertising in local papers, etc.

The Handy Worker retails in Canada at $27.00, with a big margin for yourself.

Immediate shipments from stock, or you can order through your jobber. Sold in any quantity.

Chicago Flexible Shaft Company

12th and Central Avenue

CHICAGO, U.S.A.



A big, huskey anvil, useful in a thousand ways. Note the handy cutting-hardie, for cutting all kinds of metal.



Pipe-vise for coupling, threading, or uncoupling pipe up to 1½" diameter. A powerful general purpose vise, too, with jaw opening to 4½".



Grinding outfit complete. Grinds anything all the way from a pocket-knife to the blade of a scythe.



Practical drill press, with two speeds. Drills all size holes in anything.



KING C. GILLETTE,
President.



A. A. BITTUES,
Managing Director and
Secretary.



F. W. LUNAN.

Board of Directors:

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THE GILLETTE REPRESENTATIVES TO THE TRADE

MADE IN CANADA.

TRADE Gillette MARK

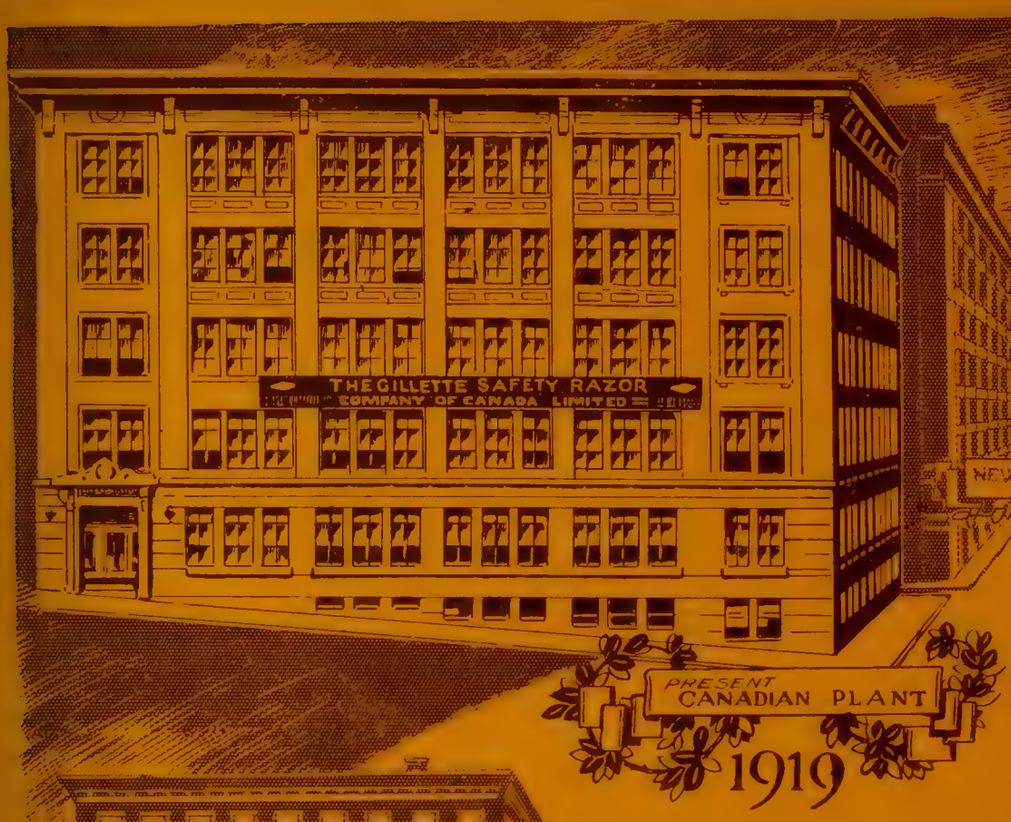
KNOWN THE WORLD OVER

THE GILLETTE SAFETY RAZOR CO.

OF CANADA, LIMITED

MONTREAL, CANADA

The Is



A Thousand Years of

Twenty-five years ago King C. Gillette was working in a small top room in Boston, with a file and some brass, fashioning his original safety razor.

From this beginning the Gillette Safety Razor has grown in twenty-five years into one of the industrial marvels of the age—and from the crude razor devised by King Gillette has sprung the most perfect shaving instrument in the world.

In 1902 Mr. Gillette left his small room on Atlantic Avenue in Boston. More space was needed. In 1904 another change was made, and again in 1905. Then, in 1906, another building was added to the Gillette Company's plant, and in the same year the Canadian branch was established. In 1907 still more space had to be taken, and again in 1909. This year a magnificent nine-storey structure of reinforced concrete is being completed—one of the most up-to-date buildings in the world. And the expansion still goes on.



MADE IN CANADA
TRADE Gillette MARK
KNOWN THE WORLD OVER

The GILLETTE SA

of Canada,
MONTREAL -



1907	1906	1905	1904	1902	1895

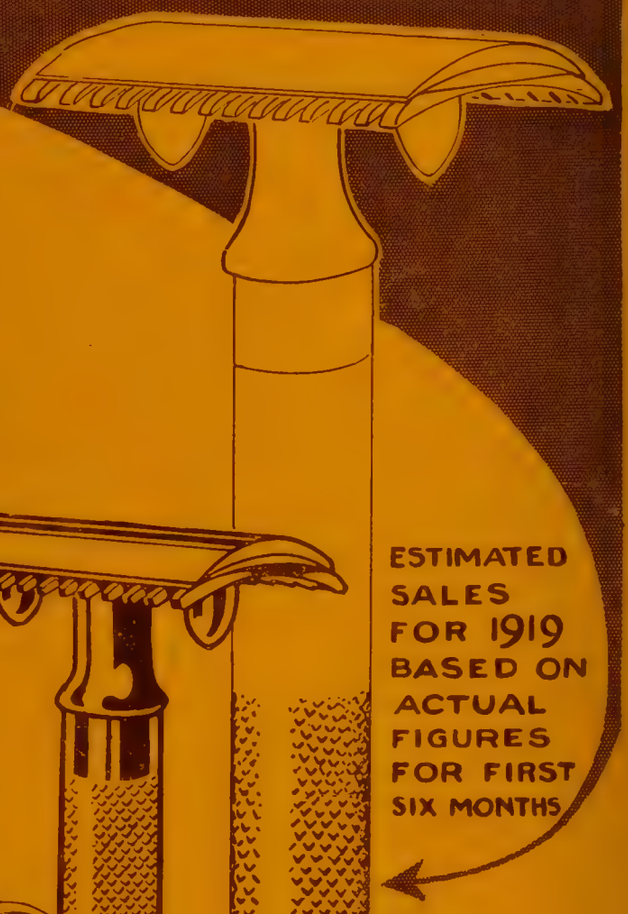
Gillette Safety Razor
YOUR Best Seller

Progress in the Space of Twenty-Five

The history of the Canadian branch is much the same. From a very small beginning, it has grown within thirteen years into one of the foremost Canadian institutions; an immense organization occupying a building of its own which gives them some 48,000 feet of floor space.

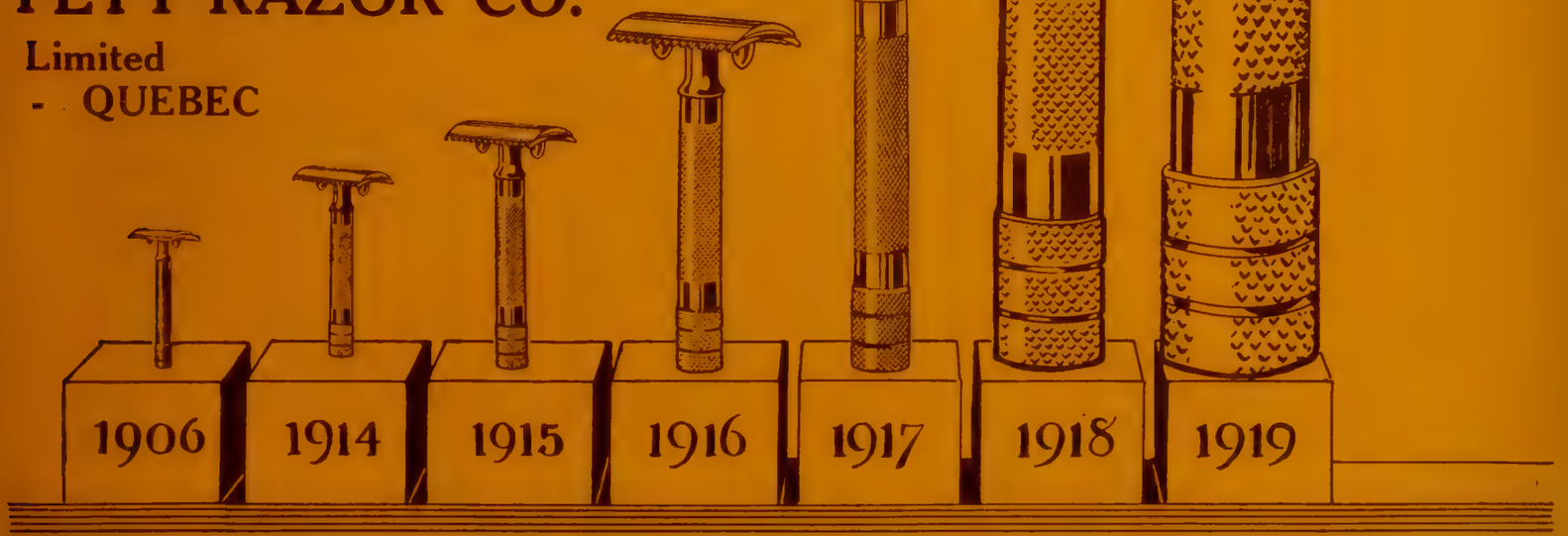
The sales figures of the Canadian branch from 1914 onwards are indicated by the sizes of the razors drawn below. The increases are enormous—year after year they have doubled themselves; and those for the first six months of 1919 show plainly that this year's figures will more than double those of 1918.

There are to-day more than 10,000,000 users of the razor—all of them boosters for the Gillette shave. The growth of the Gillette Safety Razor Company is natural—the razor is established with the public; it sells itself; for the Gillette dealers there are good profits; for the Gillette purchasers there is a life-time's shaving comfort.



MADE IN CANADA
TRADE Gillette MARK
KNOWN THE WORLD OVER

FETY RAZOR CO.
Limited
- QUEBEC



CANADIAN TUBE & IRON CO., LIMITED

BOLTS and NUTS *Manufacturers of* **WROUGHT PIPES**

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

Pressed Spikes, Black and Galvanized

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark. We also manufacture

NIPPLES and COUPLINGS

Black and Galvanized, in all sizes.

Works: Lachine Canal, Montreal

Selling Agents for

CANADIAN ROLLING MILLS COMPANY
LIMITED

WORKS:

Lachine Canal Montreal

Manufacturers o

BAR IRON AND STEEL

in

ROUNDS, FLATS and SQUARES

Twisted Steel Bars for Reinforcing

TRADE MARK

COLONIAL WIRE MANUF'G COMPANY
LIMITED

WORKS:

Lachine Canal Montreal

Manufacturers of

SMOOTH STEEL WIRES

Bright, Annealed, Oiled and Annealed, Coppered, and Coppered Spring

Tinned Mattress Wire

Broom Wire - Fine Wires

(Plain and Galvanized)

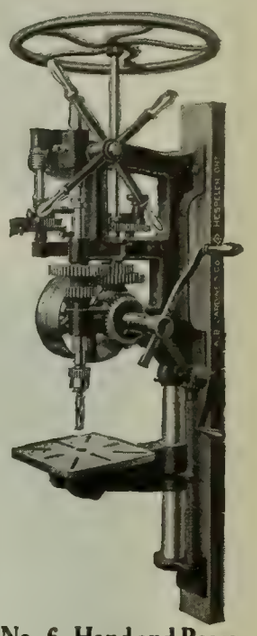
FENCE STAPLES
WIRE NAILS
WOOD SCREWS
PUMP RODS

(Plain and Galvanized)



No 1. A Toledo Pipe Stock

JARDINE Machinists' Blacksmiths' Boiler Makers' and Pipe Fitters' Tools



No. 6. Hand and Power Drilling Machine



Canadian Giant Power Hammer



No. 3. Horse Shoer's Vise and Bolt Header

The Jardine line of tools is popular with mechanics wherever there is a shop. Manufactured with special care from selected materials they have no superiors.

The dealer who stocks Jardine's Blacksmiths', Boilermakers', Machinists' and Pipe Fitters' tools is sure of an increasing following of customers among men of the mechanical trades.

Jardine's Tools satisfy the customer, and the profit on the frequent sales, together with the customers' "Boost" will be very welcome to you.

Count up the industrial plants in your territory, estimate roughly the number of workmen and the number of tools used by each—then:

Write for Catalogue.

A. B. Jardine & Co., Limited

Hespeler, - Ontario

MADE IN CANADA

BUILDERS' HARDWARE

TALBOT DESIGN, DEEP BEVEL TRIM No. 5

The die work on our sets is clean and sharp, producing an attractive and substantial appearance.







The locks in our sets are strong and well made. This is more particularly true of the cylinder sets; the locks in these are strong and durable in every particular. While the latch bolt works easily and smooth, strong coil springs keep all parts in position. The finishing of the trimmings is carefully done. None excel ours in this regard.

CAVERHILL, LEARMONT & CO.
MONTREAL

DISSTON
VICTORY
HAND SAWS



Significant of the times and marking the highest, most efficient and finest Hand Saw ever made.

HENRY DISSTON & SONS, Inc.

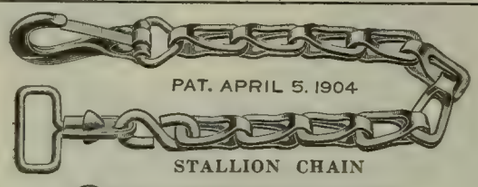
Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, U. S. A.

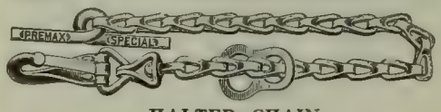
Established 1840

REG. U.S. PAT. OFF.

Quick Sellers
Ready to Ship Now



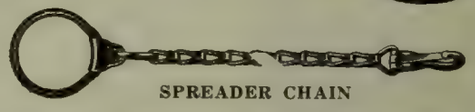
STALLION CHAIN



HALTER CHAIN







SPREADER CHAIN

FGHI



FLEXIBLE KEY RING

67890



Our Hame Chains are Simple Practical Durable

PREMAX
Work Easily, Never Yield, Slip or Break. Always Reliable.

DODSON
Can be hitched and unhitched in much less time than a leather hame strap.

ZENITH
Hame Chains. Stronger and in every way superior to any leather hame strap.

LOOPLEVER
Simple and rapid in operation, the simplest and most convenient lever hame fastener made.

HAME CHAINS

Niagara and Niagara Junior Wall Plugs for building into walls as a base for nailing. 12 inch Galvanized Wall Ties, two widths, for use in concrete block walls. Galvanized Veneer Ties for brick veneer walls, and 7½ inch Galvanized Wall Ties. Steel Sash Chains, Plated and Unplated, Sash Pulleys and Symplist Sash Fixtures. Chandelier Chain, none better. Samples on request. Ask for Folder 57HM6.



WALL PLUG



12" WALL TIE



BRICK VENEER TIE



SASH PULLEY

S. MADISON

Street Name Signs, House Numbers, Dog and Bicycle Tags, Official Badges, Vehicle License Plates, Dog Collars, Dog Leads, Miscellaneous Signs, Seal Presses, Hotel Key Checks, Key Ring Tags, Advertising, Trade, Baggage and Time Checks, Steel Stamps, Letters and Figures, Label Holders, Medals, Badges, Lettering, Parcel Carriers, Vestpokitrenchiz, Etc., Etc.

Here Are Money Makers

Premax Special and Premax Hame, Breast, Trace, Halter, Jockey, Stallion, Rein or Bit Chains. Spreaders, Cow-ties, Dog-leads, Dog-couplers, Snaps, Swivels, etc.

Key Chains, various metals, plain or plated. Expansion Link or Coil Key and Watch-fob Chains, solid nickel-silver and best plated Music Wire, flexible Key and Railroad Key Chains, Split Key Rings, Advertising Tags, etc. All our own make. Quality dominant. Best of all, these goods can be shipped now.

Individual Embossed Letters and Figures—eight sizes—seven finishes—½" to 6". Embossed or Stamped Number Plates. Figures ¾" to 2½", Aluminum or Brass, various finishes or enameled any color. Embossed Sheet Metal Signs for General Advertising. House, Room and Pigeon Hole Numbers; Push and Pull Door Plates.

Tell Us Your Wants. Our Facilities For This Work Are Excellent. Use Them to Your Profit.

ASK FOR CATALOGUE No. 25HM6

NIAGARA FALLS METAL STAMPING WORKS

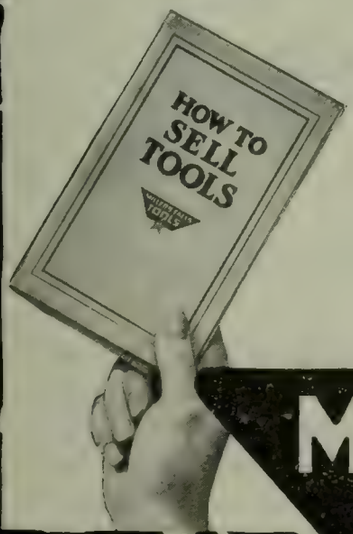
Manufacturers of Hardware Specialties

NIAGARA FALLS, N.Y., U.S.A.



Give Your Salesmen Our Points

You get the best results from our advertising when you have your salesmen use the same points in their selling that we feature in our advertising.



Then we are working together in full accord to our mutual advantage. All Millers Falls tools carry their chief sales points on the box labels so no salesman can fail to know what they are.

Our store selling features and sales manual "How to Sell Tools," are added helps that progressive dealers appreciate because they help mightily on getting tool selling results.

Millers Falls Co.

"Toolmaker to the Master Mechanic"

100 RIVER STREET, MILLERS FALLS, MASS.

MILLERS FALLS TOOLS

THE E.B.EDDY COMPANY LIMITED
FOUNDED
LUXNO
HULL 1851 CANADA

EDDY
ESTABLISHED A.D. 1851.



Butter Pail for Delivery and Storage Purposes

Wash or Baby's Bath Tub 4 sizes

Barrel Cover 2 sizes

Indurated Fibre Ware

In Popular Demand

Hardware dealers are finding a popular demand for Eddy's Indurated Fibre Ware.

Some of the reasons **why** are the points of satisfaction to the consumer, such as durability, light weight and extra strength, impossibility of shrinking, falling apart or becoming water-soaked. They outlast both wood and metal products. Write and let us send a catalogue and explain this profitable opportunity for you.

E. B. EDDY COMPANY, Limited

Makers of Canada's Famous Matches Since 1851

HULL, CANADA

EDDY

ESTABLISHED A.D. 1851.

THE E.B.EDDY COMPANY LIMITED FOUNDED HULL 1851 CANADA



"Silent 5's"

The Matches With No Afterglow

Display them on your shelves. The very look of the box induces confidence—not merely a big box but

A WELL FILLED BOX OF SURE, SAFE LIGHTS

Some other popular brands are

OWL 3s
BOB WHITE
GOLDEN TIP
SILENT 2s
RED BIRD
ROYAL GEORGE
PONY SILENT
SESQUI 50s
CAPITAL SAFETY
EDDY SAFETY
EDDYSTONE TORCH (Long Stick)
WAX FLAMERS

An **EDDY** match for every known need.

E. B. EDDY COMPANY, Limited

Makers of Canada's Famous Matches Since 1851

HULL, CANADA

WATERPROOF

QUALITY TRADE MARK **VALUE**

CANADA

WHERE PROFITS COUNT!

(*WATERPROOF VENEERED CHAIR SEATS LEAD*)

Profits are the **"all essential"** to the Dealer. They are figured differently on various lines. The line that is truly profitable is a continual source of revenue both in money returns, custom getting and custom holding qualities.

There is no better line that you can handle than these **Perforated Three-Ply Veneer Chair Seats.** The extraordinary care and attention we give to their manufacture is producing results in increased sales for Dealers everywhere.

The corners of our seats are rounded and the edges smoothed and sandpapered and the whole finished with real church pew varnish.

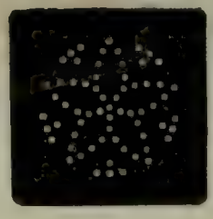


ROUND

Here are five staple patterns of veneer chair seats. Our seats are well glued, nicely formed and carefully bored.



CROWN DINING

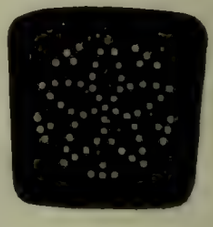


SQUARE

All our seats are now glued with the highest grade waterproof glue, which is an added feature of the line, as they will not come apart, even if exposed to severe weather.



BALL TOP



LOCAL

Made in the following sizes—10 in., 11 in., 12 in., 13 in., 14 in., 15 in., 16 in., 17 in., 18 in., 20 in. square.
Measurements are for width, not length.

Your customers will be well satisfied with these veneer chair seats. The profits are extremely liberal. Write us to-day for price list. We can guarantee immediate delivery on all lines and patterns.

QUICK DELIVERIES. **EXCLUSIVE TERRITORY TO LIVE DEALERS**

CANADIAN VENEERING COMPANY, Inc.

ACTON VALE, QUEBEC, CANADA

"Just ask for samples in comparison with any other make."



OYEZ!

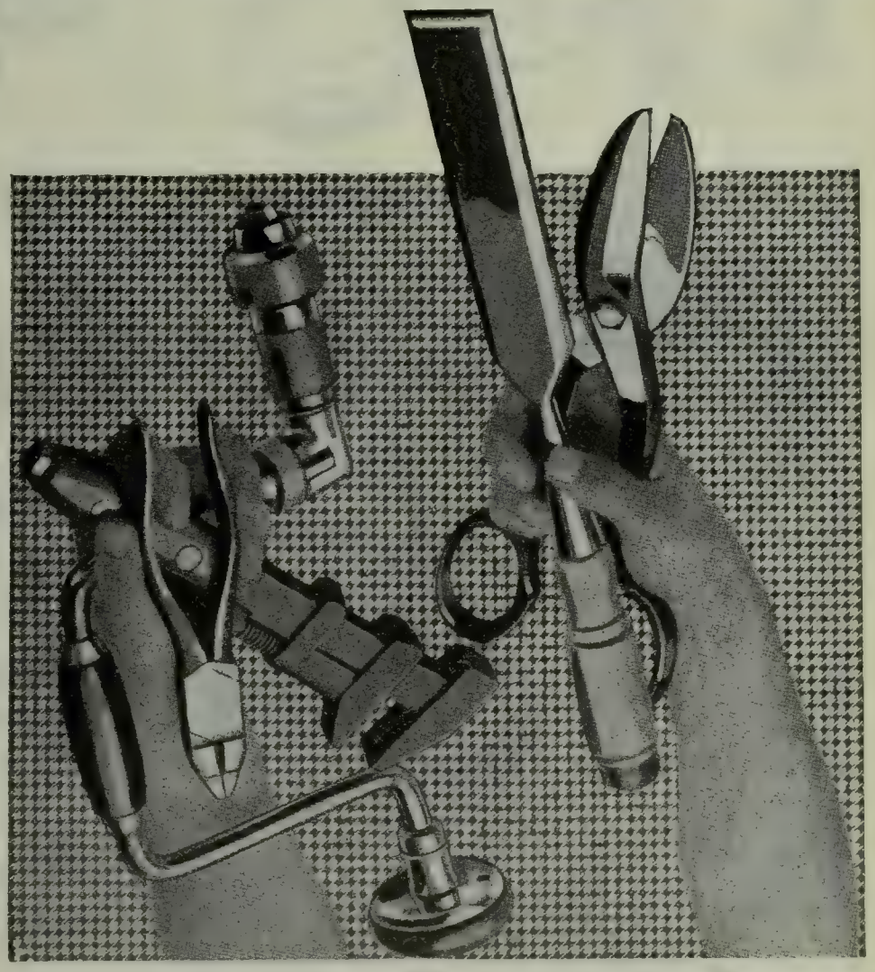
Over a Century's Service— And Service Better Than Ever

Frothingham & Workman, "Canada's Oldest Established Wholesale Hardware House," dates from 1809. For one whole century they have done their work well each day, and now they are travelling along some ten years into a second century, bearing an honored name, and their age in business the strongest possible argument of 'duty well done.'

The world tolerates but a short time the unfit and the inefficient; Frothingham & Workman stand out as a fine example of 'Survival of the Fittest.'

All goods are sold under the manufacturer's name—no private brands. Everything in the Hardware Line.

Send your next order—



"Where You Get the Service"

Frothingham & Workman

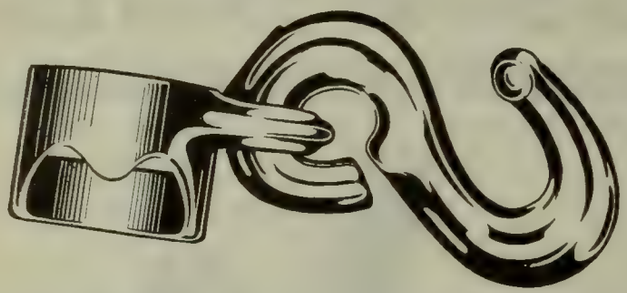
Limited

"Canada's Oldest Established Wholesale Hardware House"

199-203 St. Paul Street -:- MONTREAL

International Malleable Iron Company, Ltd.

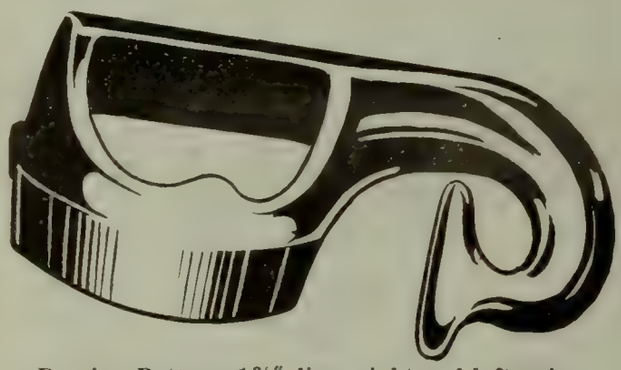
Whiffletree Hooks



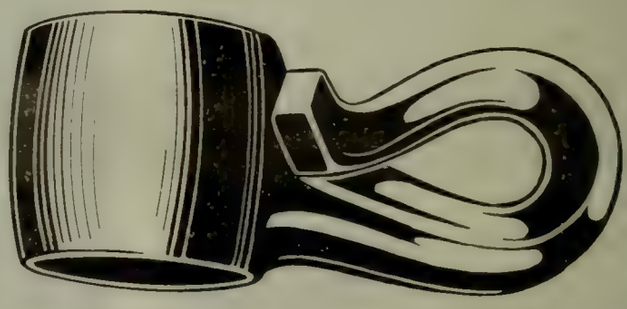
Side View— **McPhail**
Pattern ..... 1¼″ dia.—pairs



Face View— **McCormick**
Pattern ..... 1⅜″ dia.—pairs



Deering Pattern, 1⅜″ dia.—right and left pairs



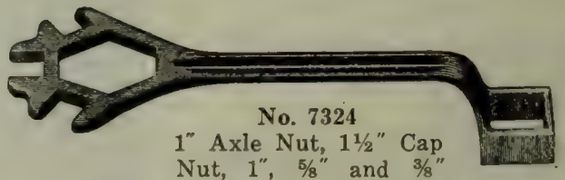
Massey-Harris Pattern, 1¼″ dia.—right and left pairs.



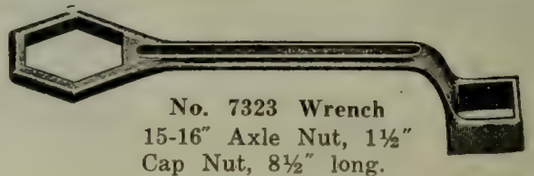
Plow Rings

	Inches Wire	Inches Long	Inside In. Wide
No. 2800A.	½″	3″	1⅜″
No. 2800B.	7-16″	3¼″	1¼″

Malleable Iron Band Lugs for Round Rods
In sizes from ⅜″ to 1½″. Carefully made of the best malleable iron. Furnished in either bags or barrels.



No. 7324
1″ Axle Nut, 1½″ Cap Nut, 1″, ⅝″ and ⅜″ openings, 9″ long.



No. 7323 Wrench
15-16″ Axle Nut, 1½″ Cap Nut, 8½″ long.

Malleable and Cast Iron Products

To the progressive hardware merchant building more business with greater profit, we recommend the lines illustrated.
Our constant effort has been to manufacture perfect Cast and Malleable Iron Products. The popular demand for our products to-day is proof of the quality and reputation we have acquired.

International Malleable Iron Co., Limited

Guelph, Ontario, Canada

Never were good babbitts needed more than to-day

The world race for commercial supremacy is on. In fact it will become a real commercial world war as certain disturbing undercurrents are quieted and people come back to normal.

It's a question of who will produce goods the best and at the lowest price. In short it's a question of who will lower their overhead sufficiently to meet all competition.

Labor cannot be sacrificed, quality must be maintained, so look to the efficiency of your plant. Are you losing power from the use of inefficient bearings, from belt troubles, from bad factory arrangement?

Hoyt Metals—

"Frost King," "Nickel Genuine," "Trojan"

Note to manufacturers :

We are experts on bearings. We can solve your bearing problems with **Hoyt Metals—"Frost King," "Nickel Genuine," Trojan."**

CARBORUNDUM PRODUCTS

SHARPEN THE TOOLS OF THE WORLD

CARBORUNDUM is universally used. Its fast, clean cutting is appreciated on the farm, in the household and in the shops by an ever-growing army of satisfied users.

The range of Carborundum fits every need and enlists people of every trade and occupation, besides housekeepers, in the ranks of your customers.

There are:—
Knife Sharpeners for the household, wood or staghorn mounted; Carborundum Sharpening Stone in round or oblong shape for carpenters and mechanics; Carborundum Razor Hones and Strops that put razors in finest shape. The Carborundum Niagara Grinder, in four sizes for home or shop, is rightly designed, strong, durable, and equipped with a fast cutting Carborundum Wheel.

A complete stock of Carborundum Lines always in stock ready for prompt shipment. Share the good profits and ever-growing sales; write for new catalogue.

Norman Macdonald

62 Temperance St. Toronto



The Carborundum Bench Stone is just as necessary to the manual training student's kit as a saw or hammer.



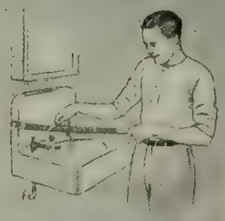
Carborundum gives the Carpenter's and Mechanic's Tools a better edge in less time.



A Carborundum Niagara Grinder for shop, home or farm.



The Carborundum Scythe Stone gives just the edge the Scythe should have.



For every man the Carborundum Razor Strop

Every Knife a Sharp Knife in the home that has a Carborundum Knife Sharpener.

CARBORUNDUM NIAGARA GRINDERS



JUST TO REMIND YOU THAT YOU CAN SELL THEM

To the Carpenter

For grinding his chisels, plane, bits, gouges, etc. The No. 3 Niagara just suits him. It's big enough for bench work, small enough to pack in his tool kit.



To the Garage Man

For grinding parts, tools and fittings—for a dozen and one jobs about the shop. He will want the big No. 4, or, if he has power, the No. 28 Grinder Head.



To the Farmer

For grinding his scythes, grass hooks, mower sections, feed chopping knives—for edging spades and general farm tools, for grinding household knives, etc., the Niagara No. 14 is the machine for him.



To the Householder

For grinding household knives and tools —a little No. 1 machine.

The business is waiting for you—go after it with Carborundum Niagara Grinders. Carborundum displays and advertising will help you.

THE CARBORUNDUM COMPANY

NIAGARA FALLS, N. Y.

GALT

A Sales Field

Galt Robes offer just the designs which appeal to your customer at prices to suit every class of motor owner. Galt Robes are made in cotton, wool union cloth, plush, Astrachan, imitation buffalo and goat. There are plain, striped, checked, plaids and floral designs. sizes 48 x 72 and 54 x 72. Weights from 2½ to 8 pounds. They can be interlined with rubber if desired, at extra cost. Write for samples.



The increased number of motor cars in use in 1918, as compared with 1917, has been stated as 100,000. The indications for 1919 show a more decided increase. The figures dealing in motor cars can be practically translated into terms of prospects for automobile rugs since every motor owner is a rug prospect. This embraces a remarkable field, and a very profitable one for the dealer. The benefit to him depends very largely on his wisdom

Please bear in mind that the Galt Robe Company deals directly with you. The profits left in hand in the distribution through the usual channels of trade we share with you, and with your customer. This is a real benefit to you and a potent factor in your dealings with the customer.

The Galt Robe

Galt,

ROBES

Still Growing

of selection. Galt Rugs offer a desirable choice of "Quality" motor rugs in pleasing new patterns. They cannot be equalled within their price range. Galt Rugs are sold direct from factory to dealer—the profits saved to you.

Sometimes you have at least a minute to spare; let us suggest that, watch in hand, you stand by your store door and count the passing motor cars during one minute. Every car is a prospect for several rugs. When you have figured this out, write us for the newest folder on rugs, illustrated in natural colors.

Galt Rugs are builders of prestige. When you have sold Galt Rugs you have made friends for yourself and your store. In these days every business man realizes the value of permanent satisfaction. Galt Rugs ensure satisfied customers that "boost" your business all the time. Write for samples.

REPRESENTATIVES:

S. Groff & Son, 290 McDermot Ave.
WINNIPEG

M. R. Bricker, 43 St. Sacrament St.
MONTREAL

E. E. Potts, Room 1, 130 Hasting St. W.
VANCOUVER, B.C.

Company

Ont.





SECTIONAL VIEW
Showing how fruit is canned



SECTIONAL VIEW

Consider Your Customer

Every person appreciates consideration of their comfort.

There is no more trying time in all the year to the Canadian housewife than **Preserving and Canning Time.**

All the drudgery can be **omitted.**

The "PEERLESS" is the ideal assistant at this time of worry. It does away with the steam and odor in kitchen and house. No worries about stirring and sticking. No more spoiled batches of expensive fruits because it "Burns at the Bottom," no more "Boiling Over," no more frayed tempers, scalded hands.

Tell Your Customer Friends About the "PEERLESS."

Women simply **insist** on having the "PEERLESS" after seeing it work.

The "PEERLESS" is a profitable all-the-year-'round seller.

It cooks a whole dinner on one flame or range-hole—fish, vegetables, meat, puddings—**all at one time.**

And Absolutely No Odors or Tastes Can Mingle.

Just as useful in winter as in summer.

SEND FOR OUR PROPOSITION TO-DAY. IT'S A MONEY-MAKER.

Onward Manufacturing Company

Kitchener, Ontario

British Columbia and Alberta Distributors: Weber Sales Company, 862 Cambie St., Vancouver, B.C.



No. 331A—Three-Door "Slidetite" Outfit
Half Open—Two Doors Fold—One Door Swings
Fine arrangement for opening 9-10 ft. wide.



No. 431B—Four-Door "Slidetite" Outfit
For openings 10 to 13 ft. wide. This door is used very extensively and with splendid satisfaction.



No. 237—Factory Standard Six-Door Outfit

Slidetite

GARAGE DOOR HARDWARE

is made in two, three, four, five or six door outfits for openings 8 feet to 20 feet wide. Where a tight job is required, always specify "Slidetite" outfits.

Advantages

A clear opening — no posts in the way.

No obstructions on the floor—all smooth.

Everything inside—doors not exposed to the wind.

Snow and ice cannot interfere—it isn't like pushing a swing door out against ten inches of snow!

No sag, because the hangers carry the weight—no warp.

Operate easily and close TIGHT, perfectly WEATHERPROOF.

New 160 page Catalog C2 shows many splendid garage door outfits and the only complete line of sliding door hangers on the market. Have you received your copy?

Richards-Wilcox

CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

Dixon Safetee Lamp



FOR RURAL SALES

THE extraordinary improved illumination possible with the **Dixon Safetee Lamp** is a great factor in making sales. Gives 300 Candle Power and is absolutely safe under any and all conditions.

No Alcohol Torch Needed. Lights with Ordinary Matches.

Operates for less than one cent per hour. A splendid seller in rural districts where electricity or gas is not available.

Show one operating in your store. It will sell itself. Write us for prices.

HAMILTON GAS MANTLES



HAMILTON Gas and Gasoline Mantles have proven themselves absolutely satisfactory. The demand is steadily increasing. Dealers are increasing sales and making splendid profits selling them. How about you?

Order through any of the following wholesalers:

WE ARE PLEASED TO QUOTE PRICES FOR EXPORT

Walter Woods & Co., Hamilton, Ont.
Wood, Alexander & James, Hamilton, Ont.
W. H. Gillard Co., Hamilton, Ont.
Lumsden Bros., Hamilton, Ont.
Macpherson, Glassco Co., Hamilton, Ont.
Geo. E. Bristol Co., Hamilton, Ont.
H. S. Howland & Sons, Toronto, Ont.
James Wilkins Co., Toronto, Ont.
Thomas Wilkins Co., Toronto, Ont.
G. Norman Clark Co., Montreal, Que.
Brace, McKay & Co., Summerside, P.E.I.
Stedman Bros., Ltd., Brantford, Ont.
Hobbs Hardware Co., London, Ont.
Walter Woods & Co., Winnipeg, Man.
Miller-Morse Hardware Co., Winnipeg, Man.
Wood, Vallance, Ltd., Winnipeg, Man.
Merrick, Anderson Co., Ltd., Winnipeg, Man.
Marshall Wells Hdwe. Co., Ltd., Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
J. H. Ashdown Hdwe. Co., Ltd., Calgary, Alta.
Revillon Wholesale, Ltd., Edmonton, Alta.
Canadian Lighting Co., Edmonton, Alta.
Marshall Wells Hdwe. Co., Ltd., Edmonton, Alta.
J. H. Ashdown Hdwe. Co., Ltd., Saskatoon, Sask.
Western Lighting Agencies, Ltd., Saskatoon, Sask.
Morrison, Blackwood & Co., Moose Jaw, Sask.
The Albert Lea Gas Light Co., Moose Jaw, Sask.
Mason Struthers Co., Ltd., New Zealand.
Sumner & Co., Moncton, N.B.

The HAMILTON GAS MANTLE COMPANY, Limited

Toronto **Hamilton, Canada** **Montreal**

"STERLING"





The above word indicates value. Good value in a Hack Saw Blade means a saving of dollars and cents to the consumer. A poor Hack Saw Blade is expensive at any price.

Even a competitor will acknowledge that "STERLING" Hack Saw Blades are good. Users of the "STERLING" Blades say they are most excellent.

This high degree of excellence and efficiency has been obtained through the careful study and workmanship of men devoting their entire time and effort to produce as satisfactory a Hack Saw Blade for the consumer as is possible by any process of manufacture.

Added to above, the steel used in "STERLING" Blades is the best rolled by any mill in the world.

"STERLING" HACK SAWS

DEALERS:—Sterling Blades satisfy the most particular mechanics. It will pay you to stock them. Ask for catalog and quotations.

Manufactured by

DIAMOND SAW & STAMPING WORKS

BUFFALO, N.Y., U.S.A.

THE BEACH FOUNDRY COMPANY LIMITED

TO-DAY marks the opening of the Canadian National Exhibition, at Toronto, and in the Stove Section of the Industrial Building we are again exhibiting some of our extensive lines of Ranges and Heaters, equipped with all the latest practical improvements.



LOOKING TOWARDS HORTICULTURAL AND TRANSPORTATION BUILDINGS

To our customers and all others who attend the Fair we extend a hearty invitation to make our stand your headquarters.

Should you desire any information or circulars about our line, you will find our representatives there at your service.

To those not attending the Fair, but interested in our line, write us for any desired information and you will find us ever ready to serve you.

See our advertisements on the following pages

THE BEACH FOUNDRY COMPANY

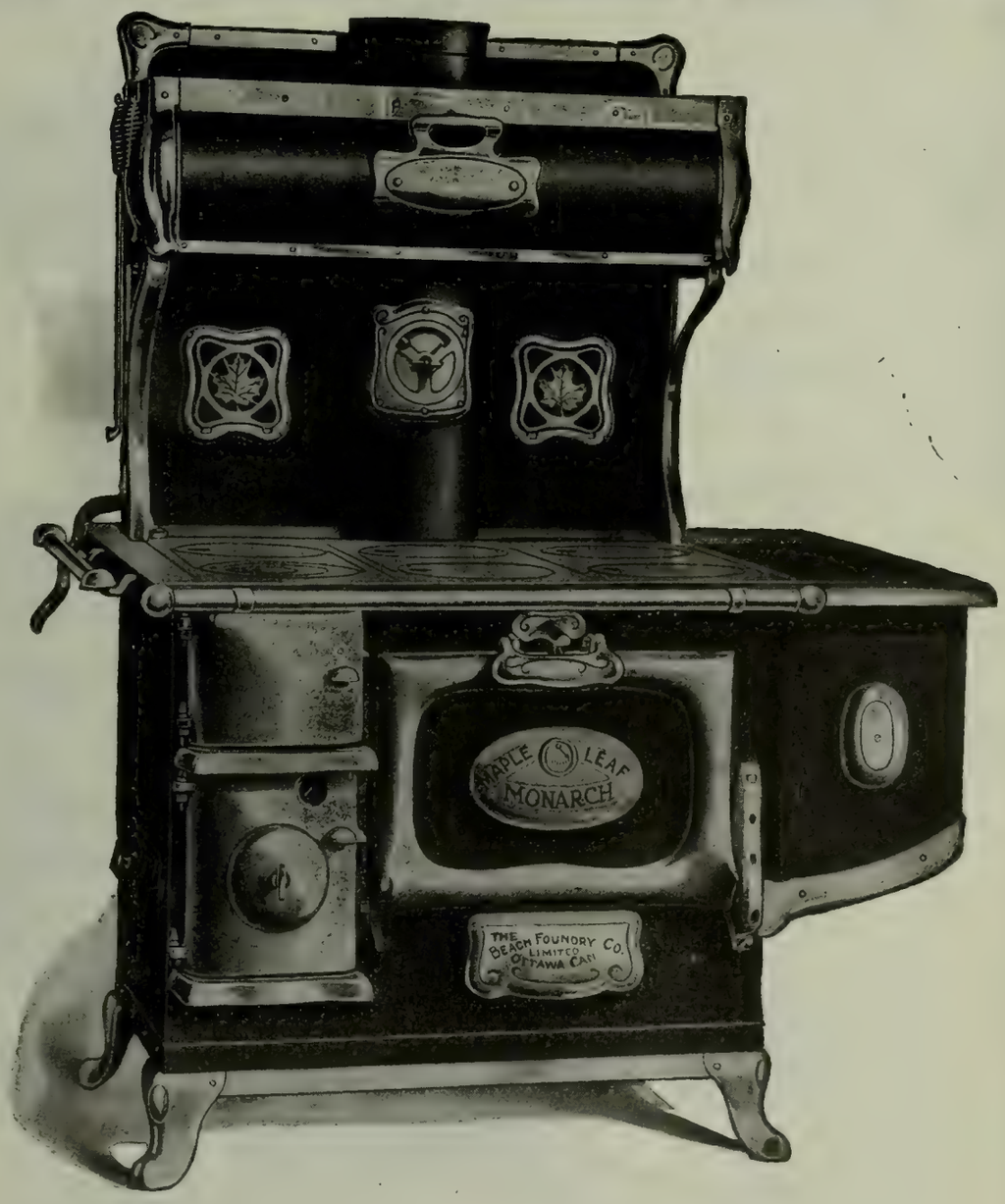
LIMITED

OTTAWA - CANADA

THE BEACH FOUNDRY COMPANY LIMITED

Increase Your Sales By Handling The Maple Leaf Line

See Our Exhibits at Toronto and Ottawa Exhibitions



For customers who demand a large steel range of high quality at a moderate price

THE MAPLE LEAF MONARCH

With reservoir and plain warming closet. (Made also with reservoir). New sliding direct draft damper gives perfect baking control.

Heavily polished steel body with heavy asbestos lin ing. Specially large modern firebox with perpendicular walls. Fireback and firefront in three sections. Heavy duplex grates for coal and wood. For wood only specially constructed firebox with flat grate. Deep wood extension end. Burns 27½" wood. 20 x 20 x 14 inch oven made of heavy sheet steel, the top being made of double thick steel interlined with asbestos. Key plate top. Front section equipped with broiler lift: Tubular towel bar and oven thermometer. Different styles of warming closets may be supplied.

Write for Catalogue and Prices.

Manufactured by

THE BEACH FOUNDRY COMPANY LIMITED

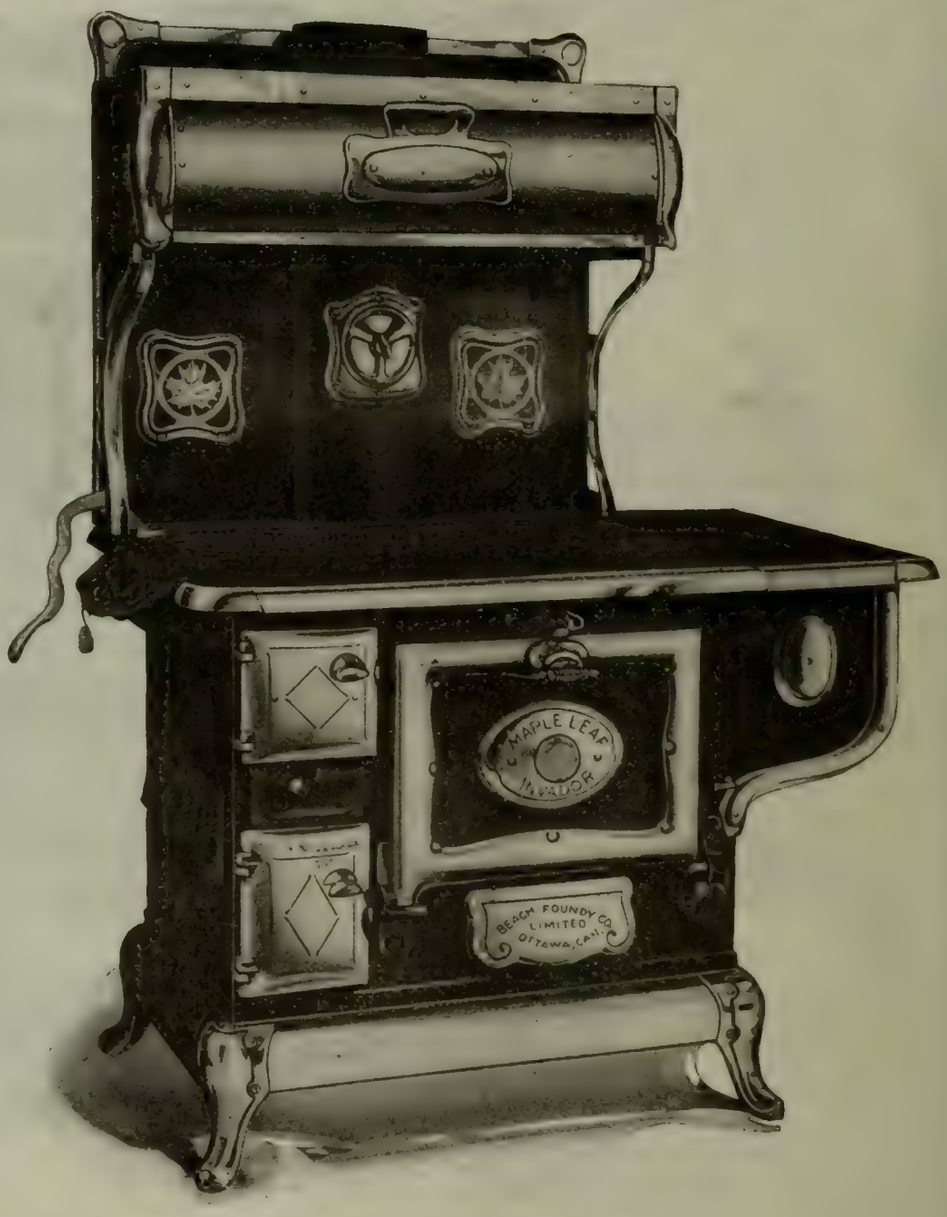
OTTAWA - - CANADA

Western Distributors: THE CANADIAN SUPPLY COMPANY, LIMITED, SASKATOON, SASK.

THE BEACH FOUNDRY COMPANY LIMITED

Increase Your Sales by Handling The Maple Leaf Line

See Our Exhibits at Toronto and Ottawa Exhibitions



A High Grade Steel Range at a Low Price

THE MAPLE LEAF INVADER

With reservoir and plain warming closet. (Also made without reservoir and with more fancy closets). This range is equipped with sliding direct draft damper, giving perfect baking control.

Heavy polished steel body with plain ornamentation heavily nickel-plated. Firebox of standard construction, fitted with duplex grates for coal and flat drop grate for wood. Also made with a special firebox for wood. 18 x 19½ x 12½ inch oven equipped with thermometer. Modern key plate top in three sections. Broiler lift. Large pouch door. Closet equipped with drop door and combination ventilator and draft check.

Write for Catalogue and Prices.

Manufactured by

THE BEACH FOUNDRY COMPANY LIMITED

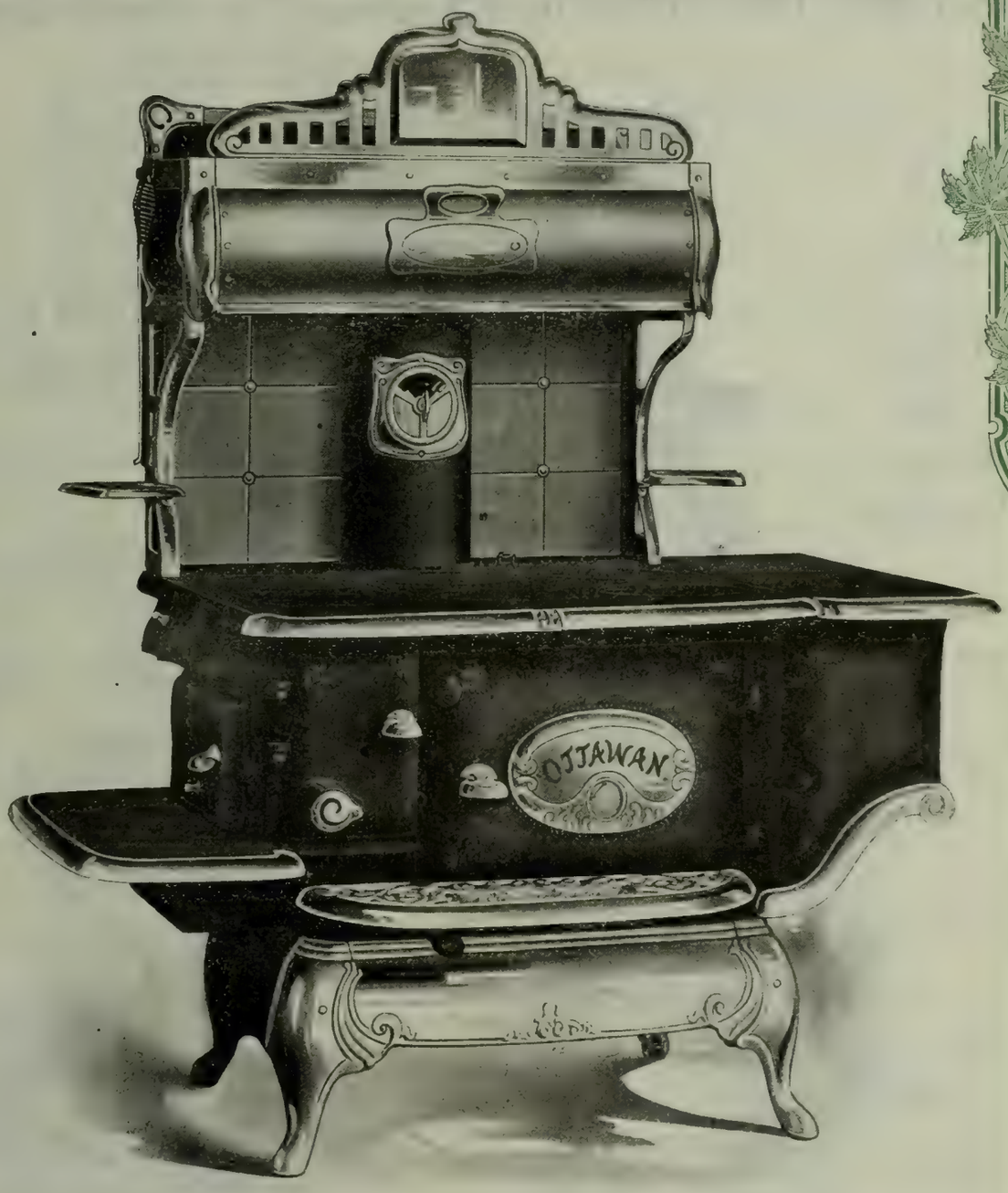
OTTAWA, - - CANADA

Western Distributors: THE CANADIAN SUPPLY COMPANY, LIMITED, SASKATOON, SASK.

MAPLE LEAF STOVES & RANGES

Increase Your Sales by Handling The Maple Leaf Line

See Our Exhibits at Toronto and Ottawa Exhibitions



A Heavy Purpose Cast Range with Dimensions Best Suited to Give Life Long Satisfaction to the Owner

THE MAPLE LEAF OTTAWAN

With reservoir and with tile warming closet, nickel drop door and cresting. (Choice of other warming closets plainer or more ornamental.) Made also without reservoir.

Made in two sizes: 18″ x 18″ x 12½″ oven, and 20″ x 20′ x 12½″ oven.

Roomy firebox. Three-section fireback and three-section firefront. Heavy, easy-turning, two-purpose duplex grates for coal and wood. Special flat grate for wood only. Grates can be easily interchanged without disturbing linings. They slide in and out. Large ash pan. Sliding hearth. Heavy reinforced lids and centres. Strong, heavy base.

Manufactured by

THE BEACH FOUNDRY COMPANY LIMITED

OTTAWA, - - CANADA

Western Distributors: THE CANADIAN SUPPLY COMPANY, LIMITED, SASKATOON, SASK.

MAPLE LEAF STOVES & RANGES

Increase Your Sales by Handling The Maple Leaf Line

See Our Exhibits at Toronto and Ottawa Exhibitions



A Cast Metal Range Especially Constructed for Use In City or Town

THE MAPLE LEAF PRIDE

Square with High Shelf

(Also can be supplied with Tea Shelf.)

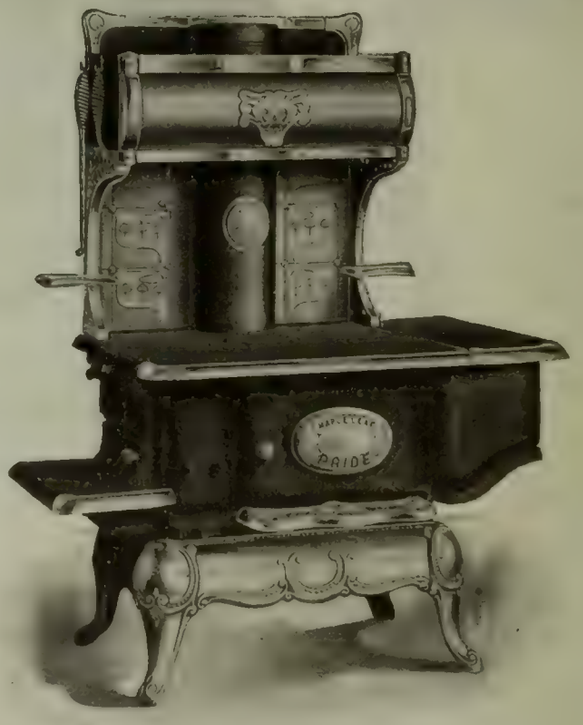
An Excellent Cast Metal Range for Lighter Demands for Country Use

THE MAPLE LEAF PRIDE

With reservoir, tile closet and nickel roller door.

More and less ornamental closets can be supplied.

Our Pride Ranges are compactly built and handsomely trimmed. Firebox, grates and top are of standard construction. Heavy base and legs give a pleasing, substantial appearance. A guaranteed quick, perfect baker.



Made in two sizes: Ovens 16" x 16" x 10" and 18" x 18" x 11".

Manufactured by

THE BEACH FOUNDRY COMPANY LIMITED

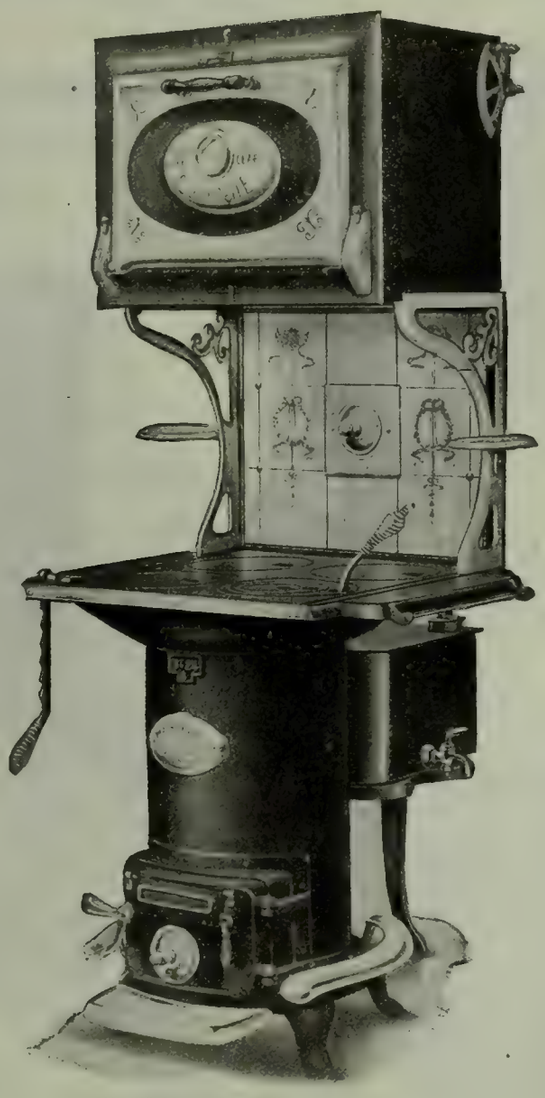
OTTAWA - - CANADA

Western Distributors: THE CANADIAN SUPPLY COMPANY, LIMITED, SASKATOON, SASK.

MAPLE LEAF STOVES & RANGES

Increase Your Sales by Handling The Maple Leaf Line

See Our Exhibits at Toronto and Ottawa Exhibitions



A Combination Home Device for Heating, Cooking and Baking

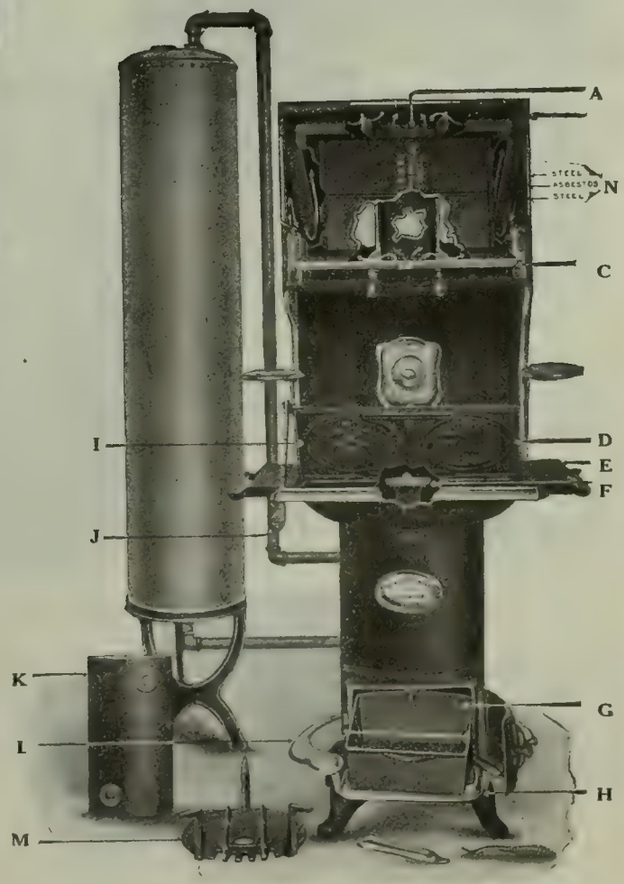
SECTIONAL VIEW OF COMPOSITE

Showing how the heat travels on five sides of the oven, giving remarkable baking powers.

Note these features as indicated below:—

A. Adjustable damper gives correct heat for oven.
B. Ratchet damper handle can be set at desired point on dial.
C. Balanced drop oven door, double lined, with dead air space between, equipped with oven thermometer, friction catch, and non-heating handle. Easily detached nickelled hinge caps.
D. Strongly ribbed lids.
E. Removable side shelves.
F. Heat spreader gives even heat on all four lids.
G. Large ash pan 9¾" x 11½" x 4¾".
H. Nickelled removable ash tray.
I. Sectional reducing lid.
J. Ratchet broiler lift holds up front section for broiling or fuelling.
K. Powerful water-section can be installed.
L. Nickelled foot rails.
M. Suspended wood grate for use in moderate weather.
N. Perfect baking in well insulated oven.

BRIEFLY:—
The Composite does work of Range and Heater, costs less, works faithfully and keeps out of the way in crowded kitchens.



THE COMPOSITE

With Baking Oven. (Tile Panel and Grates.)

Planished Copper Reservoir, capacity over eight gallons.

Quebec Combustion Chamber.

Choice of Triangular or Draw Centre Grates as shown on next page of this advertisement.

Supplied with or without Reservoir.

Thousands of satisfied customers.

Book of Testimonials will be sent on request proving this device remarkably successful as a fuel saver and rapid baker.

MANUFACTURED BY

THE BEACH FOUNDRY COMPANY LIMITED

OTTAWA - - CANADA

Western Distributors: THE CANADIAN SUPPLY COMPANY, LIMITED, SASKATOON, SASK.

THE BEACH FOUNDRY COMPANY LIMITED

Increase Your Sales By Handling The Maple Leaf Line

An Unsurpassed Assortment of Heaters

Designs To Attract Every Possible Purchaser

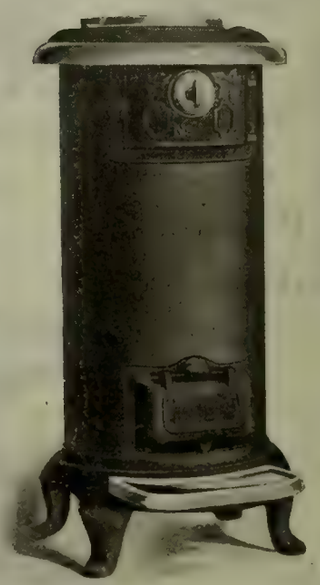
See Our Exhibits at Toronto and Ottawa Exhibitions



QUEBEC HEATER
With Grates
Swing Top Opens full size of Fire Chamber. Nickel Swing Teapot Stand.



QUEBEC TWO-HOLE TOP
Convenient for Cooking Heavy Cast Undertop. Made also without grates.

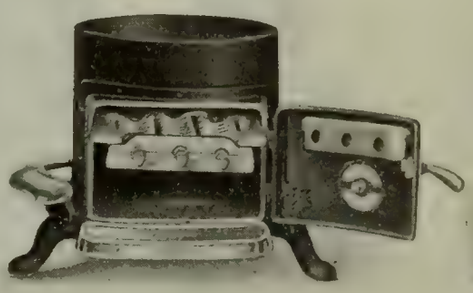


QUEBEC WITHOUT GRATES
Suitable for Long Wood. Not so convenient for removing ashes. Illustration shows appearance of lower section of all heaters when supplied without grates.

Polished steel barrel. Full swing top and cover. Removable ash tray. Quick action check dampers. Ashpan full size of firepot. Best quality heater brick. Triangular or Draw Centre Grates. Shaker door in ash door to make dust-proof.

You May Have Choice of Grates "Triangular" or "Draw Centre"

TRIANGULAR GRATES—Three individual shaker grates in heavy grate holder.





DRAW CENTRE GRATES—Heavy Grate ring oscillates to remove ashes. Centre draws to drop cinders.

Manufactured by
THE BEACH FOUNDRY COMPANY LIMITED
OTTAWA, - - CANADA
Western Distributors: THE CANADIAN SUPPLY COMPANY, LIMITED, SASKATOON, SASK.

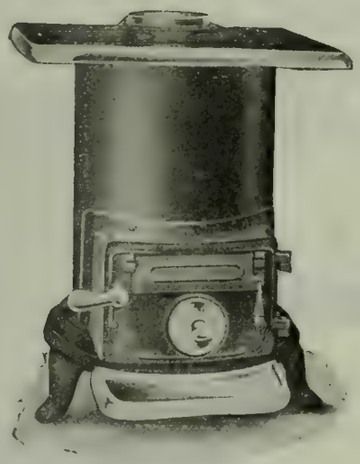
MAPLE LEAF STOVES & RANGES

Increase Your Sales by Handling The Maple Leaf Line

An Unsurpassed Assortment of Heaters

Designs to Attract Every Possible Purchaser

See Our Exhibits at Toronto and Ottawa Exhibitions



QUEBEC LAUNDRY TWO-HOLE TOP

A Special Purpose Heater for cooking, ironing, etc. Hot fire close to top.



QUEBEC PARLOR HEATER

Fancy Top and Foot Rails added to ordinary Quebecs. Made in three sizes. Replaces the Hot Blast.



FOUR HOLE TOP. THE COMPOSITE BASE

Made also without grates. Diameter of steel body, 13½ inches. Key plate top. Front section elevates. Heavy cast under top. Large water-section. Reservoir can be attached. Removable side shelves.



WINCHESTER OAK

Draw centre grates only.
Self-feeding magazine.
Heavy cast firepot.

No. 13 firepot, diameter 12 in.
No. 15 firepot, 4iameter 14 in.
No. 17 firepot, diameter 16 in.
No. 18 firepot, diameter 18 in.
Only one check draft in No. 13.

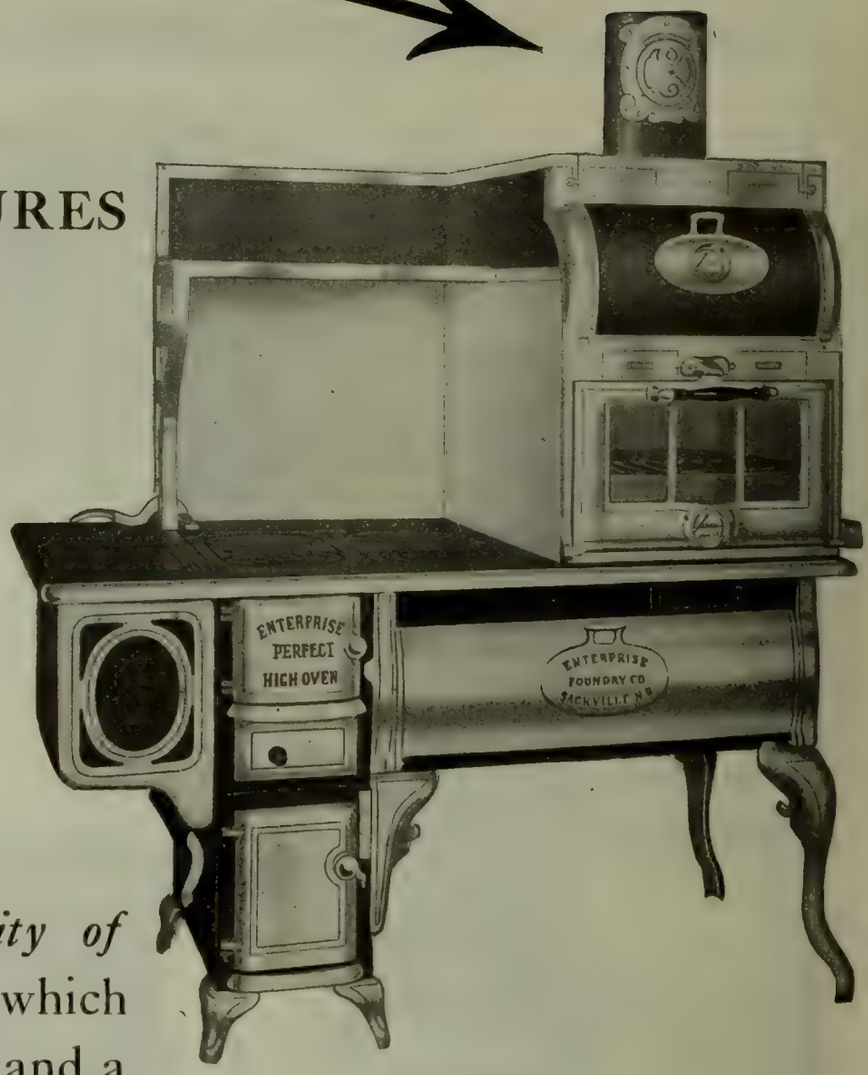
Manufactured by

THE BEACH FOUNDRY COMPANY LIMITED

OTTAWA - - CANADA

Western Distributors: THE CANADIAN SUPPLY COMPANY, LIMITED, SASKATOON, SASK.

This is
the range
with the
REAL FEATURES



It will do more work with less fuel than any other range made because it has *double* the oven capacity of the ordinary range and *double the oven capacity of other high oven ranges* which usually have one oven and a warming oven, whereas the

ENTERPRISE PERFECT

DOUBLE HIGH OVEN RANGE

has two large 20" ovens both of which will bake perfectly at the same time. There is a large warming oven too. This range should be first on your floor.

WRITE TODAY FOR CIRCULARS AND FULL INFORMATION

THE ENTERPRISE FOUNDRY CO.

HEAD OFFICE AND FACTORY SACKVILLE, N. B.

Makers of High Grade Stoves, Ranges, Furnaces and Fire-place Fittings.

Distributed at various western points and in British Columbia by W. F. McArthur & Co., Limited, 866 Granville Street, Vancouver



Made in four sizes with firepots
18, 20, 23, 26 inches in diameter

The Enterprise Blazer

IS A REALLY *GOOD* WARM AIR FURNACE

EFFICIENT - ECONOMICAL BUILT TO LAST

Note the flange, the ribs and great weight



Patent Fire Pot
made in two sections.

A FEW FEATURES

Radiators with either cast or steel dome.
Low Down Construction.
Roomy Ash Pit.
Convenient Clean Out.
Extra Heavy Flanged Fire Pot
Large Feed Doors.
Direct Draft Damper.
Extra Large Flues.
Straight casing and especially easy to set up.

Selling a furnace like this creates a steadily growing, profitable business for you---one that makes satisfied and enthusiastic customers.

If the Blazer is not being sold in your town, write for "furnace booklet" and full information.

THE ENTERPRISE FOUNDRY CO.

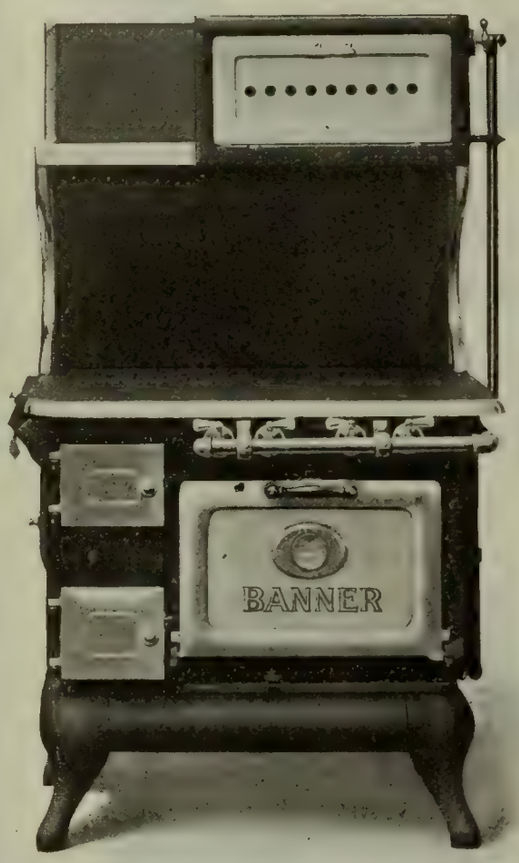
Makers of High Grade Stoves, Ranges, Furnaces and Fire-place Fittings.

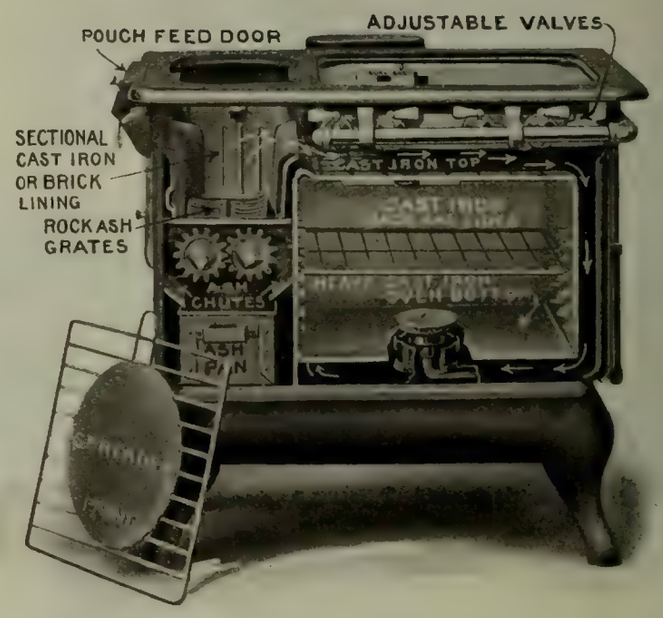
HEAD OFFICE AND FACTORY **SACKVILLE, N.B.**

Goods distributed at various Western points and in British Columbia
by W. T. McArthur and Co., Ltd. 886 Granville St., Vancouver.

Banner Ranges

bring Banner Business *for Gas, Coal and Wood*





SPECIAL FEATURES

1. Simple in operation.
2. Single oven for gas, coal or wood.
3. Removable top burners.
4. Visible oven burners.
5. Four gas griddles; two coal griddles.
6. Has nothing to get out of order.
7. Made in enough styles to suit a varied demand.
8. Burns either gas or coal economically.

AN ALL-YEAR ROUND RANGE. FOR ALL-YEAR ROUND TRADE

IF you're going into the business of selling ranges at all you might just as well go in right. It doesn't cost any more, and a range that's got something behind it ought to be a good deal easier to sell.

The Banner Combination Range has many advantages that readily recommend it to the shrewd dollar-wise housewife. The Banner is a range that once sold stays sold, and keeps on making a friend of the owner and new business for the dealer.

We don't need to remind you that a range is one of the most important things you have to sell; and that on its ability to make good depends the nature of your future relations with the person who buys it. We stand behind the Banner Range foursquare and behind the dealer who sells it.

Write to us for particulars regarding our exclusive proposition to dealers. It will only cost you a three-cent stamp and we'll gladly allow you for that if you don't consider later that it has been well spent.

A coupon is attached for your convenience.

COUPON

Kindly send me without obligation full particulars of your exclusive agency plan for dealers.

Name.....

Address.....

.....

The Galt Stove & Furnace Co., Limited

Galt, Ontario, Canada

A MARK OF MERIT

McClary's

"THAT store sells McClary's."

Is your store identified that way?

The dealer handling McClary's lines is readily recognized as a safe and sane businessman.

The consumers know McClary's products.

They know what the name McClary's has stood for, for over seventy years—reliability and dependability.

They know that only the best material and finest workmanship have gone, are going and always will go into McClary's many lines.

They know that McClary's fine principles and fair dealings have placed them first among the makers of cooking and heating appliances under the British flag.

Keep well stocked with McClary's products. Keep them on display. They will be a mark of merit to your business.

Order through our nearest branch. Keep in touch through our booklets and catalogues.

McClary's McClary's

McClary's

Manufacturers of Satisfactory Heating and Cooking Appliances.

London Toronto Montreal Winnipeg Vancouver St. John, N.B.
Hamilton Calgary Saskatoon Edmonton

SCALES

The Better Line

For more than **Half a Century** we have been making and putting on the market the largest and most complete line of the highest grade and most accurate weighing machines obtainable.

The **Imperial Standard** and **Champion Jewel** Scales of our manufacture are known and used from Coast to Coast, and are sold by all the leading jobbing houses throughout the Dominion. The unbounded success with which they have met in these many years is due entirely to their superior working qualities, their durable construction and neatness in design.

The modern method of manufacture, the employment of none but skilled mechanics and the use of only the highest grade materials enables us to state without hesitancy that our line of Scales are not only unsurpassed, but **Unequalled.**

We make Scales of capacities ranging from ¼ ounce to 150 tons.

Unlimited styles and designs.

Letter Scales.

Parcel Scales.

Chemists' Scales.

Counter Scales.

Platform Scales.

Warehouse Scales.

Abattoir Scales.

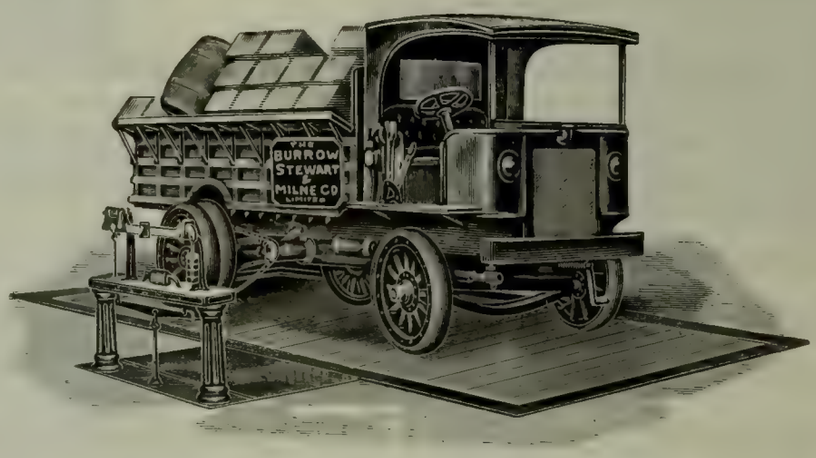
Express Office and Railway Depot Scales.

Grain Elevator Hopper and Dump Scales.

Wagon Scales.

Stock Scales.

Railway Track Scales.



Our line of Scales are used by all Railways operating in the Dominion, by most Express and other transportation companies, by the leading abattoirs and packing houses, by a large percentage of the municipalities, the leading Creameries and Cheese Factories, Western Canada Grain Elevator Companies, Farmers, Coal Dealers, Manufacturers of all kinds, Merchants of all kinds and by thousands of housewives.

We have recently equipped the Post Offices throughout the Dominion of Canada with Parcel Post Scales.

WE MAKE THEM

We call your attention particularly to the fact that every Scale which we offer for sale and every Scale that bears our name is **Our** manufacture.

We do not only assemble—we do not buy our castings from others and depend upon their goodness to supply the proper materials—we do not buy any parts entering into the manufacture of our line—**we make them** and by so doing we know absolutely the grades of material used, the class of workmanship and all things which we should know to be able to offer you our line of Scales as the **best** and under the fullest guarantee.

No orders too large for our capacity. None too small for our most careful attention. Write us for prices and compare them with others.

The Burrow, Stewart and Milne Co., Limited

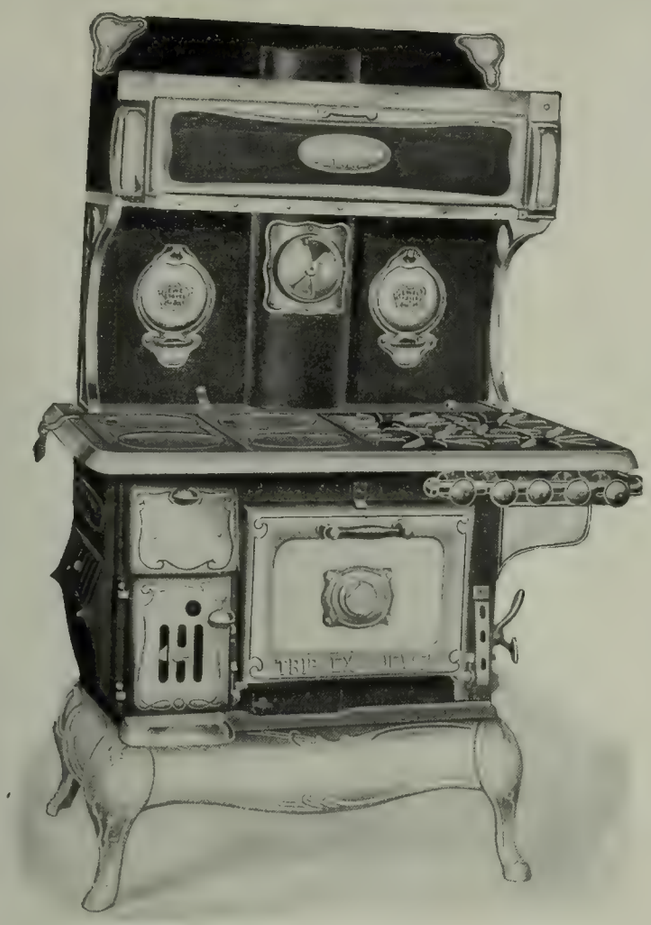
Head Office and Works, HAMILTON, ONT.

BRANCH OFFICES AND WAREROOMS:

MONTREAL, John R. Anderson, 36 St. Dizier St. TORONTO, 48 and 50 Lombard St.

WINNIPEG, 130 James Avenue.

Address correspondence to nearest office and be assured of quick service.



COAL, WOOD or GAS

Do You Intend Visiting the Toronto Exhibition?

We invite you to visit our exhibit in the Stove Building, where we are showing the most complete line of Cooking and Heating Stoves obtainable.

Coal and Wood Heaters, **Gas Ranges**
Coal and Wood Cook Stoves, **Gas Heaters**
Coal and Wood Ranges, **Gas Appliances**

Combination Ranges

You cannot afford to miss seeing the new Combination Range for Coal or Wood, or Gas,

The Triplex Jewel

The most up-to-date combination Range yet made, embodying every modern feature known to Stove and Range makers.

Simple, Economical and Effective

Not only unsurpassed but unequalled.

Jewel Stoves, Ranges and Furnaces

have been largely used throughout the Dominion for nearly three quarters of a century.

Everybody knows the name "Jewel." The Easy Selling Line.

Meet our Representatives at the Exhibition. Examine the line. Get our prices. Be convinced.

Manufactured By

The Burrow, Stewart & Milne Co., Limited

Hamilton, Ontario

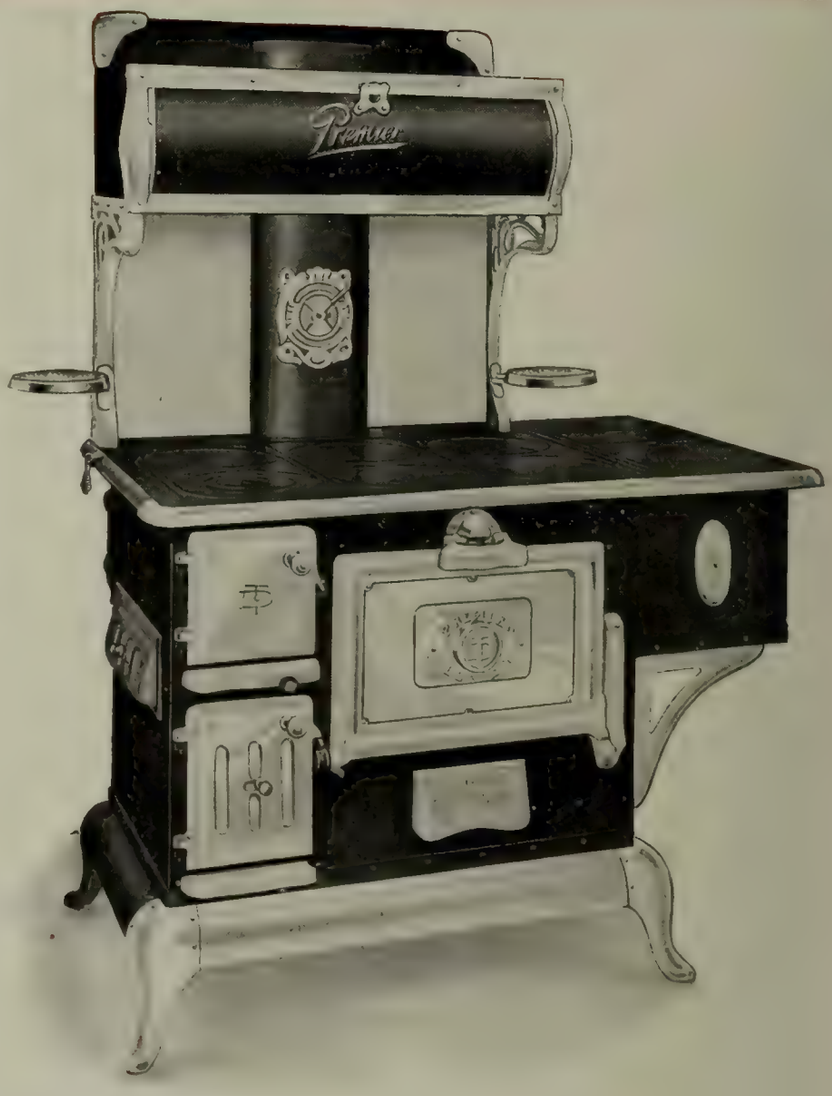
Western Branch:
130 James Avenue
Winnipeg, Man.

Toronto Branch:
48 and 50 Lombard St.

Eastern Branch:
36 St. Dizier St.
Montreal, Quebec

DAVIDSON'S





Quick Selling Stove Supplies

We have an entirely new design Stove Board this year, travellers have samples, see ours before buying, it will be worth your while to do so. Our lithographed Stove Boards are well known for their beauty of design and excellent quality and finish. Can fill orders promptly

The Premier Leader

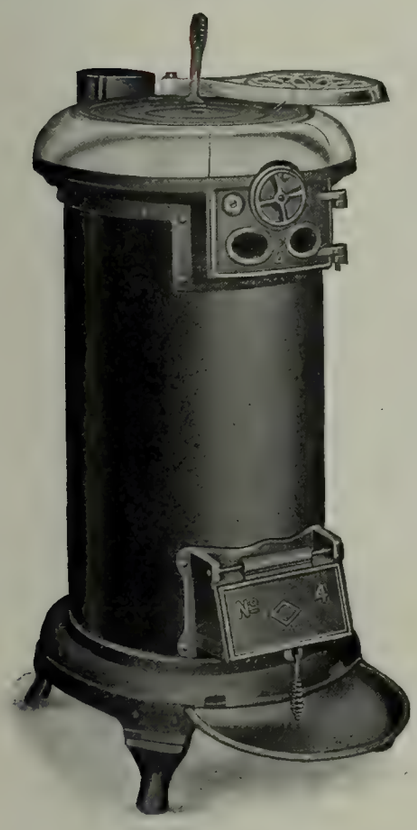
Its appearance, its conformity and its value appeal to the buyer.
The nickeling is just sufficient to give it a bright, attractive appearance.
The conformation is attractive.
The value is there on account of the material used, and the skilled workmanship put on it.
The oven, fireplace, warming closet and reservoirs (either right or left), receive expert attention, and everything is RIGHT. It is a repeater. Try them.

The Thos. Davidson Mfg. Company, Limited

Toronto Montreal Winnipeg

DAVIDSON'S

Beaver A



Two "Beaver" Heaters Popular as Quick Sellers

Beaver H



Roller grate feature, lightens the chores

Davidson Construction Makes Selling Points

The construction of "Davidson's" Beaver Heaters are on the famous "Quebec Heater" principle, with or without grates, as desired.

Our "Beavers" are specially made with heavy steel bodies, which being lined with fire brick gives them the right appearance and durability that satisfies the customer.

Davidson "Trade Helps"

Made in sizes 2, 3, 4, 5 and 6, plain or nickel-plated. Can fill orders on short notice.

The Thos. Davidson Mfg. Company, Limited

Toronto Montreal Winnipeg

The Empire Line

EMPIRE ANZAC

It is built to meet the requirements of a housewife wishing to secure a first class range at a moderate price.

The most up-to-date Steel Range on the market.

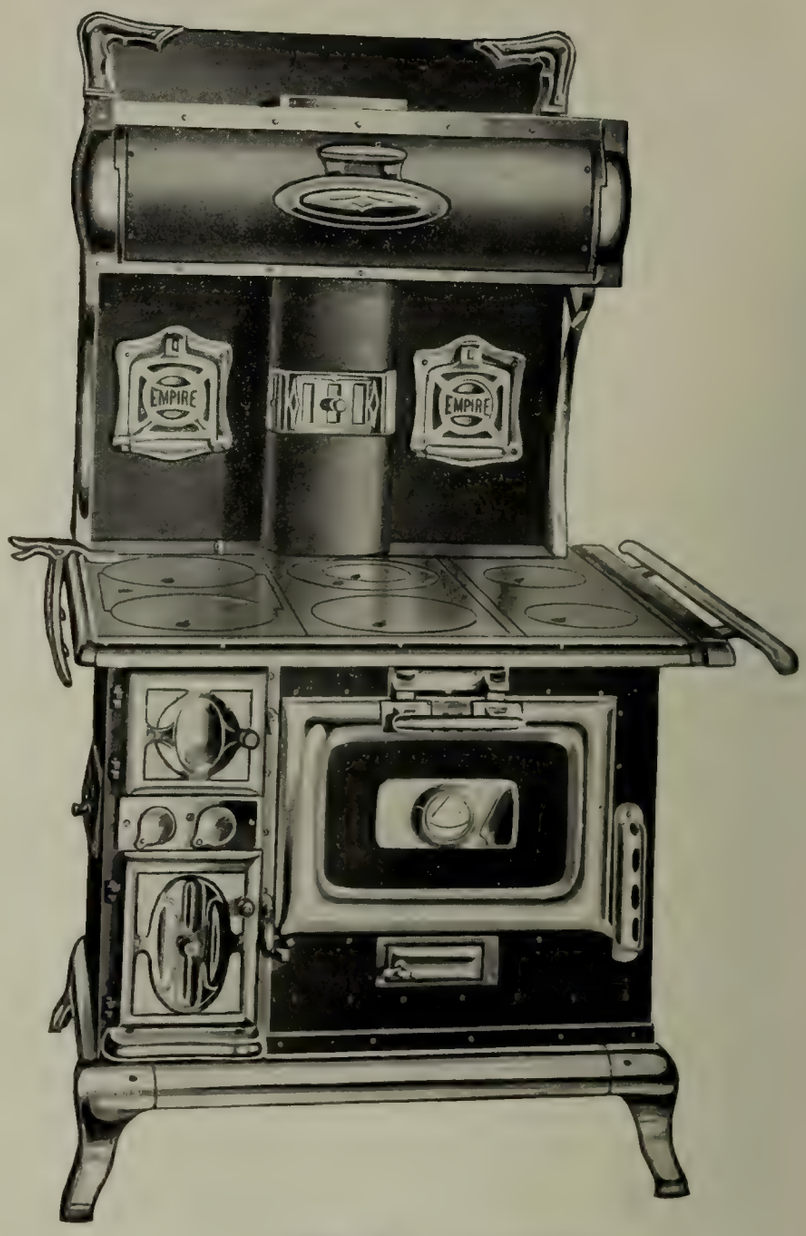
With 18 in. Oven.

4—9 in. and 2—6 in. Covers.

An ideal range for city or town trade.

Can supply waterfront.

Write for prices and catalogue.





EMPIRE QUEBEC

We make a complete line of Quebecs, and below are some of the sizes:

No. 30, No. 40, No. 50, No. 60, with revolving grates.

No. 122, No. 133, No. 144, No. 155, No. 166, without grates.

No. 2—30, No. 2—40, Sqr. 2 hole top, with grates.

No. 2—13, No. 2—14, sqr. 2 hole top, without grates.

No. 8—40, with oven, 4 hole top, with grates.

No. 8—14, with oven, 4 hole top, without grates.

Made by

EMPIRE STOVE & FURNACE CO., LTD.

OWEN SOUND ∴ ∴ ONT.

$18.40 for $5.00

"Yours to hand enclosing $18.40 from Mr. ————. This makes the third collection you have sent me this month."

—Extract from a letter from a member of Ontario Retail Hardware Association.

That's What They All Say!

See These Letters

"Through your Sales Bureau I have been able to turn over several hundred dollars' worth of slow sellers and stickers."

"I found the interchange of ideas and experience at our recent convention of great help. The Association with its service plan is on the right track and deserves every support."

"I am in receipt of yours of the 25th inst., enclosing retail price lists and must congratulate you on the great help they are for the retail dealer in making his retail prices, saving much labor. I had a most enjoyable time at the convention and received considerable benefit. I wish you every success."

"Please mail me a new set of price lists as mine are used up, and I can hardly do without them. I always appreciate your net cost sheets."

"I am enclosing you a list of material for your exchange sheets. With the results I received from previous issues, I believe I will be able to dispose of these very quickly."

"Yours of the 12th to hand, enclosing $11.00 from ———. I considered this dead, but your collection letters did the work."

"I must congratulate you on the recent convention. I got more good ideas than if I had personally visited three hundred retail stores. I would also advise you that I sold practically all the goods I offered on the Sales Bureau forms."

How It's Done

The Association provides a Collection System that collects from "Slow Pays" and "Dead Beats." It provides a Price Book Service that keeps you up-to-date on cost and selling relations, and is worth many times the membership fee; a Sales Exchange Bureau, which disposes promptly of slow selling lines for members. There is an Annual Convention that brings before you a gold mine of useful information from the experience and research of other keen minds in your line.

FOR $5.00

you become a member with full benefit of the Collection System, the Price Book Service, the Sales Exchange and all the progressive ideas you can carry away from the Annual Convention. Send $5 right now to

W. F. Macpherson, Secretary, Prescott, Ontario

The Ontario Retail Hardware Association

By Special Arrangement this fee will give you Membership to December 31, 1920.

"GOOD CHEER" SQUARE HEATERS

Brick Lined and Roller Grates



Plain Trim, with Mica Door



Full Nickle Trim



15½ x 13 x 10 Oven, with End Shelf or Reservoir

The JAMES STEWART MFG. CO., Limited

WOODSTOCK ONTARIO

The James Stewart Mfg. Co., Ltd.
156 Lombard St., Winnipeg, Man.

Metals Limited
Calgary and Edmonton, Alta

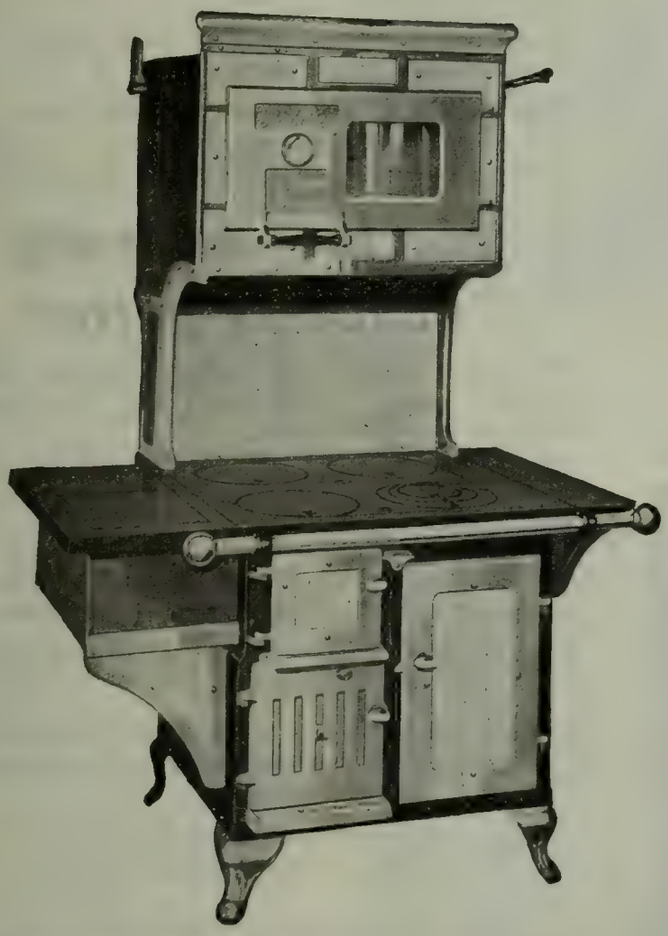
McLennan McFeely & Co., Ltd.
Vancouver, B.C.

The "GOOD CHEER" Cabinet

The All-in-White *All-in-sight*

ELEVATED OVEN RANGE

For Coal and Wood. In a new size, with Four 9" Holes and 20 x 17½" Oven



For Town and City homes, as well as on the farm, it offers the dealer a big field for trade, as people, more than ever before, appreciate what is modern, tasteful and effective—and the Cabinet is all of these.

White enamel trim; nickel and Japan Finish; polished top—no blackleading; duplex grates; big ashpan; 26-inch wood; fine low warming closet which makes a splendid kitchen heater when desired; waterfront or planished reservoir, or range will operate both; flue cleaners in all vertical flues; no stooping or bending to oven, and a guaranteed operator with either coal or wood.

It's a complete range—shall we send particulars and prices?

The JAMES STEWART MFG. CO., Limited

WOODSTOCK ONTARIO

The James Stewart Mfg. Co., Ltd.
156 Lombard St., Winnipeg, Man.

Metals Limited
Calgary and Edmonton, Alta

McLennan McFeely & Co., Ltd.
Vancouver, B.C.

Clare Bros. & Co., Limited

What is it worth to you as a furnace dealer to be able to guarantee a "clean" heating system?

You know and every one knows the great objection to warm air heating systems.

People think they are dirty.

Dust comes up the registers, and settles on everything in the house. Gas also escapes.

The older the furnace grows the worse this nuisance becomes.

—The Hecla Furnace is absolutely proof against this trouble.

—The Hecla cannot leak gas and dust.

No matter how long the Hecla is in use its joints cannot spread. A leak cannot occur.

We guarantee it absolutely.

This is no theoretical claim.



Thousands of Hecla Furnaces installed in Canadian homes from coast to coast—some of them over twenty years ago—prove that the Hecla is a "clean" furnace.

Those installations are the real living advertisements for the Hecla.

The success of the Hecla in a business way is due to its wonderful success as a heating proposition.

Hecla---a strong business-getter

The Hecla is the only "clean" furnace—guaranteed "clean"—proven "clean" in years of service.

What a business getter that feature is to live furnace men!

Link it up with the Hecla coal-saving feature —the steel-ribbed firepot—and with the big moist air feature, the circular water pan.

Link it up with the "free plan" service we give our customers.

Link it up with our advertising, keeping the Hecla story before the people—making it easier to get business.

Is it any wonder that the Hecla is so strong a contender on the Furnace field?

Write for our dealer proposition. See what you can do with a furnace like the Hecla.

HECLA
Mellow Air
Furnace

Note, we do not say "better for the money."

The Hecla Pipeless is a **better** heating system for many types of homes than more expensive systems — will give a more even distribution of heat.

This is the furnace that you can install with little help. It will enable you to do a big business in spite of the labor shortage.

Opens a Big Market

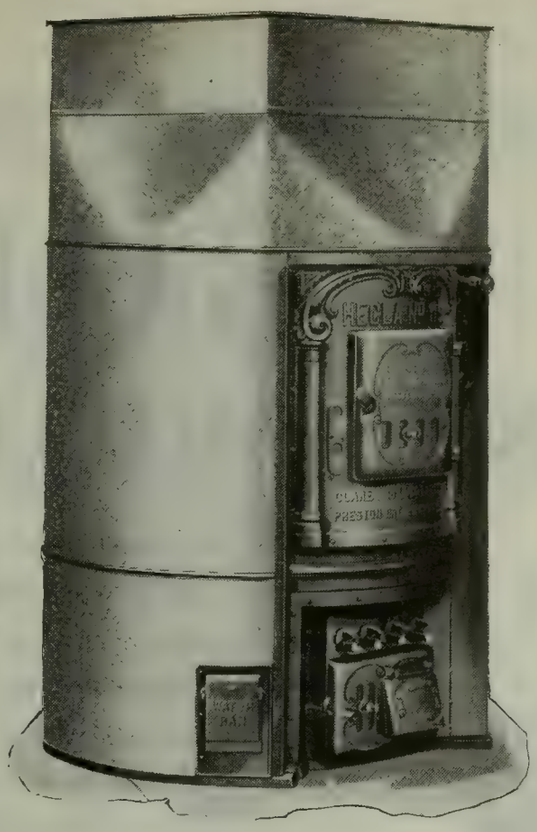
The low price of the Hecla Pipeless puts it within the reach of hundreds of new prospects in every locality.

Furnace comfort — at low cost—is so attractive that every live dealer must see in the Hecla Pipeless a wonderful chance to do big business this fall.

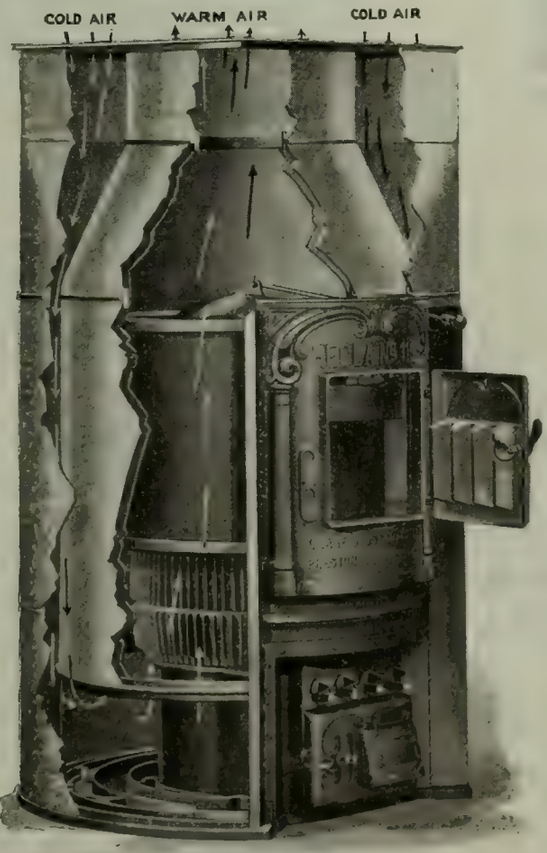
There are many times the number of prospects for the Pipeless that there are for more expensive installations.

The solution of the furnace dealer's labor problem

Here is a furnace you can install in a day.



Upper picture shows the Hecla Pipeless idea. Note the galvanized inner casing and wide air flues. Lower picture shows furnace complete. Only smoke flue has to be added.



Without waiting for carpenters.

Without expert mechanics.

Without tearing a house to pieces.

It is a furnace you can guarantee to do satisfactory heating.

Because, our guarantee is back of it.

The Hecla Pipeless is a proven heating device. It is sound in principle, and it has been proven in practice.

The Pipeless must not be considered as a cheap job. It must not be judged on a price basis.

In many homes it will do better work and do it more economically than the ordinary warm air installation.

Think it over.

Consider the big market.

Consider the ease of installation.

Consider the guarantee of satisfaction.

Write at once for the Hecla Pipeless proposition.

Get started on this profitable furnace line.

CLARE BROS. & CO.
LIMITED

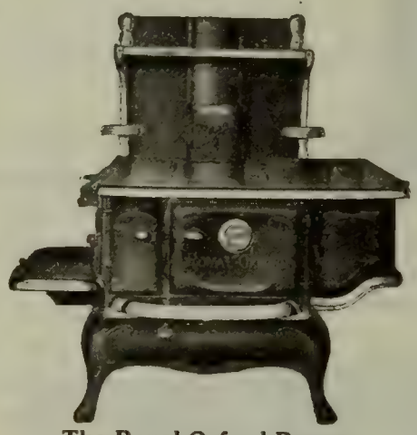
PRESTON WINNIPEG

Hecla *Pipeless* Furnace

GURNEY-OXFORD

GURNEY-

PRODUCTS ARE THE CHOICE

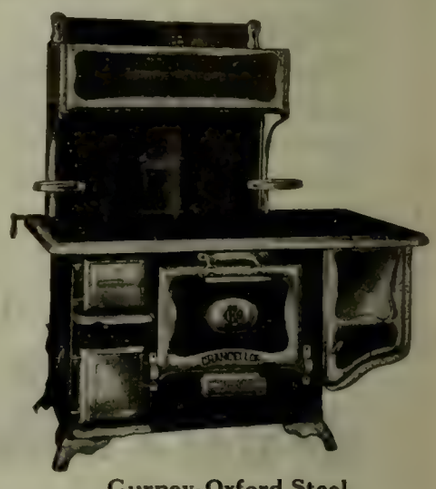


The Royal Oxford Range

When a dealer sells any one of the many products bearing the oval trade mark "Gurney-Oxford," he knows that his customers are receiving full value for their money, besides lasting satisfaction. The customers on their part are quite familiar with the name and merit of the goods they are buying. They know that behind the dealer is the guarantee of the manufacturer. This makes an ideal buying and selling compact. The dealer is pleased with the ease with which he sold the article and also his profits. The customer is satisfied with the article and the knowledge of having purchased the best.

All kinds of modern heating and cooking equipments are manufactured under the GURNEY-OXFORD trade mark such as furnaces, stoves, gas ranges, boilers, radiators, tank heaters, hotel equipment—in fact any appliance that is modern and made with the idea of giving better and more efficient service will be found in the GURNEY-OXFORD list. Write to our head office or to any of our selling branches for catalog or any special information.

"Established 1843"



Gurney-Oxford Steel "Chancellor" Range

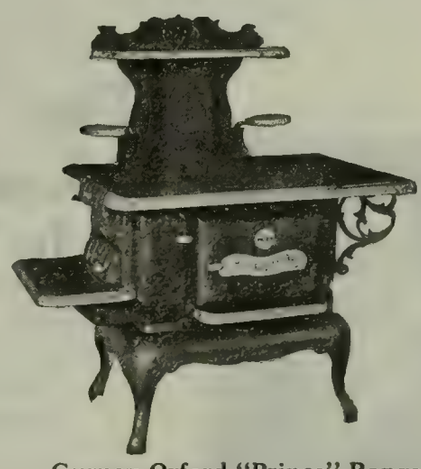
THE OUTWARD SIGN
GURNEY-OXFORD
OF INWARD QUALITY

GURNEY-OXFORD

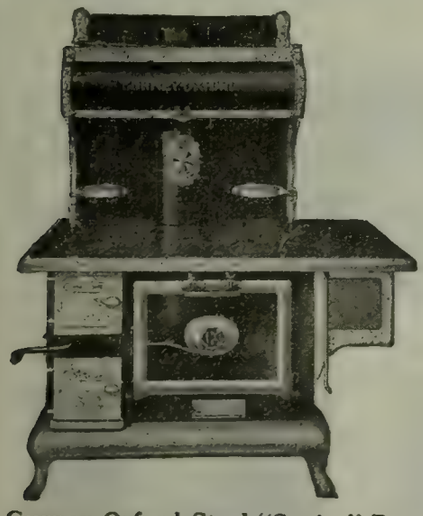
OXFORD
OF DISCRIMINATING BUYERS

Meet Us at the Toronto Exhibition

We will have a more complete line than ever of "Gurney-Oxford" heating and cooking appliances in our exhibit. Drop in and make yourself known. We will be pleased to see our many old and new friends in the trade. Indications point to an exceptionally brisk season for the heating trade. We would advise you to look over your requirements and place your order early. This may save you possible delay later on when you are in a rush for delivery.



Gurney-Oxford "Prince" Range



Gurney-Oxford Steel "Senior" Range

Special Announcement

In our exhibit at the exhibition we will show for the first time our new gas and coal combination range. Embodied in this range will be found all the special features of the average combination, together with the added special "Gurney-Oxford" improvements. It will be worth your while to see this range. It promises to be an excellent seller.

The Gurney Foundry Co., Limited

TORONTO - - ONTARIO

The Gurney-Massey Co., Ltd., Montreal, Que.
The Gurney North-West Foundry Co., Ltd., Winnipeg
The Gurney Foundry Co., Ltd., Calgary
The Gurney Foundry Co., Ltd., Vancouver



MR. MOORE,
Western Manager.



MR. J. G. FRASER,
General Manager.



MR. F. G. FRASER,
Sales Manager.

The Men Who are Keenly Interested In Your Success

Efficient service and hearty co-operation are the governing principles in all our business transactions with the trade.

To see your business succeed, and to be instrumental towards this end is the ambition of each one of the members of

THE HAMILTON STOVE & HEATER CO.

LIMITED

HAMILTON ONTARIO

Successors to Gurney, Tilden & Co., Limited

Branch Offices and Warerooms : Winnipeg, Vancouver, Montreal



MR. TOBER,

Ontario Representative, Builders' Hardware.



MR. AUTHIER

Quebec Representative, Builders' Hardware.

Hamilton District
Representative
MR. KEMP,

Maritime Provinces
Representative
MR. C. NICOLL,



MR. YOW,

Quebec Representative, Stoves and Furnaces.



MR. BENNETT,

Toronto and Eastern Ontario Representative, Stoves and Furnaces.



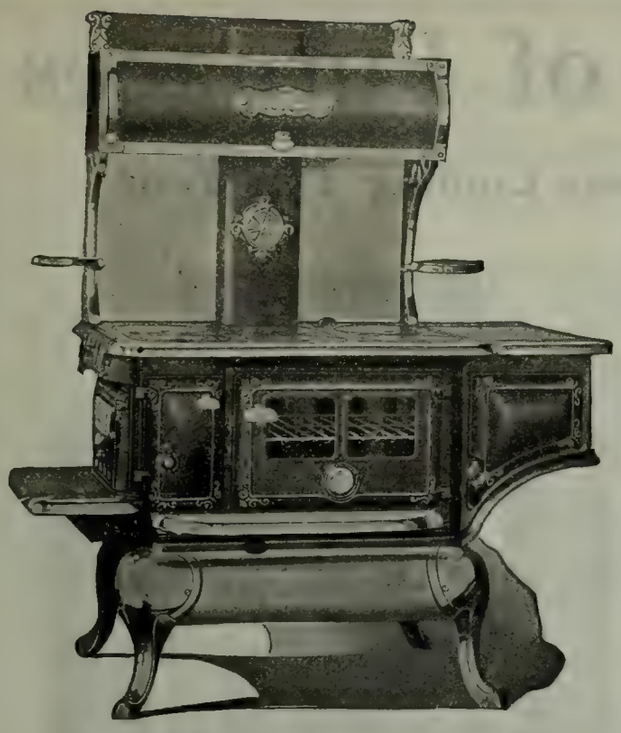
MR. DELORME,

Montreal and District Representative, Stoves, Furnaces and Builders' Hardware.



MR. SPENCER,

South and Western Ontario Representative, Stoves and Furnaces.



Thrifty Souvenir the Range that Gives Satisfaction

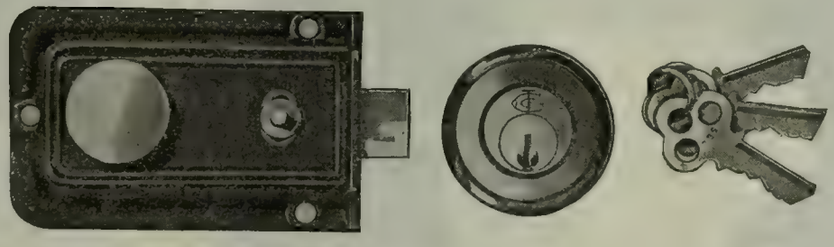
Dealers will find this range a good seller. Well made and highly finished. Can be quickly changed from coal to wood. Economical in fuel. Perfect baker and cooker. Allows a handsome margin of profit yet sells at a reasonable price. Made in five sizes as follows:

No.	Covers	Oven	Coal Fire Box	Wood Fire Box	Top
8—18	Square 6-8″	16 x 16 x 10¼	14 x 6 x 6½	16 x 6 x 6½	38 x 25½
9—20	Square 4-9″, 2-6″	18 x 18 x 10½	15 x 6 x 7	21 x 7 x 7	28 x 40
9—22	Square 6-9″	20 x 20 x 12	17 x 7 x 7	23 x 8 x 8	28 x 42
9—20	Reservoir				28 x 45
9—22	Reservoir				28 x 46

No.	Height	Weight	Price
8—18 Square	31	300 lbs.	$49.80
9—20 Square	32	350 lbs.	52.95
9—22 Square	32	390 lbs.	56.65
9—20 Reservoir		410 lbs.	60.85
9—22 Reservoir		450 lbs.	64.50

NIGHT LATCH

No. 1990



PRICE $14.00 PER DOZEN NET.

This is a high-grade latch and can be made in any number of changes. Write for catalogue and prices on any line you are interested in.

Agencies and Show Rooms:

Chas. Rankow, Durban, South Africa; Webb Brothers, Georgetown, Demerara, British Guiana; Burns Export Corporation, 56 Price St., New York, N.Y.

THE HAMILTON STOVE & HEATER CO., LIMITED

HAMILTON, ONTARIO

SUCCESSORS TO GURNEY, TILDEN & CO., LIMITED

Branch Offices and Warerooms: Winnipeg, Vancouver, Montreal

Findlay's Line of Furnaces

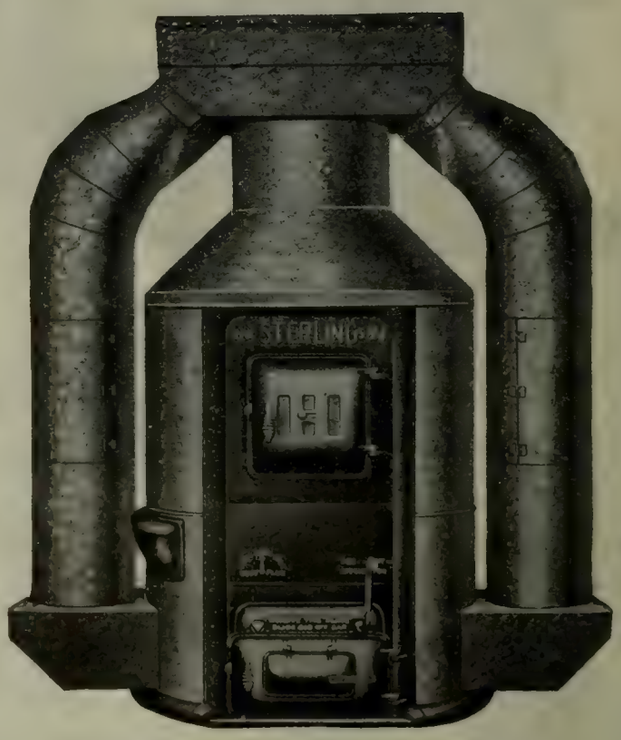
Big Pipeless Furnace Business Coming This Year

The question is no longer being asked: "Will the Pipeless Do the Work?" It is now a tried and tested product and the question that interests the dealer is WHAT TYPE OF PIPELESS FURNACE.

The STERLING PIPELESS with its side cold air construction is scientifically correct and mechanically right. The Heat Retaining Apron, which is a distinctive patent of the STERLING makes it possible for us to adopt this exceptional method of construction without heating the basement. We, however, make the Sterling Pipeless with double casing when desired.

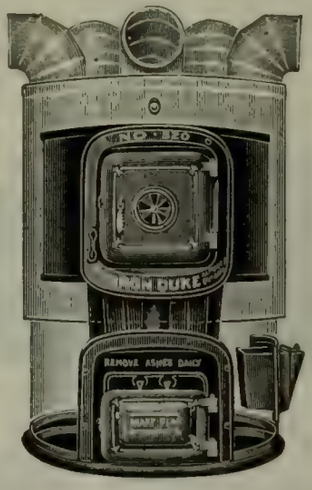
The Sterling is made in five sizes in Pipe and Pipeless style, fire pots ranging from 17 to 27 inches.

A line from you, Mr. Dealer, will bring a full description of this furnace, or, better still, our representative will call and talk it over with you.





Kir-Ben—five sizes, fire pots, 17 to 29 inches.



Iron Duke—three sizes, fire pots, 17 to 21 inches.



Royal—two sizes, 19 and 21 in. fire pots. An A-1 furnace, but so constructed that it can be sold at a price to meet any kind of competition.

THE LARGEST LINE OF FURNACES MADE IN CANADA TO CHOOSE FROM

We make a furnace to meet any requirement whether it be quality, size or price. Write for fuller particulars. Will exhibit at Toronto and Ottawa Fairs.

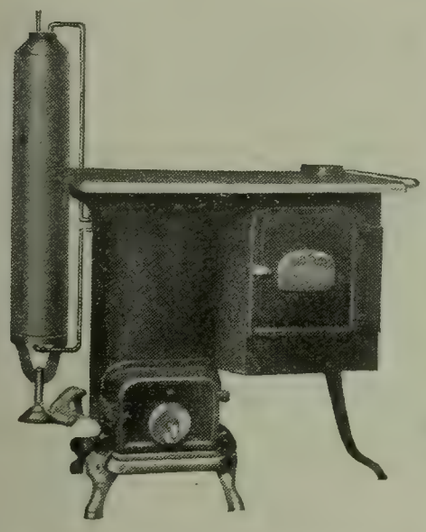
MANUFACTURED BY

FINDLAY BROS. CO., Limited, Carleton Place, Ont.

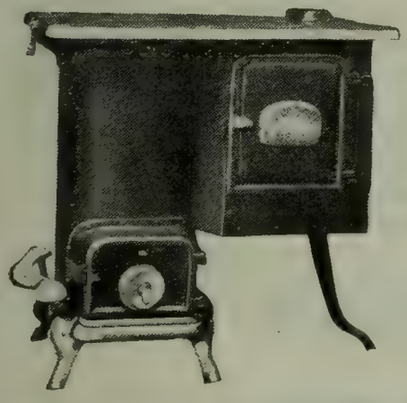
REVILLON WHOLESALE LIMITED, Edmonton, Alta. Wholesale Agents for Alberta.

Findlay's Tortoise Cook---A Combination Cooking and Heating Stove With All the Conveniences of a Modern Range

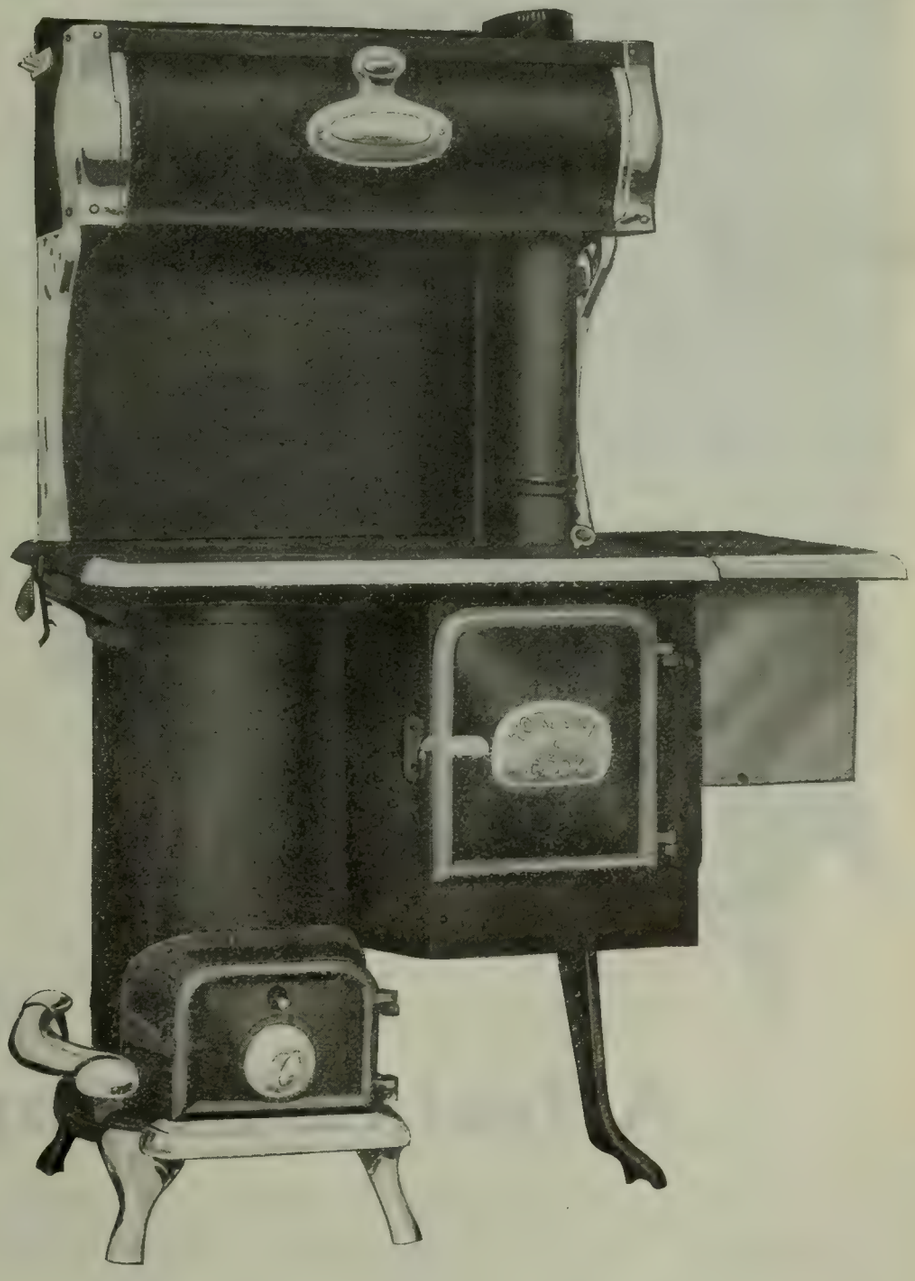
SOMETHING NEW ***PRACTICAL*** ***ECONOMICAL*** ***SERVICEABLE***



The Tortoise is a wonderful water heater; ample capacity for a 30 or 40-gal. boiler.



The oven on the No. 4-26 measures 12 in. wide, 11 in. high and 18 in. deep. The oven on the No. 4-24 measures 10½ in. wide, 11 in. high and 18 in. deep.



Two stoves in one; as good a heater as the most expensive base burner, as perfect a baking and cooking stove as the highest priced range. This stove is not a freak nor an experiment, but a sensible, practical Combination Heating and Cooking Stove.

The Tortoise Cook has an ample sized top with four cooking holes; made with or without grates. The bodies are made of polished steel and brick lined. The reservoir on this stove is made of copper or galvanized iron, as desired, capacity—5 Imperial Gallons.

This stove will be on exhibit along with our other lines at the Toronto and Ottawa Fairs.

MANUFACTURED BY

FINDLAY BROS. CO., Limited, Carleton Place, Ont.

REVILLON WHOLESALE LIMITED, Edmonton, Alta. Wholesale Agents for Alberta.

Record Olympic

Steel Range



Ours is a most complete line of Stoves, Ranges, and Furnaces. If you have delayed handling this line let us hear from you. We would like to explain these attractive stoves and our service. It will be good news to you. Have you a catalogue?

A Trial At Our Expense

Order an Olympic Steel Range for trial ; give it the most thorough and exacting test you know. When you have done this you will find it beyond comparison—if not; return it at our expense.

The Record Olympic is a source of satisfaction to both dealer and consumer. On your part every sale and trial increases your customers' belief and confidence in your judgment.

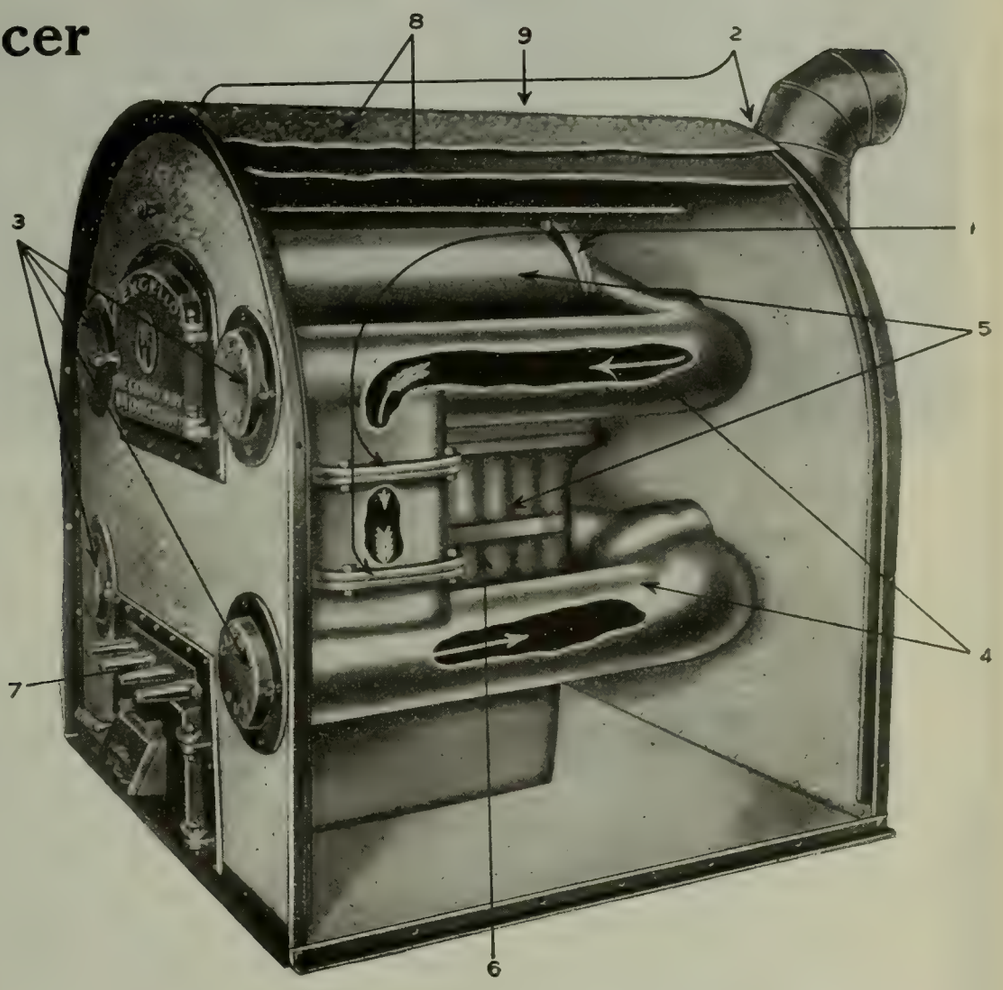
The Record Foundry & Machine Company, Ltd.

MONCTON, N.B.

Western Distributors:
R. R. Kinread, 286 Bannatyne Ave., Winnipeg; F. R. Murry Co., Ltd., Vancouver, B.C.

Record Excello

Hot Air Producer



1—Sheet Asbestos Gaskets
2—Construction Features
3—Clean Out Flues and Caps
4—Downward Draft Flue
5—Fire Travel
6—Fire Pot
7—Triangular Roller Grates
8—Double Casing
9—Low Design Feature

Points That Make Sales

(1) The Asbestos Gaskets are bolted between iron flanges, making gas and dust-proof joints. (2) Simplicity of construction—casing raises from bottom exposing inside for cleaning or repairing. (3) Cleanout caps give access for cleaning flues. (4) Perfect downward draft: retains products of combustion longer. (5) Long fire pot, perpendicular sides overhang ash-pit—prevents dead ash accumulation. (7) Gearless and frameless roller grate. (8) Double casing of galvanized iron and tin with inch air space. (9) Low construction—only 40″ from top to bottom—Write for Furnace Handbook.

The Record Foundry & Machine Company, Ltd.

MONCTON, N.B.

Western Distributors:
R. R. Kinread, 286 Bannatyne Ave., Winnipeg: F. R. Murry Co., Ltd., Vancouver, B.C.



The newly equipped store of W. Walker & Son, Ltd., 1228 Yonge St., Toronto

The Greatest Asset

W. WALKER & SON, LIMITED.
WHOLESALE HARDWARE MERCHANTS
1228 YONGE ST

Toronto Ont. August 7th, 19 19.

SUBJECT

Messrs. Cameron & Campbell,
578 Queen St. E.,
Toronto.

Gentlemen:

We take much pleasure in thanking you for the prompt service that you have rendered us on our order No. A. 2681, which called for 70 feet of Paint Shelving and 35 feet of Bennett Shelf Boxes, with nail bins, etc., complete. On giving you this order, we left the arrangement entirely to your judgment, and we might say that we were very pleased with the way you arranged same, and the manner in which you handled this contract.

We find that our sales have already increased considerably in the Paint, and also in the Tool Department, on account of having the goods in view and arranged in a manner conveniently for serving to the customer.

Very truly yours,

W. WALKER & SON, LIMITED,

Per W. L. Walker

MANAGER RETAIL DEPT.

W/MS.

that any store or any business can possibly have is

A Satisfied Customer

One customer to whom you have given real service will advertise you more than dollars spent in printer's ink. "Service" should be every hardware dealer's motto, for never in the history of the hardware trade has service been more necessary to hold patrons than at the present time when a very large portion of the business is done with women, especially in household lines.

W. Walker & Son, views of whose retail store are shown above, have found that

Cameron & Campbell Wall Fixtures and Display Cases

enable them to give a service in their store which has resulted in greatly increased business. Beside giving service, the attractiveness of the store draws not women alone, but men to your store.

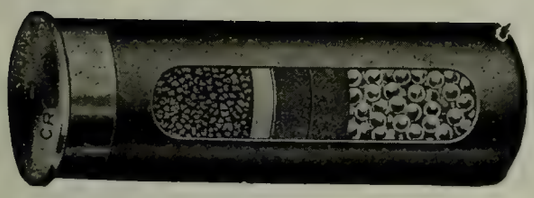
A Cameron & Campbell fitted store always draws the trade.

How about looking into our proposition and getting an estimate on the refitting of your store.

We are specialists. Send us a rough sketch with measurements and let us suggest. It does not obligate you.

Cameron & Campbell, Queen St. At Don Toronto









FALL HUNTING SUPPLIES

The return to Peace Conditions has released many men from Military Service and urgent munition work, who will take advantage of the first season of freedom and spend a few weeks hunting, which will result in an unprecedented demand for Guns, Rifles and Ammunition.

Supplies of these lines are more plentiful than they have been for the past five years, as the factories are gradually getting their production adjusted to a commercial basis. Deliveries, however, are still slow, and it is only foresight in buying which enables us to offer a complete range of sporting goods for shipment from stock.

We hardly expect that our liberal purchases will be sufficient to supply the demand, and strongly advise our customers to place their orders immediately, both for present and future deliveries.

Our stock consists of the most popular models of Rifles, Guns and Pistols in the following well-known brands.

WINCHESTER, REMINGTON, SAVAGE, STEVENS, HARRINGTON & RICHARDSON and COLTS, also a complete range of DOMINION and AMERICAN AMMUNITION.

We also have an attractive assortment of rifle cases, hunting knives, compasses and other hunting supplies.

Mail orders receive careful attention.



WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO



Cotton and Wool Waste

Cotton Wipers

(Washed and Sterilized)

In These Grades

Polishing Waste

Cream

White Wiping Waste

XXX Extra
XX Grand
XLCR
X Empire
X Press

Colored Wiping Waste

Fancy
Lion
Standard
Popular
Keen

Wool Packing Waste

Arrow
Axle
Anvil
Anchor

Washed Cotton Wipers

White
Light
Dark

Headquarters For

Cotton Duck	Cordage	Marine Hardware
Tents—Flags	Twines	Oakum—Pitch
Tarpaulins	Oiled Clothing	Fishermen's Supplies

These grades of Cotton and Wool Wastes, and Wipers, are in constant use by all Railways, Steamship Lines, Machine Shops, Garages, etc.

Prompt deliveries of all the above lines. **Samples and prices sent on request.**

Scythes & Company, Limited

Manufacturers and Jobbers

Montreal Toronto Winnipeg



GILBERT

NEW WHEEL TOY

No Toy since Toys were thought of has met with the welcome that greeted GILBERT'S NEW WHEEL TOY.
Our full-page advertisements in "Saturday Evening Post"—"Popular Mechanics"—"Boys' Life," etc., etc., produced an avalanche of enquiries from boys and parents asking "Where can we get one?"
MR. DEALER, we spend our money advertising to benefit you. Are you going to link up with this advertising? The way to do it is to send an order TO-DAY.

The 9004 New Wheel Toy costs you $6.00 each
The 9006 New Wheel Toy costs you $10.00 each

A boy can make Gliders, Wheelbarrows, Trucks, Go-Carts, Geared Racers, etc., etc.

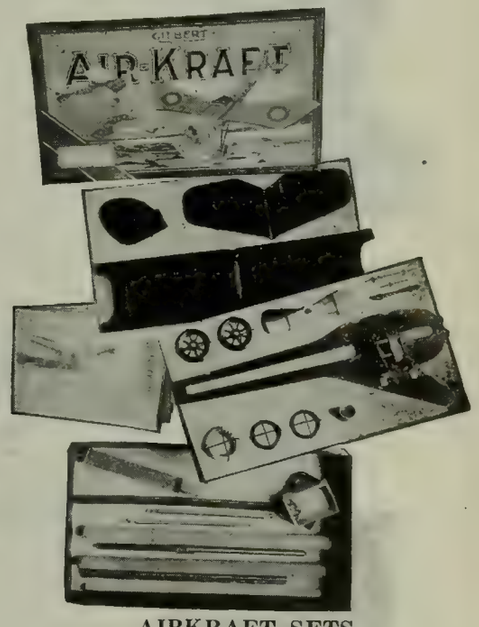


No. 4 Set ERECTOR with Motor Retail Canada $7.50

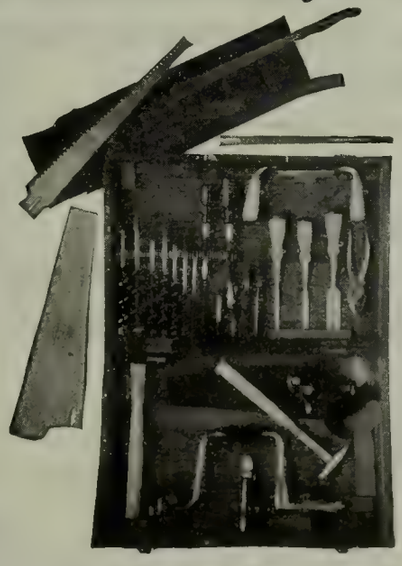
The Other Lines Are

Chemistry Sets
Tele Sets
Phono Sets
Wireless Sets
Electrical Sets
Mysto Magic
Puzzle Sets
Bulk Puzzles
Nurses' Outfits
Submarines
Machine Guns
Tanks
Flying Machines

Get acquainted with the New Toys



AIRKRAFT SETS
Retail $2.25, $4.50 and $7.50



CARPENTERS' TOOL SETS
$2.50, $3.50, $5.00, $7.50, $10.00 and upwards

SOLDERING OUTFIT
$1.50 and $3.75



ERECTOR

No. 1 retail, Canada	$1.50
No. 2	3.00
No. 3	4.50
No. 4, with motor	7.50
No. 5	11.25
No. 6	15.00
No. 7	22.50
No. 8	37.50

You can buy Toy Motors and Transformers for all sets.

Write to-day for Catalogue and Price List.

The A. C. Gilbert-Menzies Company, Limited

439 King Street West, Toronto

Manufacturers of GILBERT'S TOYS

Canadian Agents THE "POLAR CUB" ELECTRIC FAN

Call and visit us when at the Exhibition. Our Show Room is two doors west of Spadina on King

Gold Coin Grinders

Gold Coin Grinders are good serviceable machines, well made and carefully assembled. The castings are of a good grade of grey iron. The gears are cast iron, machine cut; the pinions of steel are also machine cut. The machines are finished in black and equipped with genuine Carborundum wheels. All machines are equipped with tool rests and are made of better materials than the average low priced grinder.

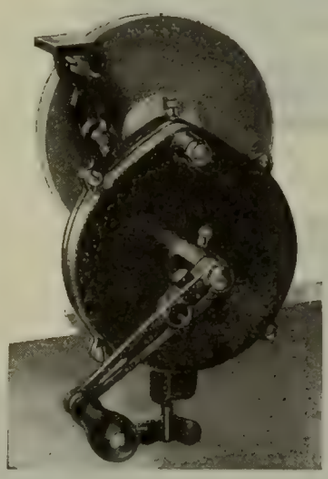


GOLD COIN NO. 5
4 in. Wheel



GOLD COIN No. 6
5 in. Wheel

If interested write us. We have a better proposition than any Canadian manufacturer or jobber.

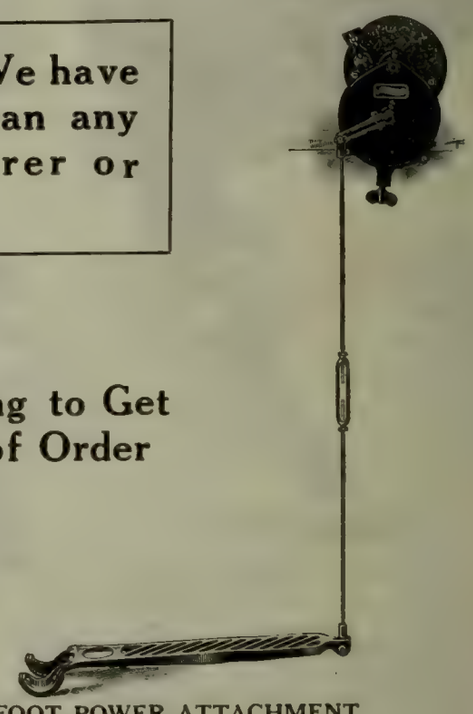


Nos. 7 and 8
6 in. Wheel

Strong—Easy to Adjust

Nothing to Get Out of Order

See our Catalogue No. 50, page 222a



FOOT POWER ATTACHMENT

LEWIS BROS., LIMITED, MONTREAL

Automobile Supplies

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES, SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

Automobile Supplies

"KASEMENT"

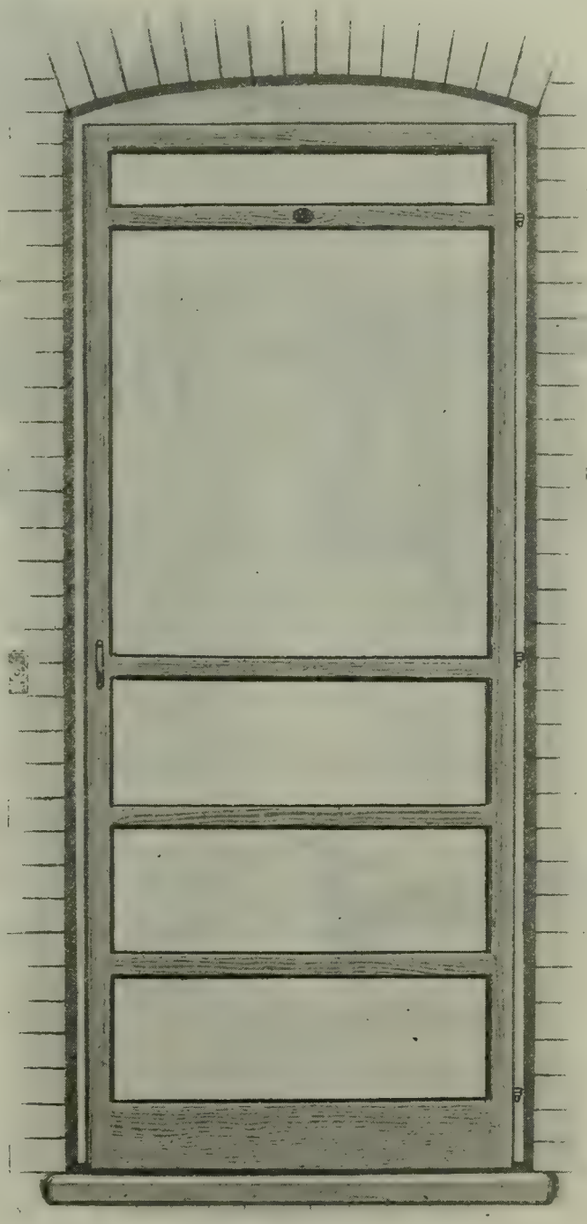
The Emblem of Screen Door Quality

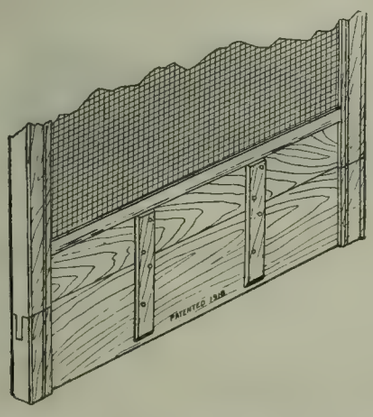
In one of our advertisements we said **Quality Counts.**

The demand for **"Kasement"** Doors has proven beyond a doubt that **Quality Has Won.**

Owing to the unprecedented demand for **"Kasement Skrene Dores"** in Nineteen Ninteen we were unable to fill all repeat orders, **but—with our increased facilities** we will be able to give you prompt and efficient service, and welcome your order and re-orders for Nineteen Twenty.

Our Exhibit at the Canadian National Exhibition will be in the Industrial Building—southeast corner. And we invite you to make our booth your headquarters.





"Kasement" Extension Bottoms
(PATENTED)

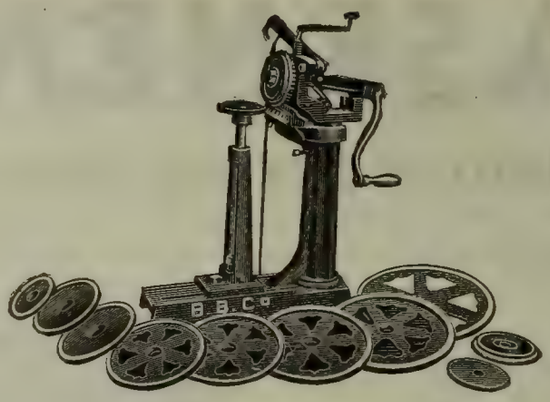
The **"Kasement"** Extension Bottoms shown above are finished to match the doors, and especially designed for brick houses which have the narrow door step, about five or six inches above the verandah or porch floor. This extension bottom makes it possible to extend the length of any **"Kasement"** door from three to seven inches.

KASEMENT SKRENE DORE CO.

Head Office: 183 Church Street
TORONTO

Factory: Burlington, Ontario

Western Canadian Representative: Mr. Geo. Wright, 404 Trust & Loan Building, Winnipeg, Man.

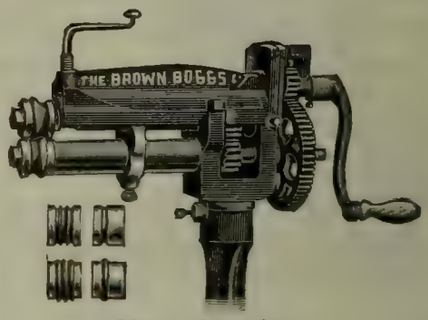


No. 2 Double Seamer

TINSMITHS' TOOLS

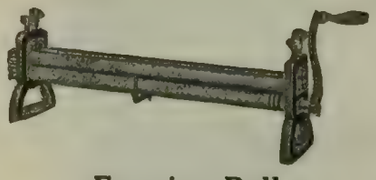


No. 230 Squaring Shear



No. 3 Beader

Are you using up-to-date tools in your tinshop? Modern Tools mean greater production which is the only way to combat rising wages.



Forming Rolls



No. 22 Circular Shear

Get your copy of our new No. 26 catalogue.
Sent to any interested party on request.

The Brown Boggs Co., Limited

Hamilton, Canada

Manufacturers of Tinsmiths and Sheet Metal Working Tools and Machinery. Presses, Shears, Rolls, etc.



There are no Substitutes for Dairy Foods

You can't have a Speedometer on your arm

Even if you could, it would not make you turn at a certain speed every time you used a separator. Own a separator that you do not have to coddle by turning at a fixed speed or by using speedometers and other contraptions. Do the sensible, practical thing and buy a Sharples.

American ingenuity has perfected a principle in the Sharples that enables you to turn the handle fast, slow or "as you like it." You can loaf along, or speed it up—and you do not lose a cent's worth of butterfat nor change the thickness of your cream. From a straight, money-making standpoint alone, the Sharples is the only separator you can **afford** to buy.

AFTER READING THIS SHARPLES AD--- PUT YOURSELF IN THE FARMERS' PLACE

Would you buy a separator that was as contrary as a fixed feed separator—that had to be coddled? Or would you do what thrifty farmers **have done**—invest in the Sharples Suction-Feed that "Skims Clean At Any Speed?" Why not apply the same logic to the line of Separators you handle—and follow the line of least resistance—with the Sharples. Not all dealers can qualify for a Sharples Contract, but correspondence is invited from progressive dealers. Address nearest office.

There are no Substitutes for Dairy Foods

The Sharples Separator Co., Toronto, Ont. Regina, Sask.

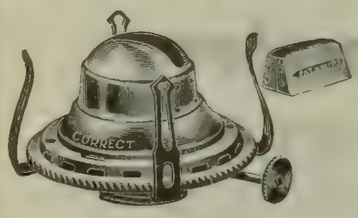
The Lounsbury Co. Newcastle, N.B. **Distributors through all their Branches** **J. Clark & Son Fredericton, N.B.**

"Over 2,425,000 Sharples Separators in daily use"

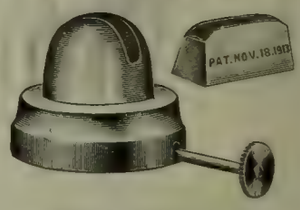
P. 76

You Buy an Automobile By Its Name or Trade Mark

Why Not Lamp Burners?



A and B Size
Correct Lamp Burner



No. 2 Cold Blast
Correct Lantern Burner

On your next order for Lamp Burners, specify "CORRECT" Burners.

They are just as they are branded, "CORRECT" in every detail.

If your Wholesaler does not carry "CORRECT" Burners, write us direct, and we will see that you get them.



Photo Reproduction
Illustrating Flame of B
or No. 2 Correct
Lamp Burner



Photo Reproduction
Illustrating Flame of
No. 2 Cold Blast
Correct Lantern
Burner

We also make "QUEEN MARY" and "DOMINION" Burners.

Manufactured only by

THE SCHULTZ MFG. COMPANY, LIMITED

Hamilton, Canada



NORTHERN

This name stands for a product that is guaranteed in every respect.

We recommend our rolled thread product to you, but if that customer of yours insists on having cut threads, just because his father always used cut threads, do not forget that the Northern has recently installed up-to-date machinery to take care of that customer, and are now in a position to supply a full line of cut thread Carriage and Machine Bolts three-quarter inch diameter and smaller, and the same guarantee is back of every bolt and nut—whether cut or rolled.

If you are not getting what you want from your present source of supply, write direct to our main office, or one of our agents.

THE NORTHERN BOLT, SCREW & WIRE CO., LIMITED

OWEN SOUND, ONTARIO

E. Roy
65½ St. Andre St., Que.

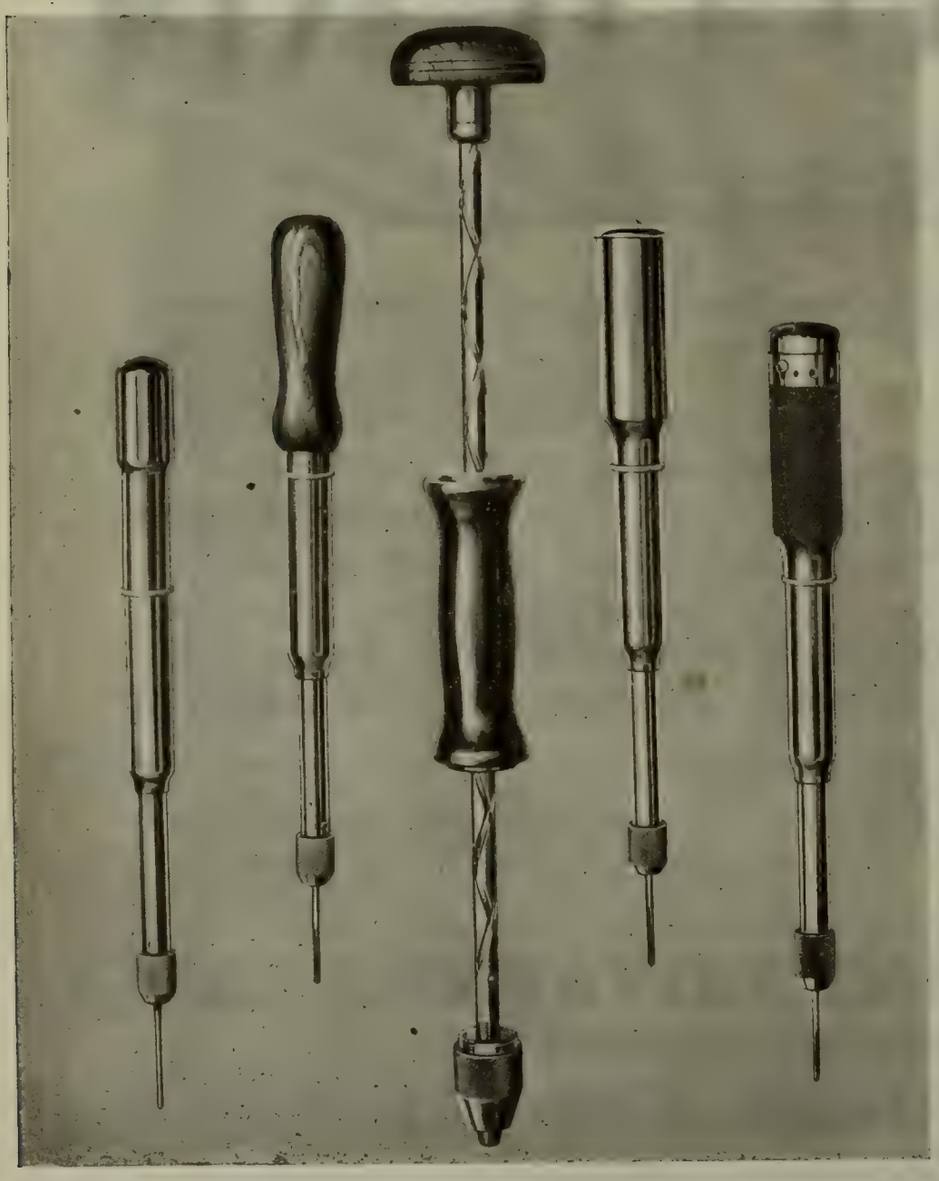
A. S. Butchart
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg

GOODELL-PRATT

1500 GOOD TOOLS

AUTOMATIC DRILLS



Punch a Hole

These Goodell-Pratt drilling devices are in big demand and becoming more popular every day.

Intensive advertising has popularized Goodell-Automatic Drills to such a degree that all your customers know them.

Twenty-five years' experience in manufacturing these tools has enabled us to produce a complete line embodying all the necessary or desirable features.

There are sixteen models, varying somewhat in their construction and price, the quality, however, is the same, the best.

Is your stock of Goodell-Pratt Automatic Drills complete?

SEND FOR CATALOGUE

GOODELL-PRATT COMPANY

Toolsmiths

Greenfield, Mass., U.S.A.

GOODELL-PRATT

1500 GOOD TOOLS

PLAIN SCREWDRIVERS

Drive the Screw

To the casual observer a screwdriver is a screwdriver, but those users who know differently demand something more substantial, a Screwdriver that will break a screwhead as large as the blade, that's what Goodell-Pratt Screwdrivers have to do.

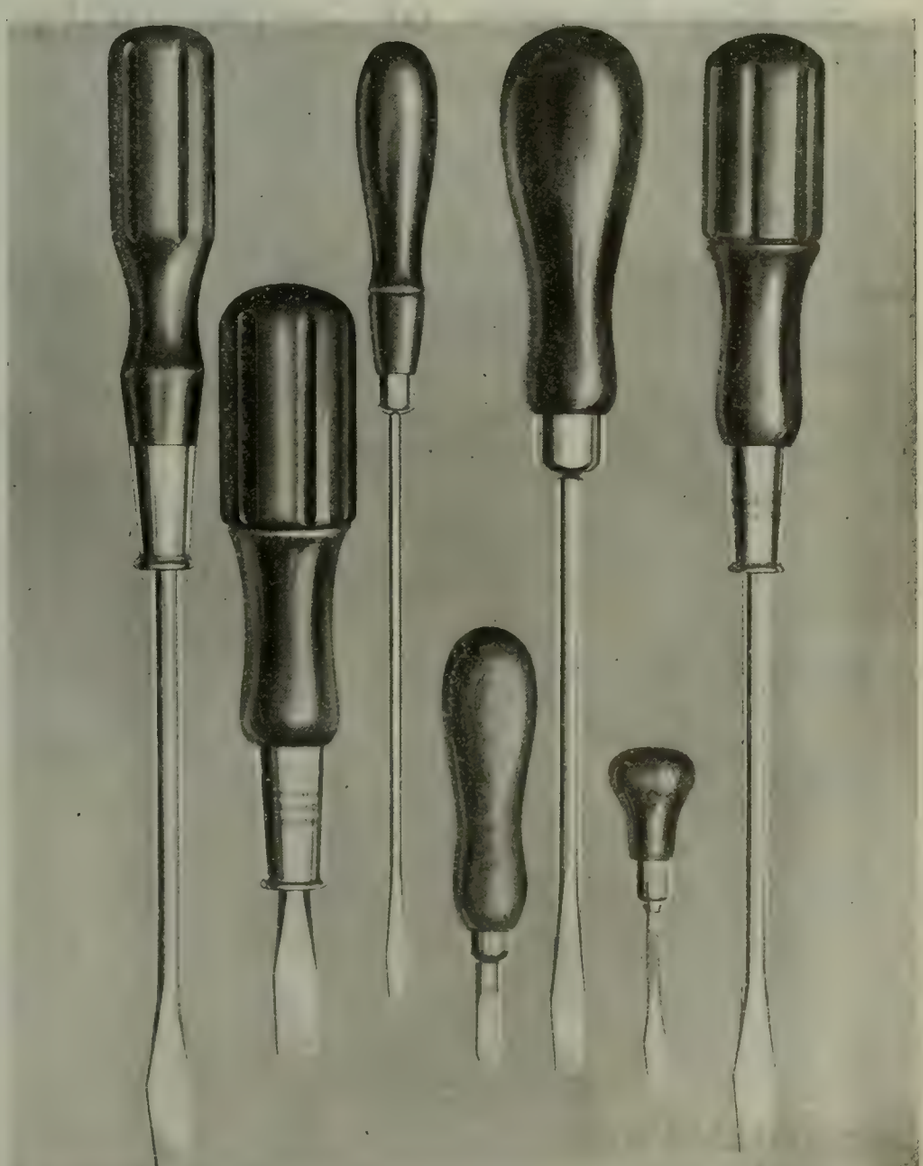
There are fifty-five sizes and kinds of plain screwdrivers to select from. The assortment is v a r i e d enough to meet the requirements of all users. Machinists, Motorists, Cabinet Makers, Gunsmiths, Householder, all can find just what they need.

Is your stock large enough in variety to care for them all?

GOODELL-PRATT COMPANY

Toolsmiths

Greenfield, Mass., U.S.A.



It's Here At Last!

LIQUID VENEER MOP

MADE IN CANADA

The mop with a swab that comes off with a pull—that can be washed and put through a wringer like a handkerchief—a gigantic improvement over all other mops. It fairly bristles with Liquid Veneer quality.

That's it—it's the *quality* mop. When kept moistened with Liquid Veneer and used on floors, the results are so beautiful as to seem almost incredible. Floors take on a *piano finish.*

It is so superior, so full of quality that no housewife who uses the Liquid Veneer Mop will ever go back to the old, greasy oil mop with its trail of greasy, discolored floors.

5 Big Points of Superiority

1—The swab comes off with a pull.

2—The handle adjusts to any position and remains secure in position desired without tampering with nuts or bolts.

3—Mop has a full yarn centre and is not merely a fringe of yarn around a frame. Provides more polishing surface.

4—Mop is treated with Liquid Veneer, a guarantee of positively unequaled results on floors.

5—New swabs may be bought, saving housewife expense of buying new mop.



To Be Sold On Approval

Mr. Dealer, you may sell this mop on approval. If your customers return any, we will back you up. Retail price in Canada—$1.75 complete, each mop packed in most beautiful lithographed metal container on the market—bright yellow with red and black type. Extra swabs, retail at $1.00 each.

See Next Page

Champion of the World

LIQUID VENEER MOP

MADE IN CANADA

You will want to be fully posted on this wonderful mop. Send for information entailing no obligation. We are making a specially attractive offer which will net 66% profit on your investment.

This beautiful, life-size, demonstrating cutout FREE



This mop is to be advertised heavily this fall and steadily thereafter—a special campaign that will cover Canada thoroughly. Your customers will surely hear of the Liquid Veneer Mop.

You will be supplied with the most beautiful, lithographed cutouts that can be procured. Illustration shows cutout that tells the story—furnished free.

Take our advice. Get all information about this Mop. Drop us a line to-day.

MAKES YOUR FLOORS RIVAL YOUR PIANO

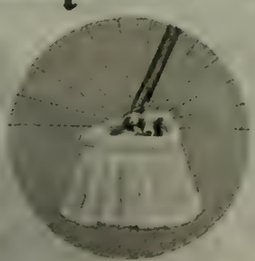
In Brightness and Cleanliness

LIQUID VENEER MOP

Champion of the World



SWAB PULLS OFF QUICKLY EASY TO WASH



HANDLE ADJUSTS TO ANY POSITION



EXTRA MOPPING STRANDS IN CENTER EXCLUSIVE FEATURE



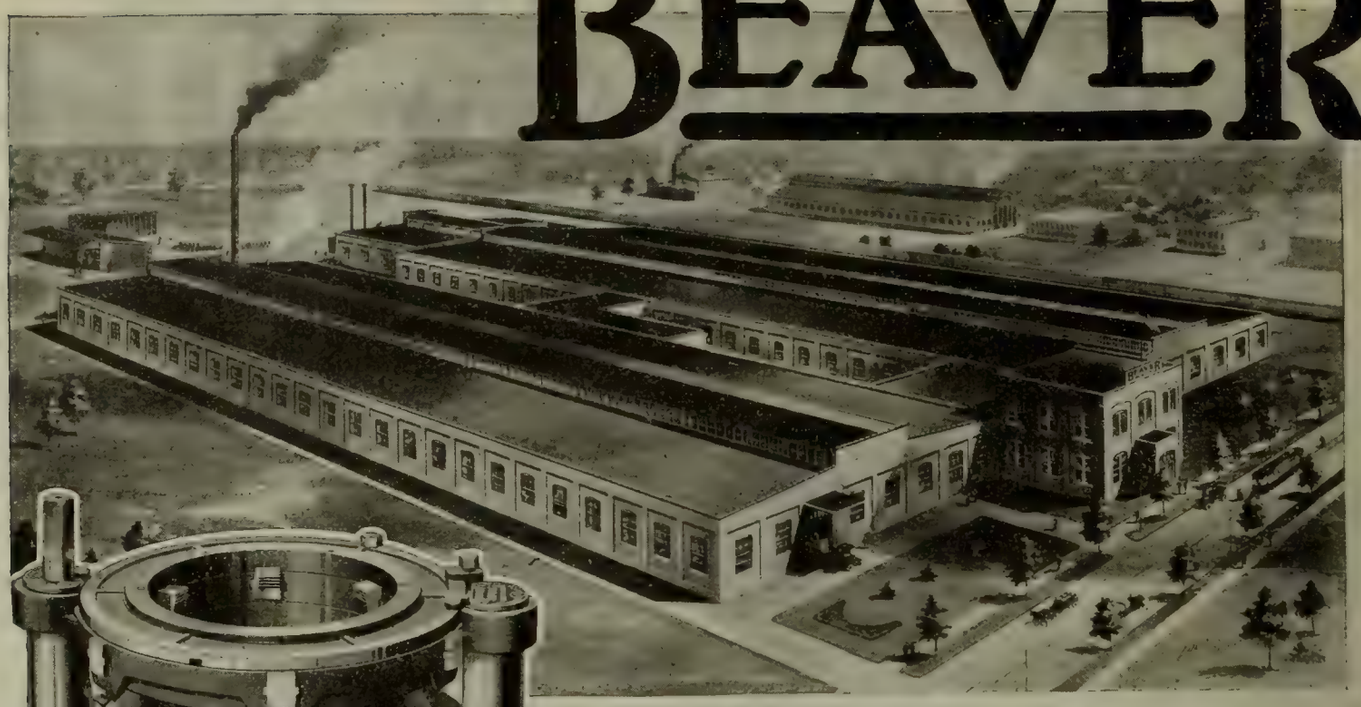
TO TREAT SPRINKLE WITH LIQUID VENEER

Buffalo Specialty Co.

346 Ellicott Street
Buffalo, N.Y.

Bridgeburg, Ont.
Canada

BEAVER



THE HOME OF "BEAVER" TOOLS

The largest and best-equipped factory in the world devoted exclusively to the manufacture of high-grade, easy-working tools for cutting and threading pipe.

No. 80 Geared—4½ to 8 inch.
No. 90 Geared— 9 to 12 inch.

Many Popular Selling Features

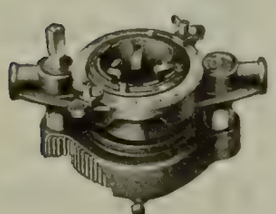


No. 26 Ratchet
1 to 2 inch.

Beaver Easy-Working Die Stocks are quick working; the dies are narrow and receding, moving outward as the thread advances. 2-inch pipe is easily threaded with one hand; 4, 6, 8, 10 or 12-inch pipe is threaded by one man. Beaver Dies will thread several sizes of pipe without changes.



Showing burred edge of pipe cut with ordinary wheel cutter.



No. 41 Geared
2½ to 4 inch.

A self-centering Chuck eliminates troublesome bushings. Beaver Dies are adjustable—move the handle, that's all! Beaver Tools are fully guaranteed. The user and the dealer are both protected. Write for circular and prices. "The user must be pleased."



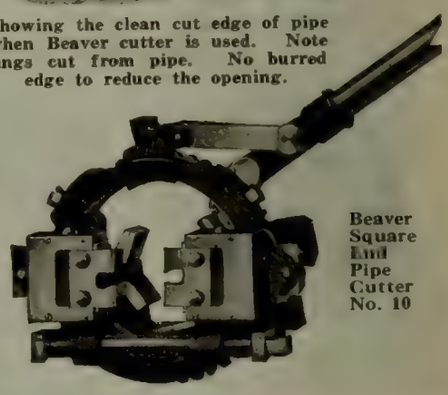


Showing the clean cut edge of pipe when Beaver cutter is used. Note rings cut from pipe. No burred edge to reduce the opening.

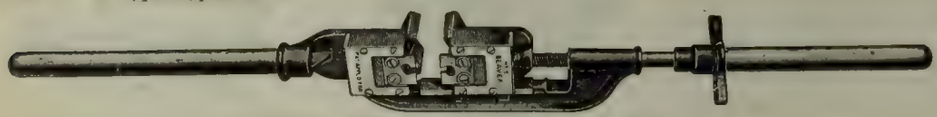


No. 6 Beaverette
⅛ to ¾ inch.

The
Borden - Canadian Co.
110 Church Street - Toronto



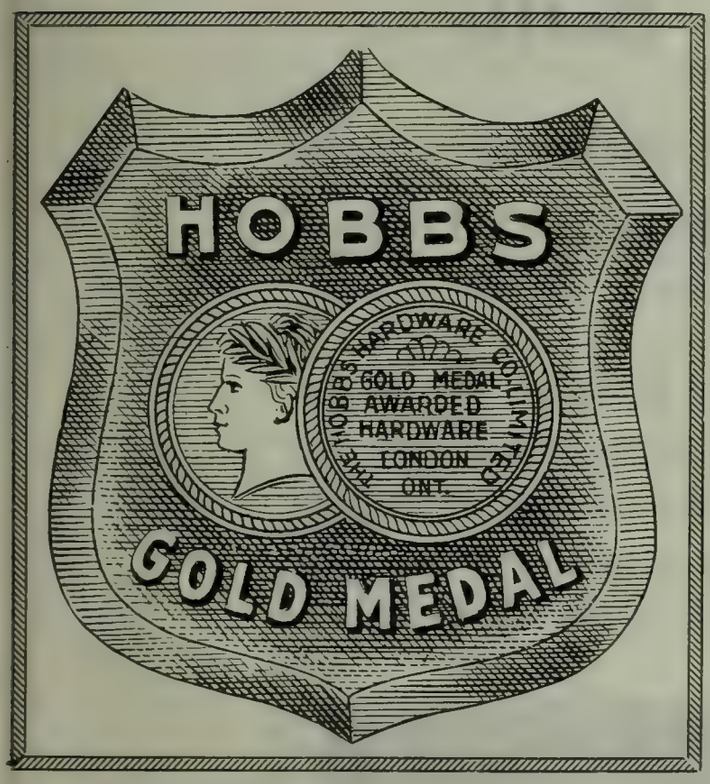
Beaver Square End Pipe Cutter No. 10



BEAVER PIPE CUTTERS (SQUARE END)

1 B., ⅛ to 1. 5 B., ⅛ to 2. 10 B.R., 2½ to 4. 15 B.R., 2 to 6.

"Hobbs Gold Medal"



Whether on Tools, Roofing, Cutlery, Binder Twine or on any other line of Hardware, "Hobbs Gold Medal" is the distinguishing mark of Quality, backed up by the guarantee and business reputation of a company that has been doing business with the hardware trade of Canada for over forty years.

It is the constant aim of this company to supply the requirements of its retail customers with reputable, saleable goods on short notice, and at prices as reasonable as is consistent with good quality.

The Hobbs Hardware Co. is splendidly equipped and prepared for the coming fall and winter business. Its extensive stocks are at your disposal, together with the advantage of quick deliveries on all hardware lines, including motor accessories. The quarterly catalogue of "Seasonable Specialties" lists many profitable lines that will interest you.

You are cordially invited to visit The Hobbs Hardware Company while you are in London for the Western Fair and Exhibition.

The Hobbs Hardware Co., Limited

London - Canada

Keeps Hot THERMOS Keeps Cold

The——Bottle

Mr. Hardware Dealer, are you co-operating with our national advertising?

Forty piece order of Thermos Products allow you 25-10-10% from retail prices. If you have not received our latest catalog and assortment circular send for it to-day. Smaller orders 25 and 10% from retail prices.

This car now in Canada to interest the public in genuine Thermos Products. We want to visit your store with this car.



The greatest advertising medium the world has ever known. Make your store a Thermos depot by buying quantity orders and increase your Thermos sales.

Thermos advertising Car now in Canada to co-operate with dealers selling genuine Thermos Products.

Thermos Bottle Company, Limited

146 Wellington Street West

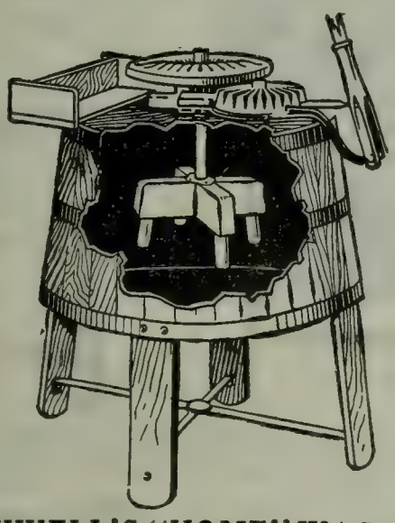
TORONTO

Exclusive Features, Well Advertised Make Quick and Easy Sales

Strongly advertised in leading publications throughout Canada, the many exclusive features described below make Maxwell products a favorite in every community. Combined with the generous system of Maxwell dealer co-operation, this means an exceptionally easy and profitable line to handle.

It will pay you handsomely to stock and feature

Maxwell



MAXWELL'S "HOME" WASHER

A high-speed, ball-bearing Washer that is light, noiseless and easy-running, enclosed gears making it safe in operation.

The construction of the dasher makes this type the best for the thorough washing of everything. It can be operated by hand power or water motor.

It is made in Canada of best quality cypress, and is superior in design, construction and finish to any imported washers.

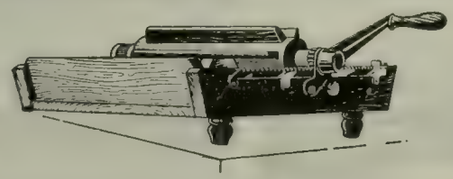


"FAVORITE" CHURN

More Favorites are sold annually in Canada than all other makes combined. Barrel of best imported oak with aluminum-finished hoops, exceptionally large roller-bearings, easy running and durable. Note the bow lever handle, adjusted to turn left or right, as desired.

Maxwell's Philadelphia Butter Worker

Philadelphia Butter Worker results in better butter and bigger profits. Adopted by the best dairies everywhere. Makes the butter firm, even and consistent. In three sizes—14 inches, 17 inches and 20 inches wide.



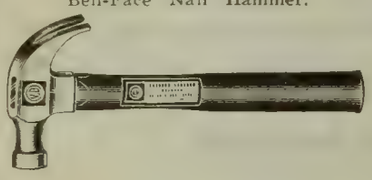
Write to us to-day for catalog and prices

MAXWELLS LIMITED, ST. MARYS, ONT.

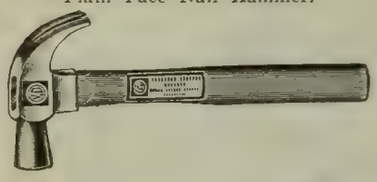
V & B TOOLS

Every V & B Tool is Individually Tempered and Tested and Backed by Fifty Years of Tool Making

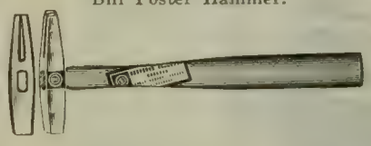
V. & B. Brand
Bell-Face Nail Hammer.



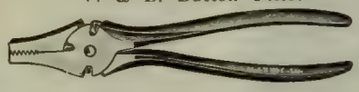
Plain Face Nail Hammer.



Bill Poster Hammer.



V. & B. Button Plier.



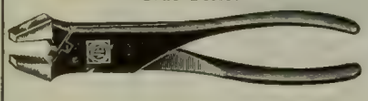
Double Duty Plier.



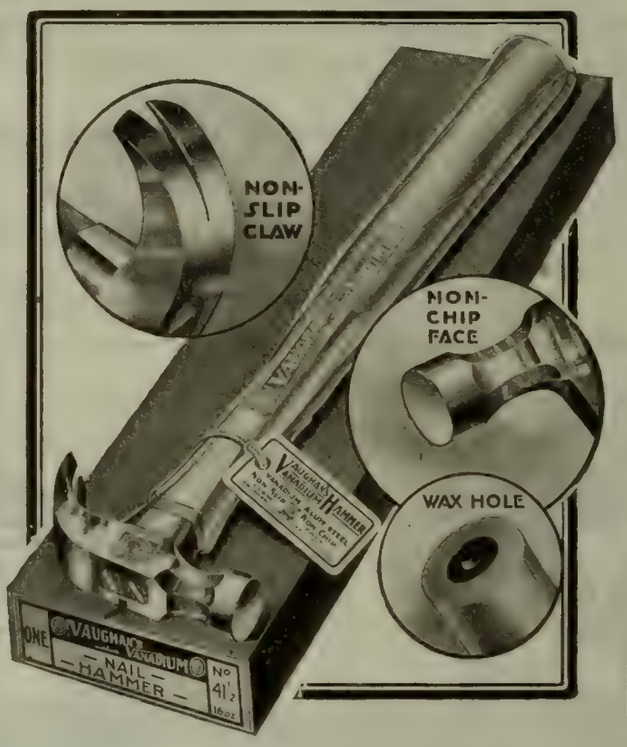
Staple Puller.



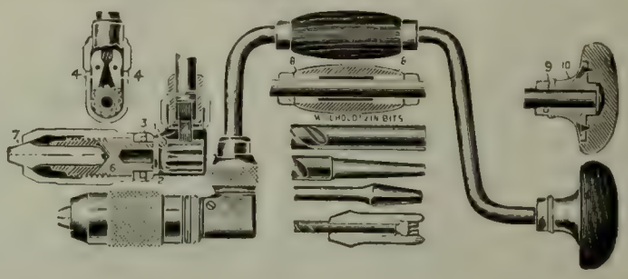
Nut Plier.



Vaughan's Vanadium Nail Hammer.
America's Premier Hammer.



V. & B. Patented Ratched Brace.
No end screw to work loose. Jaws will hold all pattern of bits up to ½ inch; patented ball-bearing ratchets.



Nail Set.



Star Drill.



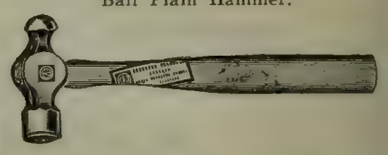
Belt Punch.



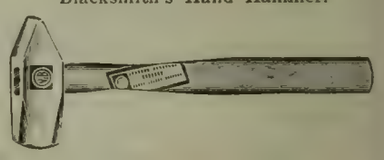
Screw Driver Bit.



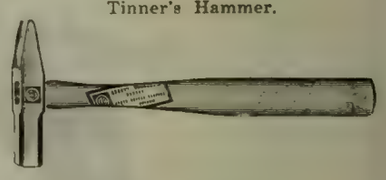
V. & B. Brand
Ball Plain Hammer.



Blacksmith's Hand Hammer.



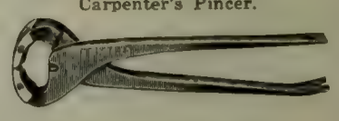
Tinner's Hammer.



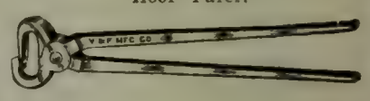
Brick Hammer.



Carpenter's Pincer.



Hoof Parer.



Cold Chisel.



Machine Punch.

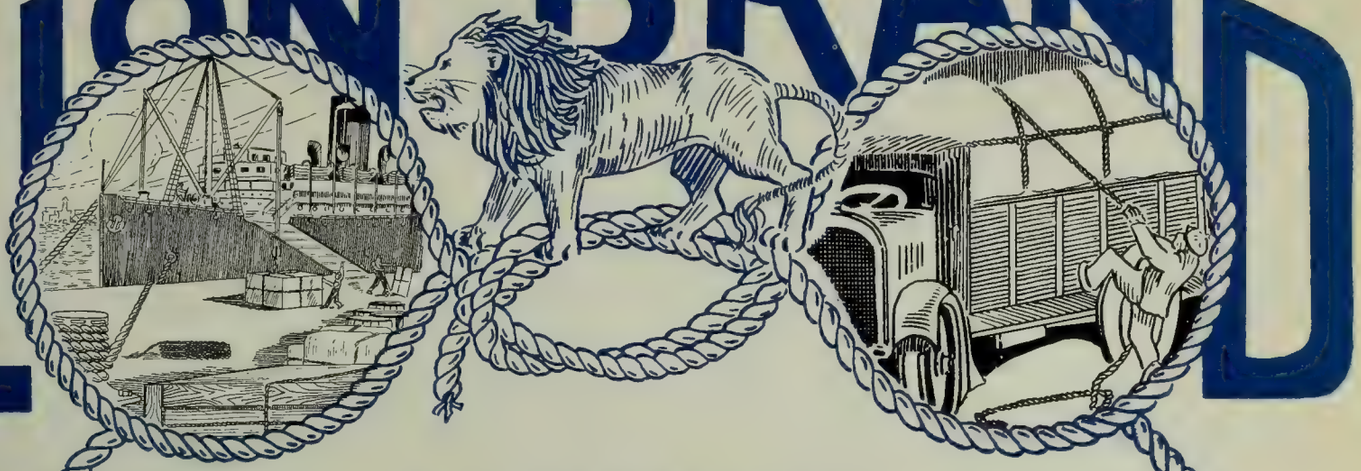


WRITE FOR COMPLETE CATALOGUE

Vaughan & Bushnell Mfg. Co.

2114 CARROL AVE. *Makers of Fine Tools* CHICAGO

LION BRAND



CORDAGE

The close of navigation will boom your Lion Brand Cordage sales, particularly the heavier grades. Do not turn your customers away without a sale. This line is made to meet the demands of the careful rope and cordage buyer, being complete for every purpose.

Sort up your stocks of Lion Brand Cordage to-day, then let us know your requirements in NAVIGATION, TOW LINES, HAY FORK, TRANSMISSION ROPE, BALING, CLOTHE LINES, WRAPPING AND BINDER TWINES, ANCHOR AND TARPAULIN ROPES.

QUALITY THAT HAS TAKEN 94 YEARS TO PERFECT.

Our distributors are at your door.

"Coast to Coast Service" with 13 Distributing Points

CONSUMERS CORDAGE COMPANY, LIMITED

HEAD OFFICE : MONTREAL, CANADA

MILLS AT MONTREAL AND HALIFAX

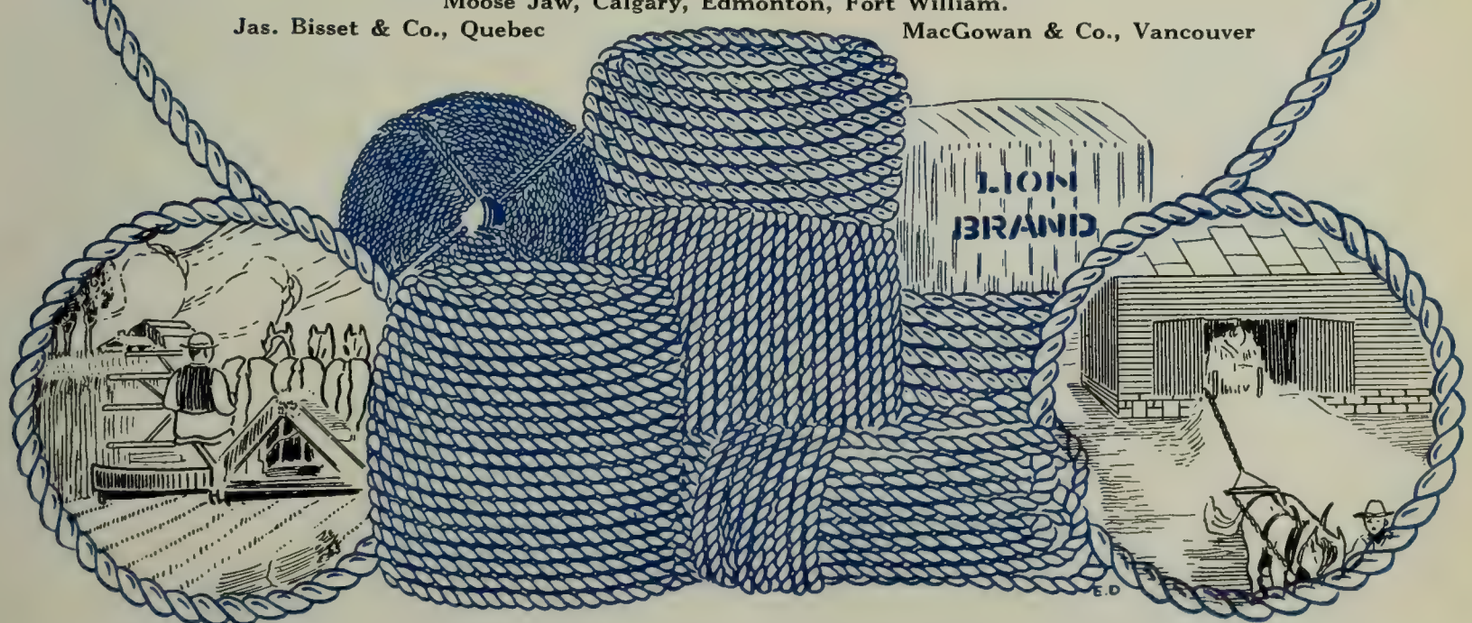
BRANCHES AND STOCKS : ST. JOHN, N.B., AND TORONTO

Agents and Stocks :

Tees & Persse, Limited, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, Fort William.

Jas. Bisset & Co., Quebec

MacGowan & Co., Vancouver



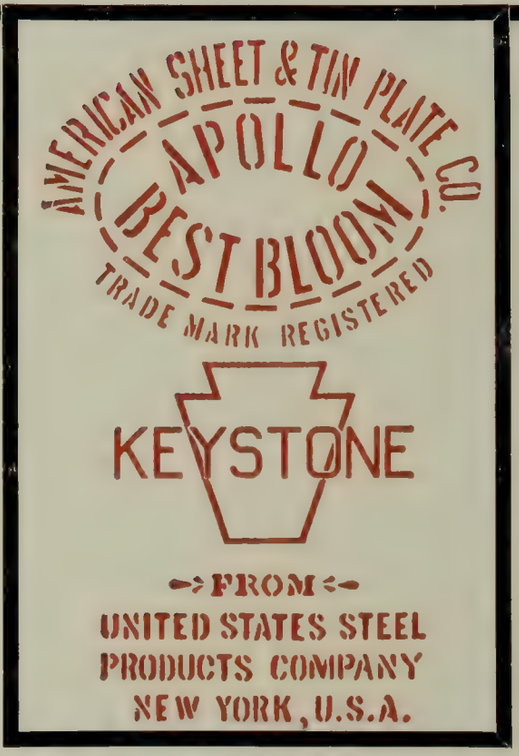
Keystone *Quality*

APOLLO KEYSTONE

Copper-Steel Sheets

An Ideal Product!

Keystone stands for the best in *Copper-Steel Sheets*. A quality product with the right idea back of it. Copper-steel alloy gives longer life to sheet-metal products and is the greatest rust-resisting medium on the market to-day. Apply any test you will, to prove the excellence of *Keystone Copper-Steel*. It will not disappoint you.



Superior Quality

Greater Strength

Other Metals

Sheet Steel (import only)	Canada Plate	Sheet Zinc
Lead	Sheet Copper	Spelter
Tin Plate, etc.	Ingot Copper	Brass Tubing
	Ingot Tin, etc.	Copper Tubing, etc.

B. & S. H. THOMPSON & CO., LTD.

MONTREAL TORONTO NEW GLASGOW, N.S.
WINNIPEG VANCOUVER

Sales Agents for Eastern Canada

United States Steel Products Company, New York

Ash Hoists *Terra-Cotta*

STRUCTURAL MATERIAL

Portland Cement—Paradux Roofing

Fancy Glass

Figured, Rolled Cathedral and muffled from Chance Brothers & Company, Ltd., Birmingham, England

Also

Litharge
Dry Red Lead
Orange Mineral
Lithopone
Barytes
Whiting
Nitrate of Lead

METALS · CHEMICALS · GLASS
B·&·S·H
Established 1790

The Mark of Quality

Wired Glass

Plain, Rough, and Ribbed from Pennsylvania Wire Glass Company, Philadelphia, Pa.

General Lines

Gold Leaf
Bolting Cloth
Metal Leaf
Clippers
Chamois Skins
Harris Goods

Chemicals, Oils, etc.

Castor Oil — Tartaric Acid — Glycerine
China Wood Oil — Cream of Tartar — Borax
Citric Acid — Cream of Tartar Substitute — Blue Vitriol

Soft Soap

B. & S. H. THOMPSON & CO., LTD.

MONTREAL TORONTO NEW GLASGOW, N.S.
WINNIPEG VANCOUVER

Sales Agents for Eastern Canada

United States Steel Products Company, New York

Order from Your Jobber

"HERCULES"

SASH CORD

AND

"STAR"

QUALITY

COTTON ROPE

CLOTHES LINES

WRAPPING TWINES

AND

BRAIDED AWNING CORD

Manufactured in Canada

Established 1865



This filling Station at Winnipeg is a splendid example of real efficiency and of course it's equipped with

Gilbert & Barker

Pumps for Gasoline and Motor Oils

Trade is handled with accuracy and dispatch—There is no lost motion—no delay and no waste—a square deal for both the motorist and the owner.

Get your share of this profitable business. Send for Bulletin 52.

Imperial Oil Limited

Canadian Distributors:
Branches All Cities.

Gilbert and Barker Mfg. Company
23 Union Street, Springfield, Mass., U.S.A.

DOOR HANGERS OF QUALITY, FINISH AND SERVICE

RELIABLE

In Name
In Nature
In Operations

and assures you a reliable profit



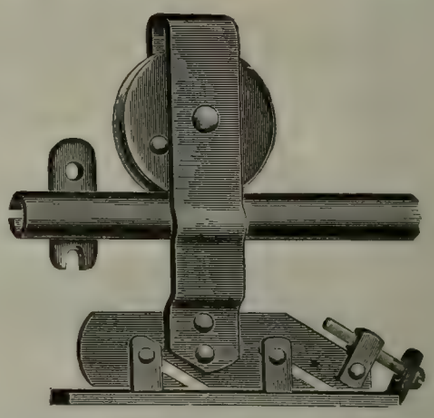
RELIABLE DOOR HANGER

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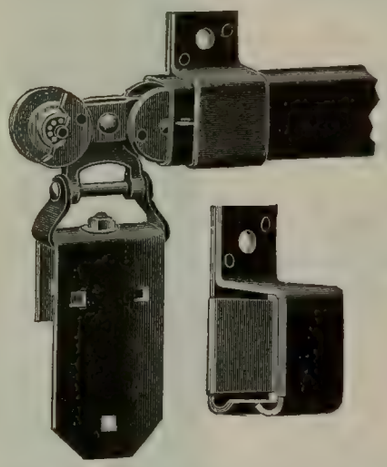
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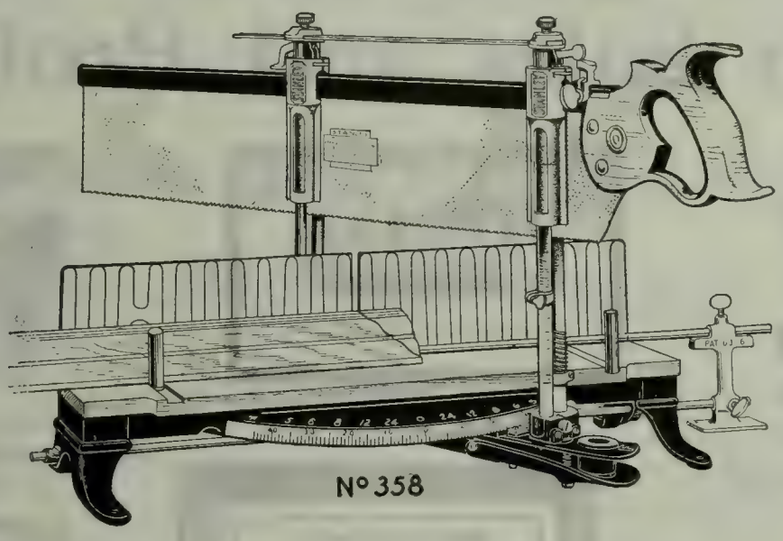
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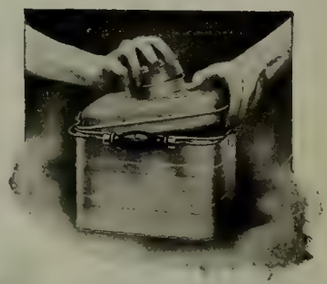


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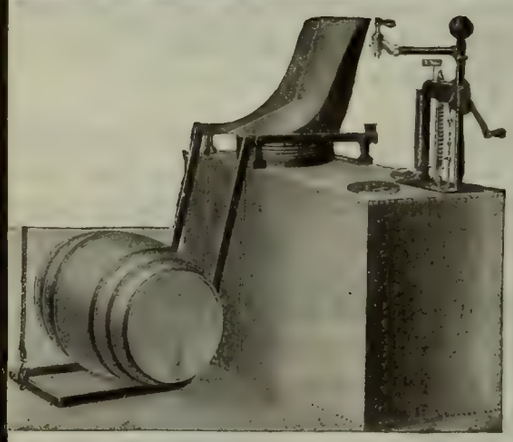
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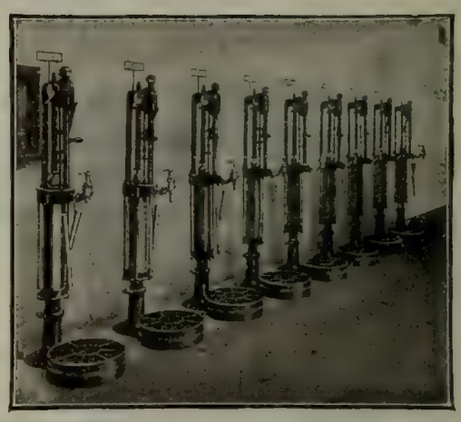
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Western Canadian Representatives.

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Increase Your Sales

The more "Red Devil" Tools you buy the more tools you will sell. Experts know their true superiority—everyone knows their reputation.

"Red Devil" Glass Cutters



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Hamilton - Ontario

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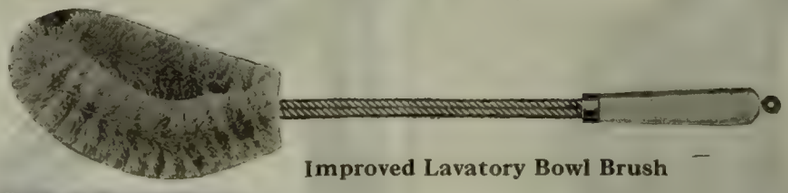
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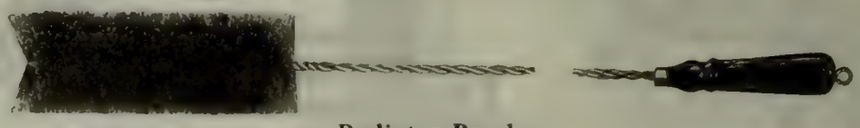
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The popular Army Service khaki colored wagon with Rubber or Iron Tires in three sizes. No. 79, 11" x 22", No. 80, 12" x 24", No. 81, 13" x 26". Other Steel Wagons are the Special, No. 59, 9 x 18; No. 61, 12 x 24; the Grey Artillery Car, No. 70, 12 x 24 and No. 72, 14 x 28; and No. 1½ Bent Rail Child's Wagon, 11 x 22.

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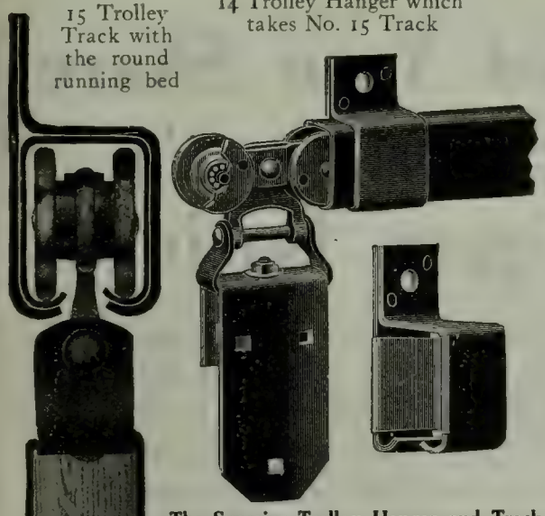
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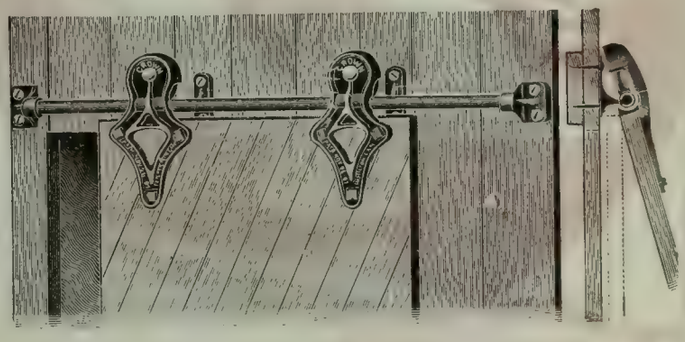
14 Trolley Hanger which takes No. 15 Track



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Quality and Service

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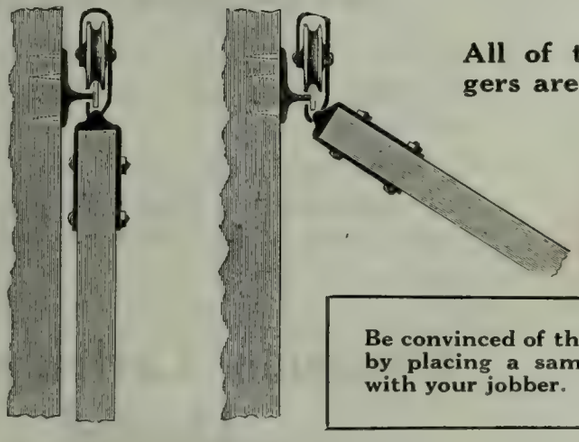


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HANGERS for any style of sliding Doors

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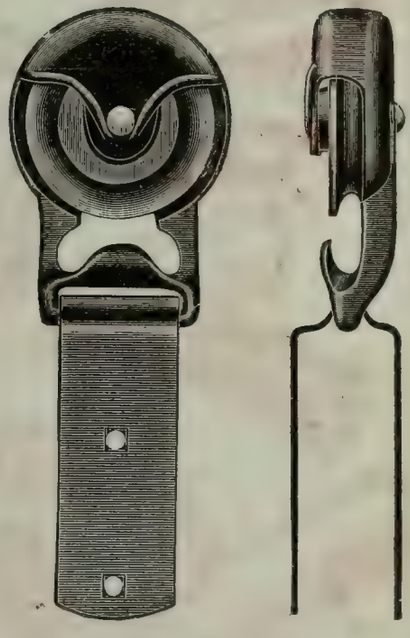




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All of these Hangers are real stock articles and sell on sight.

Be convinced of their merits by placing a sample order with your jobber.



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The Safety Line of Hangers can be had from any of the leading jobbers

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Safety Door Hanger Company (Branch)

HAMILTON, ONTARIO



Get Your Share of this Year's Bigger Business

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Trap shooting has been revived in full force.

And, as usual,

Dominion Ammunition

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Stock up to-day on the big "D" lines—this ammunition that will guarantee you your share of the 1919 business in sporting.

Dominion Cartridge Co., Limited

Montreal **Canada**

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXI. TORONTO, AUGUST 23, 1919 No. 34

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from

THE STANLEY WORKS

NEW BRITAIN, CONN.

Canadian Representative: A. Macfarlane & Co., Limited, Montreal

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, AUGUST 23, 1919 No. 34

Montreal Store Features "Big Three"

Where Furniture, Stoves and Hardware Make For Big Annual Turnover — Carrying Stoves in Wide Assortment Secures Fourfold Turning of Stock—Patrons Must Be Cared For

J. & P. DAVIGNON, LTD., 1036 Ontario Street East, Montreal, have a somewhat unique stock in that they feature what may be styled "The big three" —hardware, stoves and furniture. The term "Big" is used advisedly, for these lines are carried in large supply and extensive assortment. But, without question, the stove stock of this firm is one of the largest, doubtless, to be found in a retail hardware store anywhere from the Atlantic to the Pacific. Not only so; it is of a variety that is seldom seen. From the least expensive oil stove to that of the 1919 model electric range and combination gas and coal range, it would be a safe assertion that the most exacting customer could be well suited and fully pleased with so replete and so varied a stock as to choose "just what I have wanted."

What This Means

In an interview with Mr. Davignon, HARDWARE AND METAL asked if the stove department was a success, and if so, what fact contributed most largely to this success. The answer was definite, convincing, and worth passing along.

"It is necessary to have a large stock so that the customer can get what he wants. This is important. When a woman sees a big showing of stoves she is sure to know that the merchant is not trying to "unload" something which she will not want. She will feel that it really does not matter which stove is bought—the dealer will be anxious to have her pleased, and this is just what he is anxious for. Show her a big line and do not be overanxious to sell her any particular stove—especially if she seems to prefer another. She knows pretty well what she would like to have



(1) Upright wall case for hand and rip saws in the J. & P. Davignon, Ltd., store, Montreal. While this is at the back of store it is easily seen from the front. A good assortment of other tools is displayed in salesmen near the front so that the suggestion as to tool stock is always prominent. (2) The brush display. This possesses, as outlined in the story, the advantage of assisting buyer to make speedy selection, freedom from dust, quick checking by the salesman, and also a neat and compact arrangement. (3) Wood, panelled division between the stove department and the hardware section. This is used for displaying various goods, while above will be observed an arrangement of electric heaters, scales, etc. (4) One of the two fine wall cases. These contain an array of silverware, ornaments, nickeled tea and coffee pots. The arrangement is readily changed when desired.



The stove section in the store of J. & P. Davignon, Ltd., Montreal. Any photograph would hardly do this department justice. There is a splendid array of stoves and ranges, blue and white enameled, nickeled and polished, one of the finest and best stocks carried by a retail store. Stoves may be had at any price from around $15 to ten times this price. Tile back ranges appeal strongly to Montreal buyers.

in a stove or range, and it is best to respect her opinion. If the merchant does not he is the one that will suffer."

There is food for thought. Mr. Davignon has been in this business for many years, and, in a big metropolitan city like Montreal, where there is much opposition, where new methods of heating and cooking are being introduced, it is a creditable thing surely, when so large a stock can be turned four times in the calendar year.

"Think-tank" Salesman

"One of the greatest needs of the storekeeper to-day," continued Mr. Davignon, "is to have good salesmen; men who can use their heads. It is a big problem, and one of the greatest we have."

This is a truth that no merchant will deny. In the stove business, for instance, the salesman will be at sea who has not been qualified to outline the merits of the stoves and ranges which he is trying to sell. It was said above that the woman has well-defined ideas as to what she prefers in the way of a stove. That does not preclude the arguments of a good salesman and which he must use if he will be true to the customer with whom he is dealing. Tact and care will reveal to him the plan he ought to follow, and, as Mr. Davignon observed further, "each customer must be treated separately and her likes considered." There is no line which the hardware man has for sale that should commend itself more to the salesmen for close study than the stove and range stock.

"In view of the big increases in the price of stoves, do the less expensive lines sell best?" HARDWARE AND METAL asked of Mr. Davignon.

"No, we sell the high-priced ones mostly. Price has not made any difference to speak of. The customer wants a good range or stove that can be depended on and will pay the price. We have had no trouble in this matter."

This bears out what HARDWARE AND METAL has repeatedly encountered within the past year in investigation work, and which is that the demand for dependable, high-class goods—particularly such lines as are expected to be in use for several years, has increased. It is a remarkable tribute to the good sense of the average buyer, and it has enabled many a merchant to further his own wishes in persuading the customer to take that which will be a lasting satisfaction, when the purchase price will have been entirely forgotten. "We have the less expensive stoves," said Mr. Davignon, "but they are not the big sellers."

Helps—Little Things

The Davignon firm does some newspaper advertising, and this is distinctive and impressing in its lay-out, but upon this it does not regularly depend.

It was pointed out that a long connection with the trade had served to carry its own advertisement. The big range of stock carried was most effective in leaving a lasting impression. Securing a reliable stove or range here was remembered indefinitely. A larger one was perhaps wanted later. The earlier treatment was recalled and the new purchase made at the same store.

"When we send a driver out with a stove or a range we tell him to place it just where it is wanted. He is expected to set the stove up and to leave it in such a way as it will please the buyer. Then, in addition to this, he is expected to put all the trimmings on the stove and to leave it in perfect order. These things mean much and please people."

Carry Repairs

An extensive repair shop is maintained in connection with the stove department. "We can repair any stove made in America and have repairs in stock for nearly all of them," was the statement made to HARDWARE AND METAL. This, in itself, is a most important feature and one of the attractions that must have brought real business to the Davignon store. No repair job is too small, none too large. It may be a clean-out door or a set of grates that is wanted—no matter what, it is supplied quickly.

Of course all this immense stock requires space. This is afforded on the main floor of the store, and there are plate glass windows extending along one side of the big two-storey block, as well as two windows in front. Much room is available for placing the stove stock to the best advantage.

Manufacturer Co-Operation

Mr. Davignon has done, and continues to do a great deal of newspaper advertising. This is conducted, not at indiscriminate times, but when likely results

will be surer and the effects more direct.

It is well known, even among the most successful manufacturers, that stove selling seasons are well-defined insofar as Canadian territories are concerned at any rate. People will not be persuaded by any argument to purchase a heating stove in July or August, and it follows to a greater or less extent that they will not buy ranges or cook stoves then as they will later, and although odd sales are made in the hot months, the advertising has been mapped out by this firm to precede the busy selling periods. Newspaper space is freely contracted for along in April and May and again in August or early September. Direct messages are prepared and the copy is accompanied by attractive cuts, used freely to illustrate the message and, as far as may be, assist the prospect in reaching a decision.

Since trade is drawn from all sections of the community, and because of the fact that Montreal has a very cosmopolitan aggregation of citizenship, both French and English newspapers are used.

On some occasions the co-operation of the manufacturer has been enlisted. A full page, for instance, appeared some time ago in a French daily, fully illustrated with various cuts, and offering a wide choice of ranges, refrigerators and washing machines, mattresses, etc. The various firms whose goods the Davignon firm were selling, contributed toward the cost of this publicity, and still the firm's name appeared at the foot of the page, thus carrying the impression that the space was used by it.

Get Newly-Weds

In the selling of furniture the big idea is that of securing the "opening" order from Mr. and Mrs. Newly-Wed. The business thus secured is worth while, for it means that every room in the new home—whether it be a modest one or otherwise, will have to possess several pieces of furniture, and with the groom anxious to please his "only" to the limit of his resources if need be, here is that real business worthy the concentrated endeavor of the furniture salesman. Single orders will run into several hundreds of dollars, even where the requirements are modest.

Asked as to the class of furniture usually disposed of to this type of customer, Mr. Davignon stated that, for the kitchen, and perhaps for the bedroom, outlay would be conserved. A medium quality of furniture was considered suitable and the wishes of many were quite satisfied with the less costly equipment. But, with few exceptions, there was no hesitation in putting more money into the dining room suite, the parlor and the living room pieces. If necessary the number of pieces would be cut down, but even the foreign-born buyer would often select the larger articles used in these rooms out of the best assortments the store afforded. This was done, partly, because this furniture would meet the eye of callers first, and a good impression would be made on the neighbors and others coming to the house. And, again, this furniture would be expected to last for many years without replacement being necessary. If well bought, it might, indeed, last a lifetime.

Must be Variety

While furniture is a stock requiring a very great area if the displays are to be made the most attractive, there are few stores which can be arranged—unless they be huge departmentals, to give over the space that effective display demands for such bulky and massive goods. But, with the Davignon firm, the dominating idea has been that of having the stock. To this end the furniture department has had to be somewhat crowded. As will be seen by the accompanying photograph, there is a wide choice afforded the buyer, and, in spite of any handicap that may exist because of the lack of space, the furniture seeker will secure what she wants, in all probability from the assortments carried.

Since competition is daily becoming keener, Mr. Davignon stated that one must sell at a fair price, for the buyer will be more or less posted on prevailing selling prices elsewhere. It was pointed out, however, that a fair price was acceptable to the average buyer.

While some are able to pay cash for their wants, it is generally necessary to sell on the cash-down-deferred-payment-plan. This proves a suitable policy, and with definite payments maturing weekly or monthly the furniture bill is paid regularly and soon liquidated.



(5) *Entrance to the narrow fitting room, 2½ by 60 feet, in the store of J. & P. Davignon, Ltd., Montreal. This is handy and easy of access. It accommodates a large amount of stock, and with the use of electric lamps this stock of pipe fittings is always accessible. It illustrates well the excellent use of what would otherwise be lost space.* (6) *The counter screw case, accommodating a big stock of bright wood screws. This saves time and prevents loss. It takes up but little room.* (7) *The self-measuring pumps, which are located on the floor above the oil tanks in the basement. These are valued as time-savers, and are considered a splendid investment.* (8) *The glass rack. Space used is very small and yet nearly* 100 *sizes of glass may be carried. This is a time-saver, and glazing, when necessary, may be done right in front, on the small counter.*



View of the furniture department in the store of J. & P. Davignon, Ltd., Montreal. Every effort to conserve space and yet get maximum display value is employed. This firm finds the furniture department a paying one, and states that it works in very nicely with the hardware stock.

There is to say in support of deferred payments—that if certain facts are ascertained—as they will be when an account of any size is opened, such business may usually develop to be the very best. It assures the merchant of regular, stipulated payments, and if his sales have been large enough it means a big monthly total of cash takings.

Fine Hardware Department

Under the management of J. A. Lacasse (who also has a general supervision of the whole store) the hardware department commands close attention. The two photographs accompanying will convey a splendid idea of the layouts. In a general sense the stocks carried afford the buyer almost every advantage of choice. The variety stocked is no small one and Mr. Lacasse is certainly kept closely applied in his work of buying and management. To handle the trade some twelve men are employed, including the salesmen of the stove and furniture departments.

While the stoves and hardware are carried on the main floor, with a semi-division between the two, furniture and electrical goods are carried on the second.

One Electric Washer Each Week

Mr. Lacasse referred to the increased business being done in washing machines.

"We sell an average of one electric washer each week. Customers want the better machines and are even not frightened when we ask $87.50 for the better electric-operated kinds. They will buy a cheap one if they cannot buy the one they really want at the time; later they will come in to get the better and higher priced one."

It was further stated that the medium-priced machines did not sell extensively. More and more buyers were coming to purchase the better grade electrical machines, and when they did so they wanted the best. There were several good makes sold, and of these the Davignon store handles some three distinct designs, the most costly retailing at $87.50.

An extensive stock of washing machines is carried, some twelve distinct patterns in all being displayed on the floor. The photograph accompanying does not impart justice to the display at all.

A big array of clothes wringers is always on display and many patterns and grades are carried.

Kiddies' Wagons—Tools

Foor space is given over to the display of kiddies' wagons, shoo-fly horses, speeders, etc. These are ready sellers and at a good price. The boy wants something good, and the heavier and better wagons are specially strong in their appeal to the buyer.

"Tricycles are a big seller," said Mr. Lacasse; "we can sell these now, even easier than we could before. We used to sell them, when prices were low, at about $2.50 each. Now they are worth $6.50 and $7, and it does not make any difference in the number sold, in fact we sell more. The rubber-tired tricycles are easy on the floor of the house and they are used indoors as well as outside."

Tools are sellers to a greater extent than for some time past. "We have sold more of these this season so far than in several years past together," Mr. Lacasse stated. "Men were working at different employment, and as munitions were not being made any more they had to get back to their old work. This has created a demand for saws, hammers, braces and bits, etc. The tool trade is much better."

Success With Accessories

While it is only a short time since auto accessories were put in, they have already sold well and will sell more and more. "We sell a lot of tools and accessories to workmen," said Mr. Lacasse, as he called one of his men over to relate this circumstance.

It has transpired that a great many of the workmen now own cars. They are the very best kind of buyers, in some respects, for accessories. It may be that they have bought a used car. If so they will want at least some new equipment. Knowing the use of tools more or less, they will want a good range of these. They will probably want the better grade, knowing full well that a cheap plier is a poor investment; that a wrench, screwdriver, tires, etc., will have to be good to stand the racket.

Not much display of these goods has been made as yet, but the department is promising expansion right along. It is expected to become one of the best profit yielders in the whole store.

An Ideal Brush Rack

One of the very best arrangements yet seen by HARDWARE AND METAL

for paint and varnish brushes is that used in the Davignon hardware department. It is located above one of the several display tables used and is above the top of the table about two feet. This is shown in one of the accompanying photographs.

Viewing this from the front of the store, the end of the brush rack is seen immediately beneath the sign bearing the word "furniture." There are eleven sections on each side of the rack, and each is divided into four compartments by narrow wood division strips. The brushes are displayed under hinged glass lids and each section rests on an angle of about 45 degrees. This permits the customer to make a quick survey of all varieties. "It takes no time to pick out the brush wanted," said Mr. Lacasse, "and the sale is made very quickly."

"Another thing. Our men can go over the whole stock once a week and see just what we are short of. This display case has been an excellent idea." In all, from 500 to 1,000 brushes may be carried according to the sizes displayed. Surplus brush stock is carried beneath on the low base of the table and in the original boxes. They are quickly available when the sections are to be refilled.

Time-Savers These

In the space allotted for hardware display good use is made of the same. Note the photo of the hardware shelving. Boxes are arranged here and sampled neatly, the finish of the boxes being of green, grained oak, the effect is quite different and quite pleasing.

Just where one of the clerks is standing the entrance to the pipe-fitting room will be seen. This runs parallel to the store, and while it is less than three feet wide it has a length of nearly 60 feet. This space is used to the best advantage, and hundreds of sizes of fittings are stocked here, to be had on a moment's notice.. Electric lights are used in here and a switch is placed in a handy location where it may be turned on and off in a jiffy. This avoids waste of light.

A screw case is placed on the second counter and holds a full assortment of bright wood screws. This saves time and as it has a clever fool-proof idea to prevent pilfering there is no loss from thieving.

The battery of self-measuring oil pumps is worth much to the hardware section, Mr. Lacasse stated. These are placed immediately at the end of the counters and will be readily seen. Value is attached to these for the oil-saving merit which these modern fixtures possess.

The glass rack will be recognized just back of the second counter. This takes up little space and yet carries nearly 100 sizes of pane window glass. It has the advantage of being at the elbow of every salesman serving on this side.

For silverware, electrical goods, cutlery, etc., the wall cases are used. These give protection from dust and make the stock attractive in an added sense.

Say Stove Prices Likely to Advance

Manufacturers Expect That Increase May be Considerable—In Some Factories Wages Have Advanced From 25 to 50 Per Cent. Since First of the Year—Cost of Materials is Also Going Up Steadily

STOVE manufacturers are looking for a considerable increase in the price of stoves. This will be due, they state, to steadily advancing wages, the lower efficiency of the labor they have, higher cost of coal and higher costs of raw materials. Wages in some plants have been advanced since the first of the year from twenty-five to fifty per cent., the figures varying in different departments. Added to this from a production standpoint must be figured the fact that the men are working shorter hours and also that many of the old employees, especially those doing much of the heavier work, have gone back to Europe and have been replaced by men whose efficiency is not nearly as great. In many cases the manufacturers have found difficulty in replacing these men at all.

See Lots of Business

The manufacturers see lots of business ahead and are going ahead with their plans to take care of a good volume of trade.

"Prices will not be reduced in any lines," said G. I. Evans, of the Hamilton Stove and Heater Co., Ltd., Hamilton, Ont.. discussing the outlook with HARDWARE AND METAL, "but rather are bound to increase to a considerable extent. This increase is caused by a variety of reasons, of which the increased cost and lower efficiency of labor, higher cost of coal and supplies may be cited as an example.

We do not agree in the general opinion that present-day prices in the great percentage of commodities are inflated, for it is quite evident that prices of everything, including labor, has reached a new high level, which will never recede.

Supplies and Raw Material

"No great difficulty is experienced in obtaining supplies of any kind, including coal," Mr. Evans continued, "although some items cannot be obtained promptly; in other words deliveries are somewhat uncertain, which to some extent interferes with production.

"We have no particular difficulty with labor at present, although there is more or less unrest in evidence at all times, and efficiency is not as high as it should be owing to the large number of men being reabsorbed into commercial manufacturing. In other words, the old organizations have been broken up and the new men are not yet sufficiently familiar with their work to give the greatest efficiency.

"We have insufficient stock to carry us over any period of labor disturbance, and a great many of our products are being manufactured after the customers' orders reach our factory.

Shipments and Delivery

"We are using every effort to persuade our customers to make their requirements known without delay," stated Mr. Evans, "as we are not adopting a policy of manufacturing large quantities of goods for stock, and for this reason, should any sudden revival of business take place, we will undoubtedly have to allot our output to the best advantage.

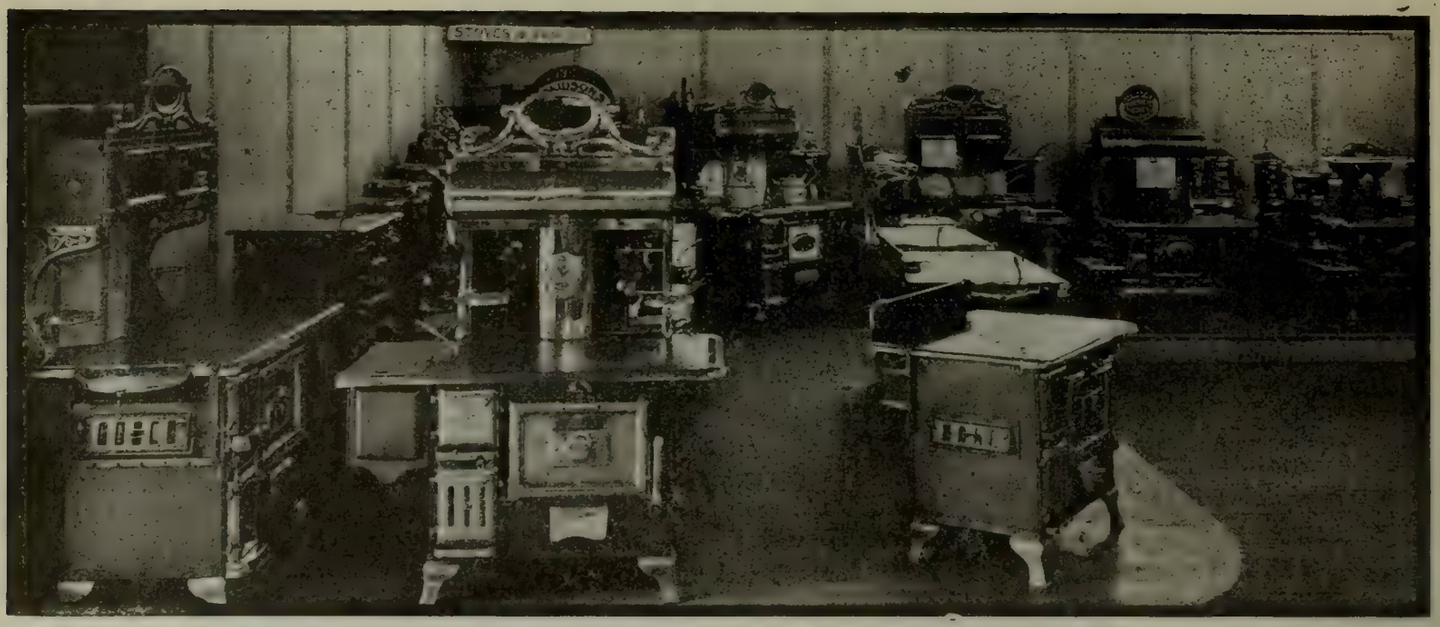
"Our reasons in not building up heavy stocks is that there is no particular evidence of any sudden revival in business," Mr. Evans said, "and we prefer to work along on restricted output rather than tie up large sums of money in stock, and if the jobbers and retailers will place their orders for their definite requirements without continually worrying themselves about the so-called inflated prices, we feel that business would be better all along the line."

Sees Big Advance

"When you take into consideration the enormous advance in prices of all raw materials used in the manufacture of our product, as well as the enormous advance in wages, and when you consider the small advance on the price of our goods, it is quite evident that prices must advance," said another manufacturer to HARDWARE AND METAL. "Labor alone since the first of the year has advanced from 25 to 50 per cent.; it varies according to the different departments.

"Furthermore, certain supplies which we require are still advancing owing, as I am given to understand, to the great European demand for these supplies or for some of the material used in the manufacture of these supplies, and it appears that it is the object of some of the American concerns to secure all the European trade possible and make Canadians pay much higher prices than formerly.

"We expect an advance in prices on stoves, ranges and furnaces," this factor



Half the battle in selling stoves is a good display. A neat arrangement, a good assortment do much towards making the favorable impression on a woman's mind, so necessary to close the sale. It is always advisable to keep the stoves bright and shining and free from a litter of pots and pans.

declared, "said advance to take effect any time.

Bought Supplies Ahead

"Regarding our supplies for raw material," this manufacturer continued, "we have not had any serious trouble in this respect as we have, since the beginning of the war, always bought our supplies nine or twelve months in advance.

"Regarding the labor question, it is impossible to get experienced help as there appears to be a shortage of experienced mechanics in our line. We had no serious labor trouble as we have always endeavored to meet our workmen in all their demands. We are expecting a shortage in stoves, ranges and furnaces this fall. Why? for this reason:

"The dealer in the early part of the season would not place his order, expecting a drop in prices. Instead of a drop they advanced. Then, when some of the dealers did place their orders they would not take early shipment but wanted very late shipments; this naturally placed the manufacturer in rather an awkward position, and the stove foundries have not been running to their fullest capacity they would have under normal conditions.

"Therefore," concluded this manufacturer, "the manufacturers have not the stock on hand that they usually have at this season of the year, and with the labor unrest it is questionable whether there will be enough goods manufactured to fill the present orders on hand

"Certainly the wide-awake dealer will have his orders shipped on immediately so as to make certain of having his stock on hand before the season opens and thereby running no risk regarding transportation delay or trouble in the rush season."

Expects No Reduction

"We see no likelihood or possibility of any reduction in prices," said W. S. Fisher, president of the Enterprise Foundry Co., Sackville, N.B., to HARDWARE AND METAL.

"Conditions are such that, in our opinion, if any changes are to be made, it will be the other way for the reason that the cost of production this season is showing a distinct increase. Labor conditions are not getting any easier and wages have increased a very great deal, especially during the past year. In addition to this, higher freight rates and the increased cost of every item connected with the business adds further to the burden.

Have Been Maintained

"After the armistice," Mr. Fisher continued, "the general feeling was that prices of iron, steel and the numerous items that enter into the construction of stoves and furnaces would drop, but instead they have been maintained on the high level previously reached or very close to the same. At present the market is very firm with a higher tendency.

"We had some labor troubles in the early part of the year," Mr. Fisher stated, "which resulted in closing our foundry for five weeks and which has reduced our output somewhat. As we see it there seems every evidence of a short supply of goods this fall, and we feel that those customers who protect themselves by purchasing early will be on the safe side, and for some time past we have so advised our customers.

Tell Your Customers The Right Oil To Buy

A very common mistake is to oil a sewing machine, bicycle or clock with any kind of oil which may be handy. Frequently these are oiled too often, but usually they are oiled too seldom, being left till they squeak. Then they are given too much oil of the wrong sort and there is more trouble. The right oil to use for a clock, no matter what sort it is, is clock oil, which is clean, thin lubricating oil which does not dry or get sticky. It is also suitable for any light machinery. The least possible touch of oil on the working parts only of a clock will suffice, and as the movements are slow they do not need it often. If this oil were used for sewing machines and the like they would require it too often, so a machine oil with more body is best used very lightly, but as frequently as may be needed to keep all the parts slightly greased. Fast running machinery requires oiling oftenest. Whereas once a year might do for a clock, once a day would be necessary for a machine in constant use.

GIVES FIVE POINTS FOR AN ADVERTISING CAMPAIGN

Dr. Chas. Stelzle, of the Publicity Department of the Methodist Centenary Celebration, outlined "Principles of Successful Advertising," at a luncheon of the Columbus, Ohio, Advertising Club.

Dr. Stelzle declared that there are five points to be remembered in an advertising campaign.

"First," he said, "you must make a thorough survey of the field.

"Second, select the group in which you wish to advertise and be sure of your ground.

"Third, assume that the public is totally ignorant of what you have to sell, and prepare your advertisements with this in mind.

"The fourth point is that an atmosphere favorable to the sale of what you are advertising is created.

"The final, and most important point of all, is 'Truth.' This is the slogan of the Advertising Clubs of the World, and is being lived up to by successful advertising men."

Dr. Stelzle said that in preparing for the huge centenary celebration, all these points had been taken into consideration and that the success of the enterprise has been assured as a result.

Supplies Complete House Furnishings

Essex, Ont., Merchant by Handling Furniture Finds Cycle Complete —Fifteen Years' Experience Proves This Department a Valuable Asset to Business—Carrying the Stock the Answer to Outside Competition — Store Arrangement and Window Displays Good.

FOR over fifteen of the forty years W. H. Richardson has been in business in Essex, Ont., has this merchant handled furniture in connection with his hardware stock. That he finds this a valuable department is evidenced in a continually growing turnover and Mr. Richardson states that he finds carrying a stock one of the best answers to mail order competition.

One might go back over the period of years W. H. Richardson has been in business and write a mighty interesting story of the early days, showing how merchants conducted operations at that time and wherein the methods of to-day vary. But it is not the object of this review of this store to deal with the past. The present is vital and Mr. Richardson is one of those merchants who has kept his store abreast of the times and stands out to-day as one of the leaders in his field.

Outside Competition

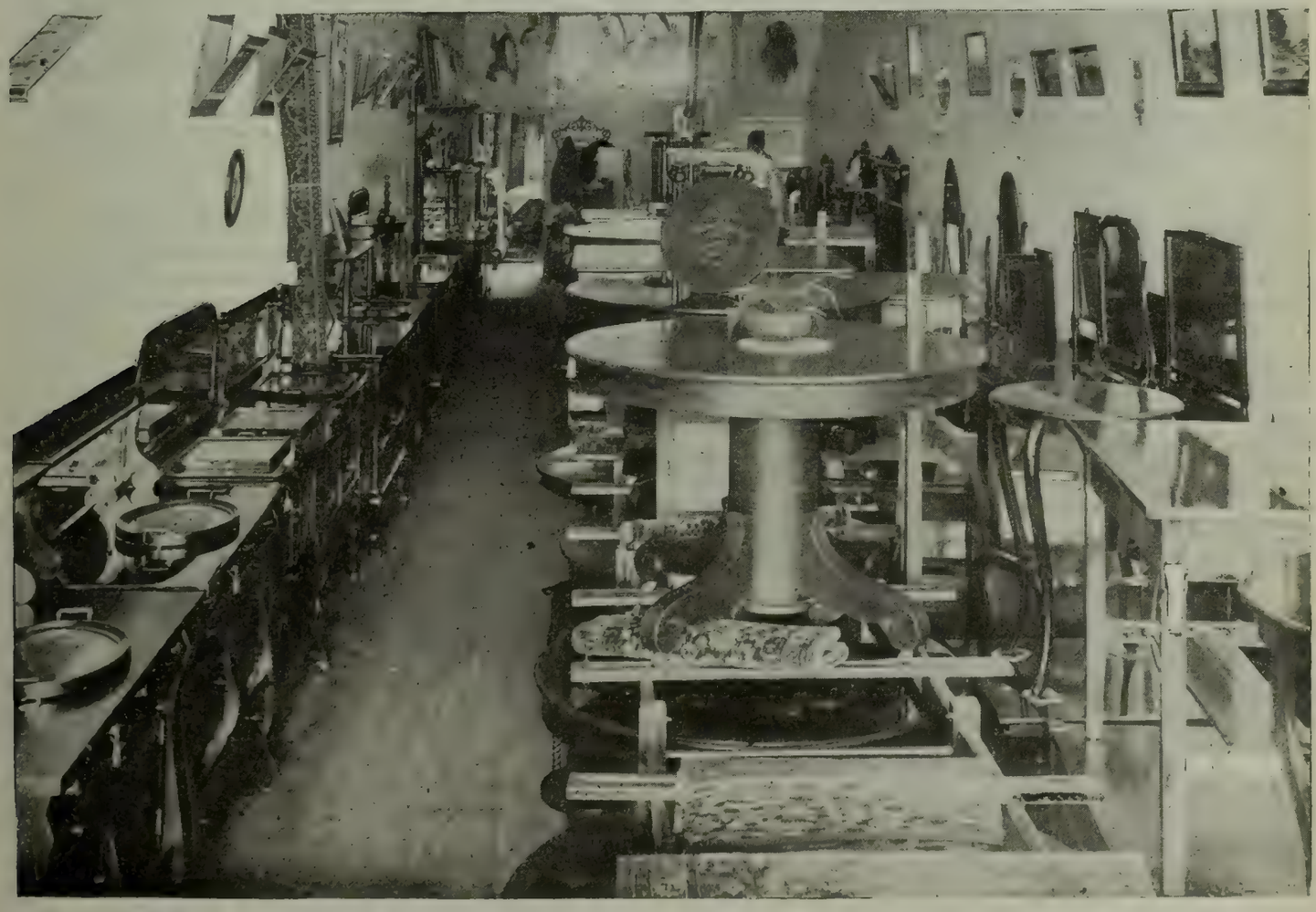
It is by no means easy to get away from mail order house competition and the town of Essex suffers from outside sources to some extent. But this competition is treated by Mr. Richardson as something he cannot eliminate altogether and by selling service, having the goods on the floor where people can come in to examine them, he is minimizing the inroads the mail order house is able to make on his business to very small proportions.

Answer is Carry the Stock

As stated above, Mr. Richardson finds the best answer to meeting mail order competition, is to carry the stock. And that is just what he does. His furniture display is large and well-assorted and would do credit to many large city stores. The town and surrounding country served by this merchant is a decidedly prosperous community and people are willing and able to pay for merchandise of quality which they can see and in this way determine values.

How it Works

"Were I only to carry a few lines and depend on the catalogues of the manufacturers to complete sales," Mr. Richardson stated, "I would be giving the people of this district no better service than they could get from the mail order catalogue. It is by having the goods right on hand for the inspection of our customers that we put it all over the outside solicitors. Another point and this we emphasize is that the goods are here, they are in good order and we put them into the homes of our customers without a scratch on them. In selling, we do not knock the competition we have, but we try to show wherein we are putting out merchandise of quality that will stand up and back of which we



View of the furniture display on the main floor in the store of W. H. Richardson, Essex, Ont. This merchant has handled furniture in connection with his hardware business for the past fifteen years. He finds it a splendid department and intimates that it works in very nicely with stoves and all generally accepted lines of hardware house furnishings.



This shows the other half, the hardware half, of the store of W. H. Richardson, Essex, Ont. A fine showing of stoves, refrigerators, washing machines, tinware, enamelware and kindred lines is apparent. The paint department is at the rear, and the shelf hardware lines at the right.

stand. We are here to listen to any complaints and make adjustments if necessary. We are selling "service" with our goods and there are few to whom this appeal does not reach."

Furniture Big Line

To the right of the store on entering, one steps into the furniture department. On the main floor, dining room suites, parlor furniture, and some bedroom sets are arranged. The showing is an extensive one and as will be noted from the accompanying photograph is arranged in such a manner as to catch the eye and make a distinct impression on the mind.

Has Another Floor

This section, however, does not complete the furniture department as the second floor is practically all devoted to a further showing of these goods. Beds, mattresses and springs, easy chairs, parlor chairs and kitchen furniture, rugs and pictures complete the stock which this merchant carries. There is no need for the customers of this store to go to the city or send to the mail order house for furniture. The goods are carried in stock by this enterprising merchant and that people appreciate this consideration of their needs is shown by the rapid stride this department is making in the matter of sales.

Gives Complete Service

There are many ways in which the furniture department has been found a valuable asset in conjunction with the regular lines of hardware. This merchant might be called a "complete home outfitter" for what is possible on stepping out of the furniture department? Nothing less than that the customer can secure a stove for the kitchen, enamel, tin or aluminum cooking utensils, the tack hammer, the screw driver, the electric household appliances which lighten the housewife's duties. These lines are all under the same roof and it has been demonstrated times without number that the complete service is making new and holding the old customers of this store.

Mr. Richardson states that it has been their experience often in selling a new outfit of furniture that the hardware lines naturally complete the sales. Or the reverse is true, people who come in to buy a stove or enamelware will become furniture customers as well.

Stoves Big Sellers

The store department is a big one with this firm and a stock is always carried which gives an opportunity for selection. Coal oil stoves have enjoyed a remarkably heavy sale during the past summer and the business on ranges is opening up very well. There is some business done also in gas burners which can be installed in a range.

A section of the store display appears in one of the accompanying photographs and back of same is shown the stock of enamelware, tinware, aluminum ware and kindred lines which complete the housefurnishings department from the hardware viewpoint.

Perhaps one should hardly say complete, because washing machines, shown in the foreground, refrigerators and electrical household appliances are other goods which might come under a more extensive classification of housefurnishings. An increasing turnover is revealed in the sales of electric washing machines, the townspeople who have electric power available bring more and more customers for this type of machine. The same is true of electric irons, percolators, toasters and similar goods on which a splendid volume of business is reported.

Paints Get Share

Across the back of the store the paint department appears. Whereas it is not immediately available to a customer entering the store there is nothing to interfere with the view of this section. customers can see the fine display even from the front of the store and the sug-

(Continued on page 138.)

Designs Float to Advertise Stoves

North Bay, Ont., Merchant Employs Effective Method of Keeping Stoves in Public Eye—May be Used in Other Ways— In Selling Stoves Makes Full Explanation of How to Get Best Service—Suggests Accessories

THERE are many new methods employed and many old ones revised from time to time in the successful development of business. At times there is a call for some new advertising angle which will stir up the interest of the trade served to an even greater appreciation of the store service.

It was with such an idea in mind that W. E. Cassidy, who is associated with Geo. W. McDonald, general hardware merchant, of North Bay, Ont., arranged recently a float representing "made in Canada Oil Stoves."



View of the float on Made-in-Canada Oil Stoves, arranged by W. E. Cassidy for Geo. W. McDonald, Sudbury, Ont.

May be Used in Other Ways

Views of the float from different angles appear along with this article, and may form a suggestion for other retailers in connection with their sales program on stoves or some other lines. It need not necessarily be in the form of a float for a parade. The display could easily be adapted for the interior of the store or the idea might be employed in a booth at the Fall Fair.

Variation Good Thing

Variation is a good thing in the arrangement of your display, whether they be made inside the store, in the windows, in connection with a local first of July demonstration or Fall Fair. The main thing is to get the customer's attention first, then the display must be of such a nature that it will create an interest and bring inquiries. When the inquiries are forthcoming it is taken up to the salesman to close up the sale at once or instil the germ of desire into the customer, which will later develop into his buying.

Employs Aggressive Methods

Mr. Cassidy, who designed and painted the float shown in the accompanying photographs, has had splendid success in selling oil stoves, which, it may well be assumed, extends to other lines. His ideas in handling this trade were expressed in HARDWARE AND METAL over a year ago, when associated with Robt. Horne, of Sudbury, and are reproduced herewith, showing wherein aggressive sales methods bring in results. Mr. Cassidy says in part:

"Each oil stove that is sold means a new customer for oil and oil stove accessories. From six to seven gallons of oil per month will last a family of five with an oil stove. This averages about fifty gallons per season.

"After having succeeded in making a sale of an oil stove, I endeavor to sell my customer the accessories, such as ovens, oil stove wash boilers, tea kettles, toasters, and special oil stove oil cans, all of which I keep well displayed on the sample stoves. Five stoves of various sizes, with and without cabinets and ovens, are displayed near the main entrance of the store. The ovens contain self-basting roasters, pie plates and bread pans to fit oven. A record of each oil stove sale is kept in a book for the purpose, the date, name of purchaser, address and employment are registered, along with the size of the stove and accessories purchased.

Always Tries To Interest Customers

"After I am through serving my customers I always attempt to interest them in an oil stove. After lighting it I draw my prospect's attention to the cabinets and different ovens on other stoves until the stove I started has generated sufficient heat to make an impression upon my customer of its actual performance. A small teakettle is placed over the burner and allowed to boil, which takes about four or five minutes.

Makes Explanations

"The flame is then extinguished and a lighted match held above the top of the burner. This ignites the vapor which formerly was generated by the heat in the combustion chambers. This proves that the oil is vaporized into a gas before being consumed, therefore eliminating the offensive odor. This vapor or



Showing the float of oil stoves in the procession. It makes a very attractive arrangement, and serves to keep the store well advertised.



Another view of the procession in which the float of a "Made-in-Canada Oil Stove" was arranged for Geo. W. McDonald at a recent demonstration in Sudbury, Ont.

gas is produced in the perforated combustion cylinders, which produce an inflammable gas through the correct proportions of air and kerosene. The next step is to demonstrate to my customer the simplicity of replacing the wicks, also the cleaning of the wicks and burners.

Further Information

"After having made the sale I now proceed to advise my customer on how to prolong the life of the stove by placing the combustion chambers in a kettle with boiling water. This removes the carbon and soot which clog up the perforations in the cylinders and cause the stove to smoke.

"It is advisable to keep the stove away from a coal or wood radiator. Every oil burning device is subject to capillary attraction. That is, heat produced with a wick or kindler will attract oil towards that which produces the heat. Therefore, if you place an oil stove near a hot range the heat of the range will cause the oil tank under the large one to overflow. To avoid this keep the oil stove in a cool part of the kitchen.

Saving in Cooked Meats

"The average salesman is not aware that meats cooked in an oil stove oven or an electric oven have less shrinkage per pound than meat cooked in any coal stove oven, the saving in a nine pound leg of mutton being as much as 1½ lbs., as compared with cooking the same amount in a coal range.

"A number of careful and independent experiments in England have shown that there is a shrinkage of from 25 to 35 per cent. in the weight of meat cooked by coal or wood, whereas the same amount of meat cooked to the same degree of heat in an oil stove oven loses only 10 or 15 per cent. of its original weight, which would be equivalent to a financial saving of thirty cents or the price of a gallon of kerosene on a roast weighing 5 lbs., 14 ounces.

Advertising and Displaying

"I always arrange to keep an oil stove in the front section of the store during the winter, as we find a good demand from the apartment houses and suites which are steam heated. During the summer months a window display which is changed frequently is devoted exclusively to oil stoves and electrical appliances.

"Every Saturday night an oil stove is kept burning with a kettle full of water on it. The steam from this kettle attracts the attention of the public, many of them asking an explanation. Large cards are arranged along with the stoves giving the prices and sizes. In the centre of the window a stove is dismantled, showing the construction of the burners and cylinders. We advertise in the two leading papers. The ads are changed every three weeks, one featuring oil stoves at one time, and the other advertising matter at the same time. By emphasizing a single article or brand in each ad I find it pays far beyond the old style of advertising half a dozen different lines and claiming each to be the best on earth. By concentrating upon one special stove your ad will make a deeper impression. The average reader remembers one thing where he wouldn't a dozen, and he is more likely to call upon you for it if it catches his fancy. At the end of each month when the monthly statements are mailed I arrange to include a liberal supply of circulars and pamphlets which are supplied by the manufacturers of oil stoves."

SUPPLIES COMPLETE HOUSE FURNISHING STORE

(Continued from page 136.)

gestion to visit this department is never lacking. The spring and early summer trade was splendid, the Board of Trade working with the local paper and merchants in putting over a successful "Paint Up and Clean Up" campaign. Results of their united efforts were apparent in a trip through the town where completed jobs and work under way testified to the power of conceited action along these lines.

Neat Store Arrangement

Through the centre of the store there is a wall dividing the hardware and furniture departments. On the hardware department side is carried the various lines of shelf hardware, neatly arranged in sampled drawers.

Silent salesmen are utilized to display cutlery of various kinds, flashlights and electric household appliances and Mr. Richardson states, that he finds this form of display an excellent method of securing the attention of the customers of the store. Counter display cases are also in evidence and any attractive counter display cards, paint cards, etc., are arranged where they will catch the eye of the prospective buyer.

Windows Drawing Cards

Another form of getting the eye of the public which has, Mr. Richardson finds of district value, is the window display. Two very large display windows front the store, one being devoted almost exclusively to furniture and the other to seasonable lines of hardware. The windows are changed very frequently and goods arranged in an attractive manner. The size of the windows enables a big showing to be made of furniture. For instance, a complete dining room suite or bed room set can be shown at one time. This is considered of distinct value by Mr. Richardson, as it gives the customer passing the store an idea as to how the complete set will appear in the house. Newspaper advertising is employed to reach the customer's out of town as well as those in town.

Does Credit Business

Commenting on the amount of credit business done, Mr. Richardson stated, they had quite a good deal of this to handle, but the losses through watching accounts carefully were small. "The credit business done is smaller than it has been," Mr. Richardson stated, "farmers generally being in good shape due to the high prices they have secured for their various products. This means a bigger percentage of cash sales and knowing the various customers through long association with them we are able to select those we give credit to with reasonable assurance of collecting our accounts."

The office is located right at the front of the store to the left of the entrance. From this it is possible to see all those who enter the store and see that customers are given prompt and careful attention. Mr. Richardson has an extensive collection of manufacturers' and jobbers' catalogues on hand and with those lines of goods which he does not carry in stock is able to overcome this question by showing the customer the catalogue and taking his order from same.

FARMER BEST BUYER WHEN CONVINCED OF WORTH

"The farmer is the best buyer in the country to-day, if you can convince him of the need for and the worth of your product," declared James J. McMahon, general manager of the Standard Farm Papers, Inc., in an address before the Adcraft Club of Detroit.

"In selling the farmer it must always be remembered that he doesn't buy things which he doesn't need, and that he buys everything as an investment. He needed the automobile in his business, so he bought it. If your selling campaign is not bringing the desired result, do not blame the farmer or the dealer. Go on the assumption that they are always right and look close to home and see whether you are presenting convincing buying reasons.

"The farmer has been asked to buy cheap automobiles and has been shown the necessity for the purchase. But he has never purchased the more expensive cars because he hasn't been asked to buy and hasn't been shown that the expensive car is worth more to him.

"The farmer can never be 'sold off his feet,' while the city man is often carried with the wave. The farmer considers all the angles, and if you work under the assumption that you can sell him through your first appeal you will fail in a great majority of cases. He likes to look at the article in question several times and bring his friends to see it and get opinions from them, but he will go out of his way to purchase if he is properly sold."

EXPERIENCE MEETING BROUGHT INTERESTING TALKS

The Lorain, Ohio, Advertising Club has put on a very interesting feature which is called "An old-fashioned experience meeting."

After a luncheon, which was attended by about fifteen members and guests, the chairman called upon each one present to speak for five minutes and give some of his experiences in business. The brief talks were so specific in their character and contained so many actual experiences in business that a number of the audience got out their pads and made memoranda for use in their own work.

Selling 400 Stoves in a Year

Fall Fair Successful Advertising Medium is View of Chatham, Ont., Hardware Merchant—Ed. Wanless, of J. C. Wanless Store, Outlines Points in Connection With the Development of Stove Department—Works With Manufacturers.

"FROM the standpoint of advertising, I find that the fall fair is one of the best mediums we employ," stated Mr. Ed. Wanless, of J. C. Wanless, Chatham, Ont., in discussing the stove business of the firm and how it had developed to its present large proportions. "From the standpoint of actual sales made during the progress of the fair, I cannot say so much," Mr. Wanless continued. "People generally do not come to buy such lines as stoves but they are interested in seeing the line and we are right there to explain the merits of the ones we carry. The impression made on their minds is a good one and lasting, and we keep a record of those making enquiries so that we can follow them up later to complete the sale."

Stove Sales Heavy

That the stove business of this firm is large can be determined from the fact that they dispose of about 400 new stoves in a year, and in addition, approximately half as many second-hand stoves. "I may say," Mr. Wanless stated, "that the second-hand stove is a real money-making proposition if handled properly, and we endeavor to handle it in just that way. We try never to show any old stove until it has been placed in perfect condition, then we know what we can get for it."

Shows at Fair Yearly

"Do you show at fairs regularly?" HARDWARE AND METAL asked Mr. Wanless, to which he replied: "We show at the Chatham fair every year, this being a three-day fair, and it is attended very largely, especially the second and third days. I might say that this year another day has been added which will be that much better as we will get the benefit of the extra full day in display, whereas now, with a three-day fair it really only means about one and a half days' showing."

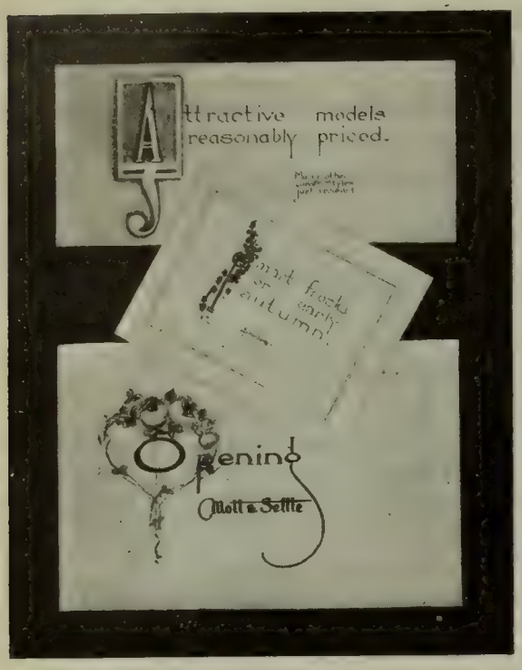
Good Location

Speaking of the location of the display he had, Mr. Wanless was very enthusiastic: "We have what we consider the best space in the building," Mr. Wanless stated, "immediately to the left of the main entrance, and as it is on the opposite side of the buildling from the main entrance to the grounds it is easily seen before any other space. Our space is about 12 feet deep and approximately 30 feet long. This, we have panelled, back ends and ceiling with wall board, stripped at the joints and tinted with flat wall paint. We are enabled to leave this background the year around, the only preparation necessary being that we change the color scheme each year. We have electric light fixtures through the ceiling and endeavor

(Continued on page 146.)



Displuy of stoves put on by J. C. Wanless, Chatham, Ont., on the occasion of the Fall Fair. Ed. Wanless says he believes the Fall Fair one of the best advertising mediums he employs. The free use of banners and cards, easily and quickly read, will be noted.



Show Card Writing

For Disabled Soldiers, Sailors and Marines to Aid Them in Choosing a Vocation

This monograph was prepared by May H. Hope, under direction of Charles H. Winslow, Chief of the Research Division of the Federal Board for Vocational Education. Acknowledgment is due to Dr. John Cummings, of the Research Division, for editorial assistance.

SHOW CARD WRITING

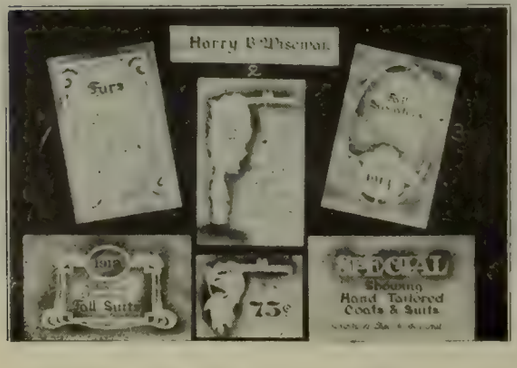
THIS "Opportunity Monograph" has been prepared by the Federal Board for Vocational Education in the United States and issued in co-operation with the office of the Surgeon-General, War Department, and Bureau of Medicine and Surgery, Navy Department, Washington, D.C. There seems to be so much matter of real value that it is reproduced herewith in the hope that it will reach hands to whom it will carry an inspiration for good. We are indebted to the Koester School, Chicago, Ill., for their kindness in loaning cuts.—Editor's Note.

The Purpose of the Show Card

A man's attention is attracted through his sense of sight more readily than in any other way. A word, a phrase, a pithy sentence will catch his eye and focus his interest, where something requiring more concentration would fail. For this reason window dressing has grown into an important feature of every merchant's business, and cards pointing out the quality and prices of the goods displayed are universally used. These show cards were formerly made by sign painters, until some, more far-seeing than others, realized the opportunity to specialize in this line of work, which has now developed into a distinctive trade.

Different Types of Cards

There is a great variety of types in show cards. Some are large, others are small; some are ornamented with designs suitable for the occasion, or season, or goods to be featured in the advertisement; others are plain numerals or letters giving the bare detail of cost. As these cards are shown in the street cars, on moving picture announcements, on billboards at theatre entrances, as well as in the stores, they must be so varied as to be appropriate to their surroundings.



A practical feature in writing show cards is the selection of some special design or slogan with which the article or firm may always be associated in the mind of the public. In this field a showcard writer with originality is able to realize materially upon his ideas.

Future of the Trade

Because the merchant believes that seeing is very likely to mean buying he finds the showcard writer indispensable to his business. Whether large or small, every store needs these display cards with their catchy announcements to aid in promoting business. Present-day competition makes it necessary that every known means of attracting attention shall be utilized by the merchant who would keep up in his line. Progressiveness in store management has occasioned rapid growth in the trade of card writing within the last few years, and the constantly increasing demand for advertising indicates that the trade of showcard writing has an assured future.

Equipment

For the man possessing limited capital the small cost of the necessary equipment is an alluring inducement to enter the trade. A few dollars will cover the entire cost. Brushes, pens, penholder, with ink retainer, ruler, art gum or sponge rubber, thumb tacks, combination compass, a pair of large shears, a T-square, a box of charcoal, soft lead pencils, and cardboard make up the list of necessary material for the showcard writer. A good-sized drawing board completes the list. "The better the workman the fewer the tools" has been said. An expert card writer works efficiently with a board, a T-square, and a half dozen thumb tacks.

What Men in the Trade Should Know

A good general education is essential for a showcard writer who expects to be more than merely a mechanical maker of words and letters. Those who become expert in the art need a knowledge of designing and an originality in composing effective phrases, such as can not be resisted even by those who read the cards casually.

A practical knowledge of the geometric construction of letters is fundamental, for though simple lettering may be largely mechanical work, skill must not be confined to the utilization of mechanical means alone.

A knowledge of color is an advantage to those who

make sign cards. Color combinations and contrasts play an important part in producing attractive cards. As card writers are confronted by all sorts of combinations of words in inscriptions, it is necessary for them to know letter forms; to understand novelty in designing, arrangement, and artistic embellishment; and to exercise taste in harmonizing colors, so as to produce cards that will be not only neat and attractive but at the same time legible.

What Men in the Trade Do

Showcard writers make price tickets and all types of trade cards used in windows, on special sale sections, on the announcement boards of theatres, on automobiles, in cafeterias, in street cars, and wherever else the card may serve as a proper medium for advertising. The trade is carried on in different ways. Cards are sometimes made by salesmen who give only part of their time to this work. Other writers give all of their time to one firm requiring a large number of cards for its own use. Some card writers work for showcard firms and others have their own offices and fill special orders.

Opportunities

The demand for showcard writers is far greater than the supply. Every small town offers an opening for one or more, who would make a good living at the trade in that locality.

How Men Are Trained

Many card writers are trained in the shop. Correspondence courses afford fair advantages to the man who must save time and money, but personal supervision is of great advantage, and personal criticism is essential if a correspondence course is taken. Courses in card writing are now offered in technical schools and Y.M.C.A. classes and vocation schools all over the country.



The length of time required for the completion of courses depends upon the student; one very good course covers eight weeks. Some students after the fifth or sixth lesson have done work sufficiently creditable to bring a money return. Proper and methodical training is very necessary. Care and exactness must first be acquired and speed will naturally follow.

Courses given in showcard writing cover such subjects as how to mix and when to use water color, inks, and oils; the care of brushes and pens; the proper kind and color of cardboards to use; and how to apply bronze and diamond dust. The formation of pen and brush letters is, of course, fundamental, and the principles of lettering must be taught in a simple, thorough, and correct way. Proper instruction, with application, is bound to bring success.

BRIEF SYNOPSIS OF THE COURSE IN SHOW-CARD WRITING GIVEN AT THE KOESTER SCHOOL, CHICAGO.

Lesson plates Nos. 1 *to* 6.—Improved method for teaching correct formation and relative proportions of letters and numerals.—Brush method.

General instructions.—Proper materials, student's worktable, light, how to care for brushes, show-card paint, how to practice, kind of practice that counts, lesson plates explained, how to fill the brush, how to bring the brush to working point, how to hold the brush, position at table, position of paper.

Lesson plates Nos. 7 *to* 10 *Single stroke rapid Roman lettering.*—How to begin the practice, time-saving methods, how to hold the brush, various positions of the brush explained, how to manipulate the brush to produce clean-cut strokes, purpose of single-stroke vertical and italic roman lettering.

Lesson Plates Nos. 11 *and* 12—*How to shade letters.*—Various styles of shading, proper colors for shading, shading as an embellishment, shading to give emphasis.

Lesson plates Nos. 13 *to* 16—Single stroke Egyptian lettering.—Brushes to use, how to hold the brush, how to manipulate the brush to produce the proper stroke, how to practice the elementary lines and curves.

Lesson plates Nos. 17 *and* 18—*Single and double stroke alphabet and numerals.*—Purpose of this style of letter brushes to use, method explained, different methods of finishing the letters.

Lesson plate No. 19—*Single-stroke old English alphabet.*—Purpose of old English lettering how to hold the brush, retouching the principal strokes.

Lesson plat No. 20—*Single-stroke modified Roman pen lettering.*—Advantages of pen lettering for text or descriptive matter, inks to use, how to practice pen lettering, how to hold the pen, how to manipulate the pen to procure clean-cut strokes, how to use an ink reservoir to facilitate rapid work.

Fifteen practical show-card layouts.—In the foregoing lessons the student acquires sufficient ability to enable him to make practical use of his knowledge. The alphabets covered are sufficient for general show-card use. Therefore, at this point, the course presents 15 practical layouts showing how the text should be separated into display lines and descriptive groups, also various styles of letters that may be used in harmony for display and descriptive matter. An appropriate show-card phrase is used for each layout. Display lines and descriptive groups are indicated in the exact size and styles of letters to be used in lettering each layout. Specific directions as to color, combinations, and embellishments are given for each layout.

A study in design and layout.—The principles of spacing, importance of show-card designing, best rules for spacing, lessons in spacing, how to centre a word or line.

Condensing and extending letters.—How to plan lettering to fit a given space, rules for condensing, rules for extending, appropriate uses of condensed and extended letters, practice exercises.

Principles of the balance layout.—Balanced layout defined, how to plan the balanced layout, important points to observe, examples of balanced layout, practice exercises in balanced layouts.

Border lines, underscore, space fillers, and panels.—Brush ruling, how to draw an ellipse, initial panels, initial letters, a few card kinks.

The group layout.—How to plan the group layout, examples of group layout, practice exercises in group layout.

Combination layout.—Purpose of the combination layout, how to divide the phrase into display lines and groups for the combination layout, examples of combination layouts, exercises in combination layouts.

Price tickets.—Normal style price tickets, bold style price tickets, small price tickets, fancy price tickets, illustrative price tickets, practice exercises.

Illustrated show-cards.—Sources of ideas, tracing from clipped illustrations, how to use the pantograph for enlarging illustrations, the mirrorscope, examples of appropriate designs for various purposes, exercises in illustrated show-cards.

Principles of colors—Color contrasts.—How to mix water-color paint, color effects; color combinatin; mixing standard colors to produce shades, tints, and unusual colors; lessons in color combinations.

Show-card embellishment.—Dry-color blending; spatter work; relief lettering; applying metallics, diamond dust, flock, etc.; phrase and picture filing; seasonable embellishments; floral decorations; poster cut-outs; silhouettes; how to paint muslin signs.

Instruction in the use of the air brush.—Principles of the air brush; sectional view of an air brush; illustrating and describing all important parts; air pressure; how to put a gas outfit together; colors for air-brush use; how to use the air brush; care of the air brush; how to cut stencils; practice exercises to gain control of brush; color blending; exercises in the use of stencil designs.

Lesson plate No. 21—Single-stroke alphabet and numerals for modern speed ball pen lettering.

Lesson plate No. 22—Uniform single-stroke alphabet and numerals for Payzant pen lettering.

Lesson plate No. 23—Single-stroke Payzant or speed ball pen alphabet with retouched spurs.

Lesson plate No. 24—Speed ball pen initial capitals, retouched and embellished.

Lesson plate No. 25—Outline Roman initial embellished capitals, plain lower-case letters.

Lesson plate No. 26—Modern Roman and fancy alphabets for music pen lettering.

Lesson plate No. 27—Old English text pen, and small speed ball pen alphabets.

Lesson plate No. 28—Speed ball pen alphabets.

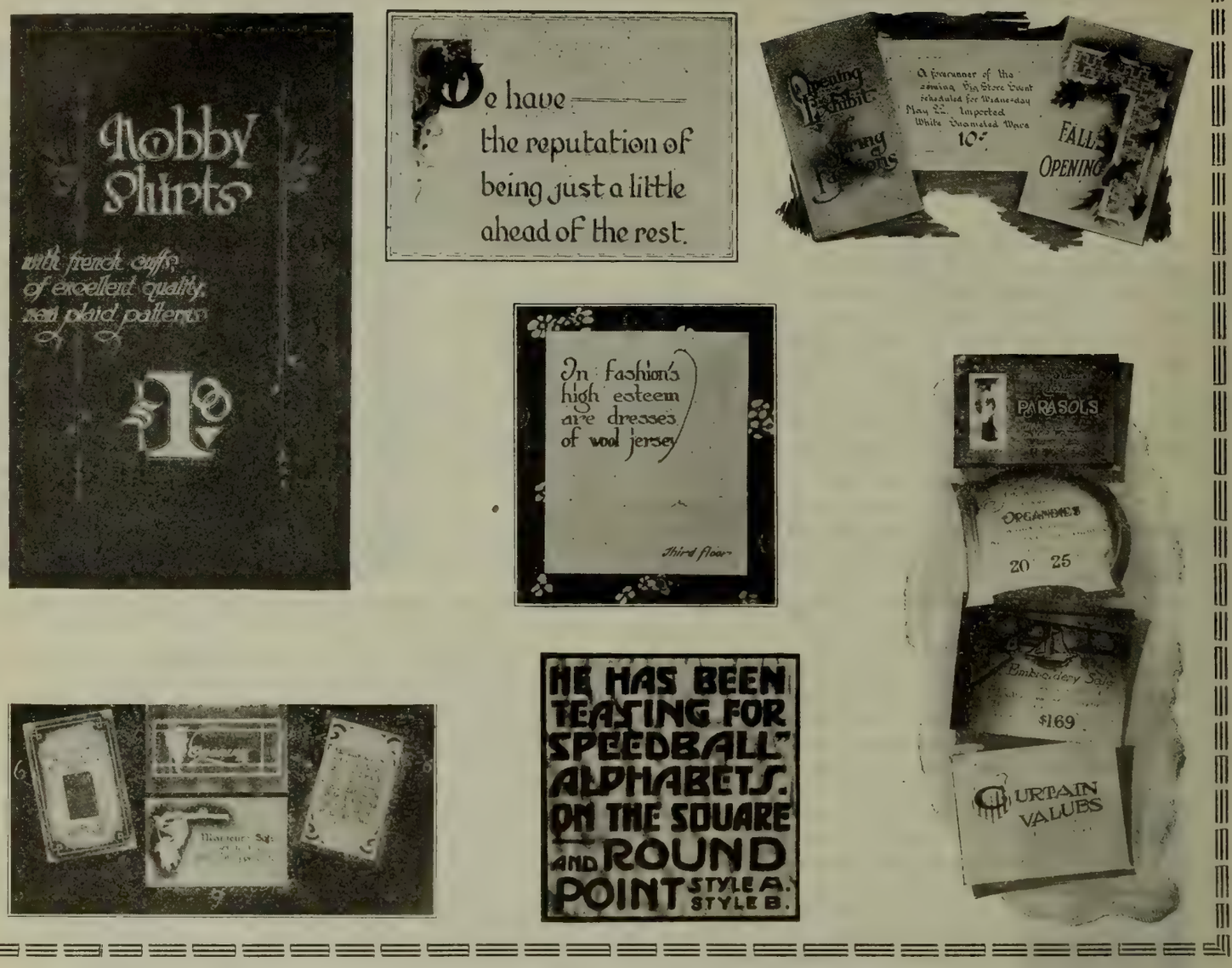
Lesson plate No. 29—Rapid single-stroke antique roman brush alphabet.

Lesson plate No. 30—Rapid single-stroke modified roman brush alphabet.

Lesson plate No. 31—Single-stroke antique alphabet and numerals.

Qualifications

Anyone who can learn to write can learn to draw or paint letters for showcards. It is not essential to have artistic ability, although this would be an asset in the trade; a steady hand and a correct eye are the only re-



Samples of Show Card Writing

quirements, and it is well to remember that "the sight that insures correct drawing is not that of the eye only, but of the mind."

Handicaps

Good eyesight is essential, but almost no handicap other than blindness, or the loss of both arms, is prohibitive. It is an advantage to have both hands, but the fact that one-armed men have so clearly demonstrated their ability to write as legibly as others with both hands indicates that the difficulty for a man with one hand becoming a showcard writer can be overcome.

Desirability For the Disabled Man

The work is not heavy, the hours may be adjusted to the strength of the worker, the prospects for work in the trade are favorable, and the pay is good—all of which characterizes the trade as one suitable for disabled men. A chief attraction which showcard writing holds out for the handicapped man is the freedom allowed in the choice of a working place. He may be independent, not only in the place of his work, but in selecting his own hours for work. This liberty means much for a man who is physically below normal. The conditions under which a writer of show cards works are favorable, both as to time and place.

Remuneration

Showcard writing is a fascinating art and brings good profits. For this reason its appeal will be strong to the wounded soldier.

An exact standard of prices has never been possible for card writing, as so much depends upon the quality of the work and the time required to make the cards. The cost of the material is negligible; but showcards have an intrinsic value to the merchant, who is usually willing to pay for them.

Card writers make from $25 to $75 a week. Advertising cards, being of a temporary nature, must be inexpensive. Rapidity is necessary, in order to make it profitable, as the writers are usually paid by piecework. The example may be cited of a hunchback who began showcard writing at $3 a week and by his energy and application rose to a salary of $40 in a short while.

A lack of application or giving way to discouragement over first attempts may cause failure, but for no other reason should a disabled man who desires to become a writer of trade cards feel the slightest fear of the undertaking. Begin the course with a determination to succeed and remember that lack of confidence is not conducive to success in any trade. Learn the principal strokes with great care, practise diligently until dexterity is acquired, work without hesitation, boldly and with enthusiasm, and in a short time there will be acquired expertness in a trade which is interesting, agreeable, and lucrative.

Keeping Your Tool Sales Active

Building Trades Again Busy Means Bigger Tool Sales—Start the Household off on a Good Winter's Work—Suggestion for Solution of Long, Dark Nights at Home Problem.

MECHANICS' tools, from the standpoint of the building trades, were rather at a standstill during the period of the war. However, there are evidences of a substantial improvement in the volume of trade coming to hand now that peace has come and hardware merchants all over the country are again turning their attention to the tool department.

Opportunities are many for the successful development of this trade, and no single chance should be missed to encourage this class of business. There must be many carpenters, masons and others, who, with a mechanical turn of mind, undertook the making of munitions and are now getting back into their stride in the building game.

They will require, if not a complete new set of tools, at least many items which are not included in the kits they carry. Careful cultivation of the trade in your community will result in sales in what are often considered unexpected places.

Too often is the remark heard that the trade in a community is worked out—that there is no new business to be had—that opportunities for development along broad lines are negligible. Look around you, Mr. Hardwareman; study your customers' requirements carefully not in a half-hearted way but with a real dectective's instinct for clues.

You will be surprised at what you discover. Bill Jones is still using that old plane, and you have a new type which will enable him to so easily improve the class of work he is doing. The furniture man is specializing on picture framing and does a fair class of work with a panel saw—try to sell him a nice fine hacksaw and mitre box, the use of which will tend to place him in the top-notcher class. Encourage the boys to get a kit of tools and develop their mechanical genius. Perhaps many a householder whom you have never suspected of wanting to do fine cabinet work or build furniture for his home will be interested in combination squares, fancy planes or what-not.

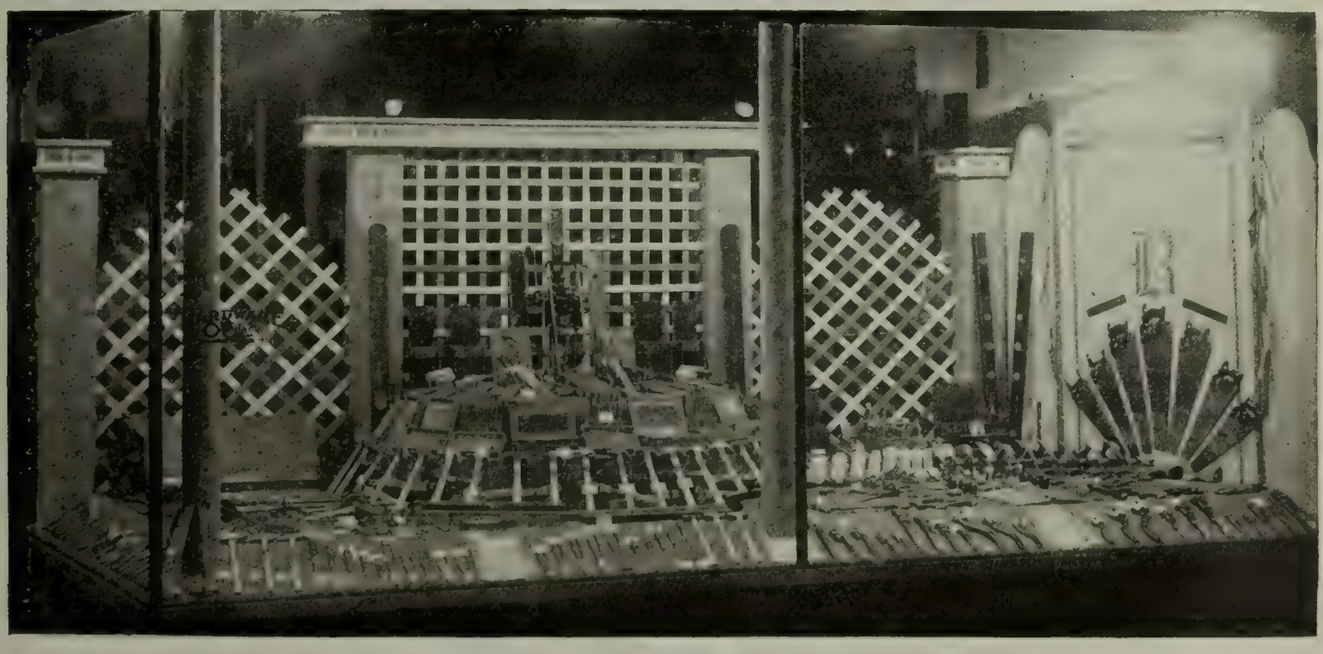
Some other town looks so much better than your own, maybe, but it might prove just the same as yours when you got there. Root and dig for business; you will find it right at your doorstep waiting to come in and this is true of no line in your store more than tools.

Think of the range of goods this embraces. Every home in your town should possess a hammer, saw, screw driver, auger bits, brace, plane and wrench. When you sell the fundamentals and your customer begins to use them, his activities increase to a point where he wants to undertake more extensive operations. It never fails and the inauguration of a campaign which will start the ball rolling should not be delayed any longer than necessary to make plans.

It will not be so long before dark nights and cold ones arrive when a man must stay indoors. Suggest that he open a little workshop all his own—get him to consider the many little things around the house he might fix up—there are few men to whom the fun of "tinkering around," as they term it, does not appeal. Not only will the man become enamored of the idea of making things for his home, but his wife will be your best ally in a cause which will keep him at home and good-natured. Long winter evenings with nothing to do but read soon become boredom—a change of atmosphere, something else to do will not only mean business for you but a happier community.

Below is a suggestion for a window trim which might be arranged. This could be supplemented by an appeal through your local paper. Buttonhole your customers and make the suggestion. Get their wives thinking along similar lines. Make your tool department a hummer. It is possible—make your plans now and watch the results.

U.S. shoemakers say that each immigrant who returns home to Europe takes eight pairs of shoes with him. The Yankees are in danger of losing their soles in this way.



It is difficult to secure a more attractive class of goods than that afforded by a well-arranged showing of mechanic's tools. The building trades will be good buyers again with the increase being made in construction of various kinds. This is a window display arranged for the Bond Hardware Co. of Guelph, Ont.

Employs Card Index System to Follow Up Prospects



S. SCHWANZ.

Hardware Merchant, of Rocanville, Sask., Employs Aggressive Methods in Handling Business—Card Index System to Keep Track of Customers' Possible Wants—Holds Morning Meetings With Clerks to Discuss Day's Doings—Keeps Man on Road Whose Sales Record is Remarkable—A Real Merchant

IMAGINE a country hardware store where the staff gets together every morning for a fifteen minute conference to talk over the work of the day, and plan methods of making sales, as well as drawing inspiration from this spirit of co-operation and camaraderie. Imagine the proprietor of this store keeping an elaborate card index of prospective buyers for various lines of goods, with names and details supplied by wide awake clerks. And think of a hardware shop that keeps a salesman travelling in the country districts almost exclusively, a salesman whose yearly volume of business is greater than any clerk in the store.

In Actual Operation

But it is not necessary to imagine these things for they are all in actual operation in the store of S. Schwanz, at Rocanville, Sask., and a representative of HARDWARE AND METAL personally visited this store and observed the live methods that are bringing increased sales and developing by the most aggressive methods a great volume of business. Mr. Schwanz, who is the moving spirit of all these developments, was the first merchant to locate in Rocanville, coming to this town in 1902, before the railway got in. He built his store in a wilderness, and when the railway depot was finally built he cut a road through the scrub from its door to his premises. He is still a young man, and the enterprise shown at that time has not decreased. Rather has it increased. Formerly he was in the general store business, but in recent years he has specialized in hardware, crockery and furniture, as well as conducting a tinsmithing shop and handling electric lighting plants and other side lines.

Following Up Prospects

"I have discovered a new and valuable method of increasing the usefulness of my clerks, and of developing their co-operation to the greatests degree," said Mr. Schwanz. "My only regret is that I did not adopt the scheme several years ago, for it is having a wonderful effect in stimulating business, as well as creating a spirit for better business in my store. It first came about through an idea that came to me as I thought of the great number of times that customers coming into the store mentioned some article that they wanted, and which they intedned to purchase at a later period. Here were valuable prospects that we were letting slip through our hands for want of a system by which to follow them up. The result was the inauguration of the card index system for prospects. I instructed all my clerks and the salesmen, who by this time I had working in the country districts, to keep their ears wide open for prospective sales in the future, and to jot down the particulars on note books that I provided for the purpose.

The Morning Meeting Results

Right from the start I began to get amazing results, and my clerks developed a faculty for discovering prospects that was gratifying These discoveries were made in various ways. Either the customer mentioned outright that he intended to buy a certain article at a later date, or else he mentioned it to friends who were with him, and sometimes gave notice of his itentions by enquiring minutely about say a range, or a churn or a piece of furniture.

The Morning Meeting Results

"In order to stimulate interest in the plan," Mr. Schwanz continued, "I made it a rule that each clerk should report at least one prospect every morning, and as many more as he could muster. Out of this grew the suggestion and adoption of morning meetings, where the staff could get together to discuss these prospects and plan for the day's work. It was just a case of their drifting into my office for an informal discussion before getting down to the real efforts of the day, and I quickly learned that this plan gave scope for the clerks to express their ideas, and made them feel a greater responsibility in their work and that they were an important part of the machinery. This plan also tended to improve the friendly relationship between me and my clerks. They liked to be taken into my confidence, and to have their opiu-

THE MORNING MEETINGS:

"Out of the card index system to prospects," stated Mr. Schwanz to HARDWARE AND METAL, "grew the suggestion and adoption of morning meetings where the staff could get together to discuss those prospects and to plan the day's work. It was just a case of their drifting into my office for an informal discussion before getting down to the real efforts of the day. I quickly learned that this plan gave scope for the clerks to express their ideas and made them feel a greater responsibility in their work; that they were an important part of the machinery. This plan also tended to improve the friendly relationship between me and my clerks. They liked to be taken into my confidence and to have their opinions asked on various phases of the work. If their ideas were practical they were put into force, which was more often the case than otherwise."

MR. SCHWANZ SAID:

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ions asked on various phases of the work. If their ideas were practical they were put into force, which was more often the case than otherwise. For a while during an extreme rush of business the morning meetings were dropped, but it was the clerks who were the first to revive them. They told me they missed the get-together system, and that they did not seem to be able to start their work with the same inspiration, vim and clear-cut conception of what they were to do.

How Follow-Up System Works

"So much for the morning meetings. Now as to the handling of these prospects. I have purchased," Mr. Schwanz stated, "a new flat topped desk for my office, with top right hand drawers arrangetd for a regulation card system. I have this divided into three compartments. In one of them I keep a duplicate set of cards alphabetically filed, so that when I look through the glass window of my office den and see a customer from some distance out in the country coming in to trade I look up to see if he is a prospective customer of some article. If he is I pass the word to the clerk, and so when the farmer and his wife have concluded their business my clerk will address them somewhat like this:

Customer is Flaattered

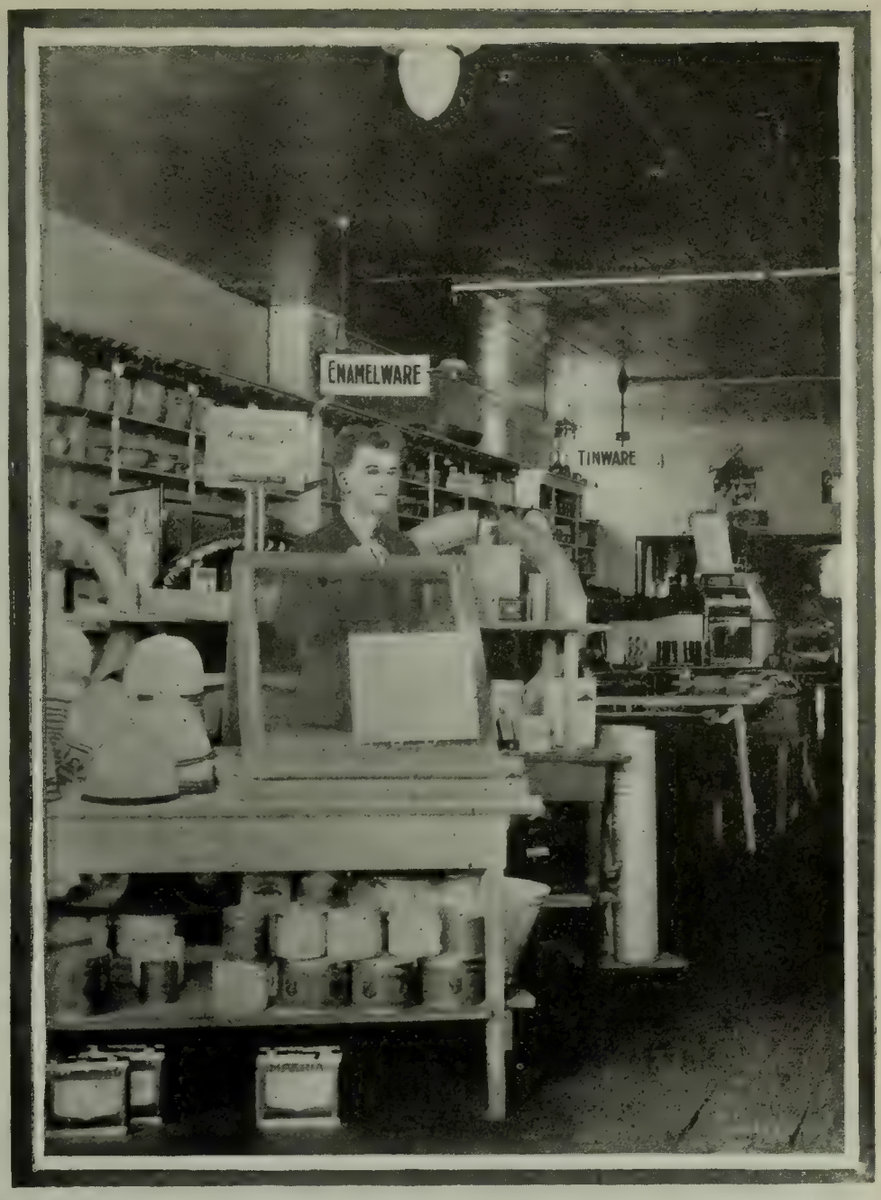
"By the way, you were saying, Mr. Smith, when you were in a few weeks ago, that you were thinking of buying a range. We have a fine new line in that I would like to show you while you are here, etc."

"Never have I known a farmer to take offense at this," continued Mr. Schwanz. "Rather is he flattered to think that you have his interest so much at heart as to remember him, and all the elements are present for the concluding of the sale. This duplicate system also has this advantage that you are able to canvass your prospect for the sale while he is in town, and in your store, instead of, as would otherwise be the case, having the outdoor salesman make a trip to his distant home with a motor car.

"In another compartment," Mr. Schwanz went on in explaining his system further, "I keep a set of cards in a file for every day of the current month. These are extracted from a general file for every month in the year.

The Daily Reminder

"Say, for instance, a woman makes known the fact that she intends to purchase a sewing machine if the crop turns out alright. Her card, with details of the prospect, is filled for the month of August. When the first of August rolls around all these August cards are taken out and redistributed day by day, in order that the work of going after the prospects may be equally spread over the month. Prospects in various districts are grouped for a call on a special day, and so every prospect is followed up. Instead of making a hit or miss canvass through the country after business the salesman starts out in the morning with some place to go, and with business to transact. He makes his trip with more assurance than he otherwise would, and it is really remarkable the number of sales that we make in this way. The very act of going out after a prospect brings its reward in other ways. When the call is made on Mrs. Jones with regard to the sewing machine she is very likely to say that her neighbor was also thinking of buying one, or if not a sewing machine something else handled in the store.



A corner in the interior of the hardware store of S. Schwanz, at Rocanville, Saskatchewan, with Mr. Schwanz standing in the foreground. The glass enclosed office in the rear, from which he keeps an eagle eye for prospects, is shown. It will be noted that the store is divided into departments, each of which in indicated by a sign. The location of the enamelware and tinware departments is shown in this picture, and it will be observed that a small electric light bulb is supended from the ceiling in front of each sign to direct customers who do their shopping in the evening. Two of the hand-painted cards which adorn the store, setting forth its policy, are shown, also the system of indirect electric lighting which is supplied by an electric lighting plant, which also supplies current to two other stores in the town. The main counter running the full depth of the store, and the artistic cabinet behind it, are not included in this picture.

Opportunity to Sell Other Lines

"The salesman is also given an entree to this family," Mr. Schwanz pointed out, "for the sale of lightning rods, electric light plants, hot air or water-water-heating plants, soft water tanks, automobiles, etc. When he has concluded his round up with the prospects he may put in the balance of the day making straight canvas in the neighborhood.

"As illustrating the value of the card system, just yesterday my salesman placed an order for a 20-foot pump which a farmer spoke of buying away back in the early spring. It seems to work out that when a family has made its mind up to secure some certain article, it becomes almost a certainty that sooner or later they will buy that article. When a women takes a great interest in a churn in my store, it is quite evident that she needs a churn, and means to have one some time. It then becomes

a diplomatic piece of salesmanship to sell it to her, and in this connection tact and judgment must be shown in order to present the subject at a time that the family is financially able to negotiate the deal.

Get Manufacturers' Co-operation

"Another part of this follow-up system I have adopted is to notify the manufacturers of any special lines I carry to send my prospect their best literature. By this co-operation I quietly pave the way for a sale. In the case of a special line of ranges that I carry the manufacturers have a most attractive booklet, illustrated in bright colors, which they send out. They are only too glad to get my tip."

Mr. Schwanz stated that he started the system of outdoor canvassing last year. The salesman employed on this work was formerly his tinsmith, and is a practical electrician. He is consequently able to give expert advice on the installation of heating and electrical systems, as well as conducting a straight canvas for hardware orders. This agent has had excellent success this year in the sale and installation of lightning rods, which appear to be a source of never-failing demand in the country.

A new plan inaugurated at this store is that all orders for tinsmithing and repair work must go personally to Mr. Schwanz in order that promises are not made that cannot be fulfilled. Previously all clerks took these orders, and there was constant conflict and confusion.

Things to do To-day

Prominent on the proprietor's desk is a folder marked, "Things to do To-day"; by this means nothing is overlooked either in connection with store or office work. He keeps an indexed card system of quotations given him by travellers, so that when one of these gentlemen calls to say what he is able to present he is able to check him up, otherwise the quotation would slip his memory in a few hours. In one instance his card system showed three quotations on linseed oil, when a fourth quotation was presented. In this one instance when he needed oil he was able to select the lowest quotation, which was $13.45 lower than the next highest on a single barrel.

Keeping Clerks' Sales Records

The four clerks employed in the store are designated by the letters A, B, C and D, in operating the cash register, and a daily check is kept on the total sales put through daily by each clerk, also the sales each month and each year. These figures are matters of discussion by the way at the morning conferences, and a spirit of friendly competition is engendered that is good for business. It is a remarkable commentary on the work of the outside salesman that his sales for last year totalled $24,000, including orders for tinsmithing, while the record of the next highest clerk stood at $20,000. Mr. Schwanz has developed a system of communicating with his clerks by means of electric buzzers. One pressure of the button calls clerk "A" for instance, while clerk "D" is called when the buzzer is pressed four times. This signal system is not operated in an autocratic manner, but in order, say, to call a clerk into conference with regard to a customer in the store, perhaps with regard to his line of credit, or perhaps with regard to a follow-up in connection with the prospect system.

Carry Complete Stock

This store maintains a general stock of hardware, crockery and paints, with some furniture on the second story which is reached by a stairway at the rear. Needless to say, in keeping with the systematic operation of the store this stock is attractively displayed. Hand-painted cards have a part in this display, and month in and month out silently convey to the customer the desire of the firm to give service. Here are the texts of some of these card announcements:

"The right place to go for your requirements is where you can secure the best value from all aspects. A critical survey will convince you that the place is here."

"We are not satisfied unless you are."

"Not how much, but how long it will wear is the true test."

"Our policy is to consider no trouble too great as long as you are satisfied."

"We sell only dependable goods."

An interesting feature of this store is that it uses one of the electric lighting plants for which it is the agent. In this way it constantly advertises the utility of this plant. Incidentally, light is supplied from the same plant to two other stores on the main street, one of them the largest general store in town. Meters are installed in these stores and they pay a specified rate the same as city stores. This feature, by the way contains a hint for country merchants to combine in order to have their stores lighted by electricity at a minimum of cost.

SELLING 400 STOVES A YEAR

(Continued from page 139)

to make it as homelike and comfy as possible.

Wants Additional Space

"You will appreciate what I think of the fair as an advertising medium when I state that I am trying to secure some additional space this year," Mr. Wanless went on. "There is another desirable location which I believe may be available, and if so I will make a good strong bid for it.

Works With Manufacturers

"In connection with our displays, which are not confined exclusively to stoves," Mr. Wanless stated, "We usually have representatives of the various goods shown and we have received very many favorable results from these demonstrations. Even though we do not sell a dollar's worth at the fair we would consider it money well spent from the advertising standpoint.

"We advertise our display extensively in the two daily papers, and we also take a full page in the fair programme, so that the people are fully familiar with what we intend to display and how we intend to display it."

Merchants Build Fence

The fair grounds at Chatham are on the town line leading from what is considered the best farming district in the whole community. The fence along the road was in very bad repair so Mr. Wanless, along with some of the other merchants, made a proposition to the fair board that the merchants put up a good fence, and for their work in this respect that they be given the right to paint ads. along its length. The fair board accepted the proposition and secured a good fence, whereas the dealers have a good display space for advertising.

Aggressive Methods Throughout

But if Mr. Wanless' methods of selling stoves are successful, they are no more so than those employed in handling the other departments of the business. Whether it is builders' hardware, tools, paint, or roofing, which one might mention, the same aggressive methods will be found employed. Mr. Wanless does a big roofing business and expects to see this department show even bigger strides this year.

Tinsmithing, sheet metal work, heating and plumbing, are all done by this progressive firm, and great care exercised to see that results are profitable. Time cards are turned in by the men and an accurate check on the material used, so that charges are fair but complete in that they include all the details.

Crowded for Room

The J. C. Wanless store is not as large as Mr. Wanless would like. "We are terribly crowded at the present time and have to use two or three nearby warehouses to stock the heavier and bulky classes of goods."

In the display of stoves shown in the accompanying photograph—to come back to this again because so much of the store and its policies can be seen through the medium of this display—it will be noted that an extensive use of cards is made. Attention is drawn to the various departments in bright, snappy cards, and across the top, painted banners emphasize what are considered some of the store's leading lines. Manufacturers' literature is used where it works well, and this is true of the store displays.

Mr. Wanless has a fine display window, which is changed weekly and trimmed with seasonable merchandise. The goods are well arranged, show cards printed and price cards utilized. Aggressive merchandising methods, with close attention to detail and attentive service to customers, are resulting in a constantly increasing volume of trade for this progressive firm.

To Sell Fixtures Carry Stock

Big Opportunity for Hardware Men to Supply Electric Lighting Equipment in the Thousands of New Homes Being Erected—Dealers Say Best Results Are Obtained by Having the Goods to Show Buyers

COINCIDENT with the building boom that is going on all over the country, hardwaremen who are handling electrical fixtures are cashing in on a lot of good business. It is nice business to handle, especially for the hardware man who puts himself in the position of being able to handle a complete order. He need not necessarily do the installing, but if a man who is building a $5,000 home comes into the store and the dealer has the stock from which the man who is building can pick out everything he wants, the hardware man takes a nice order which carries a good margin of profit. Many hardware dealers are getting orders of this kind regularly and are finding that it pays, and pays well to have the goods on hand so that prospective buyers can make their entire selection.

Fit Up Display Rooms

One Western Ontario hardware firm which has been developing a large trade with home builders has fitted up right in the very front of its store an electrical section. This dealer caters only to the class of trade that wants good goods and is willing to pay a reasonable price for them. He does not go after the very cheap trade, nor yet after the millionaires. If the millionaire should come to the store the dealer would promptly show him goods as high as he wants to pay from his catalogues. However, as millionaires do not come in every day to buy, he does not stock the very high-priced goods. There is a class of people, however well-to-do, who come in every day, and the hardwareman finds it is good business not to sell them from catalogues but to have the merchandise right there, in place and connected up so they can see it.

Customers Like It

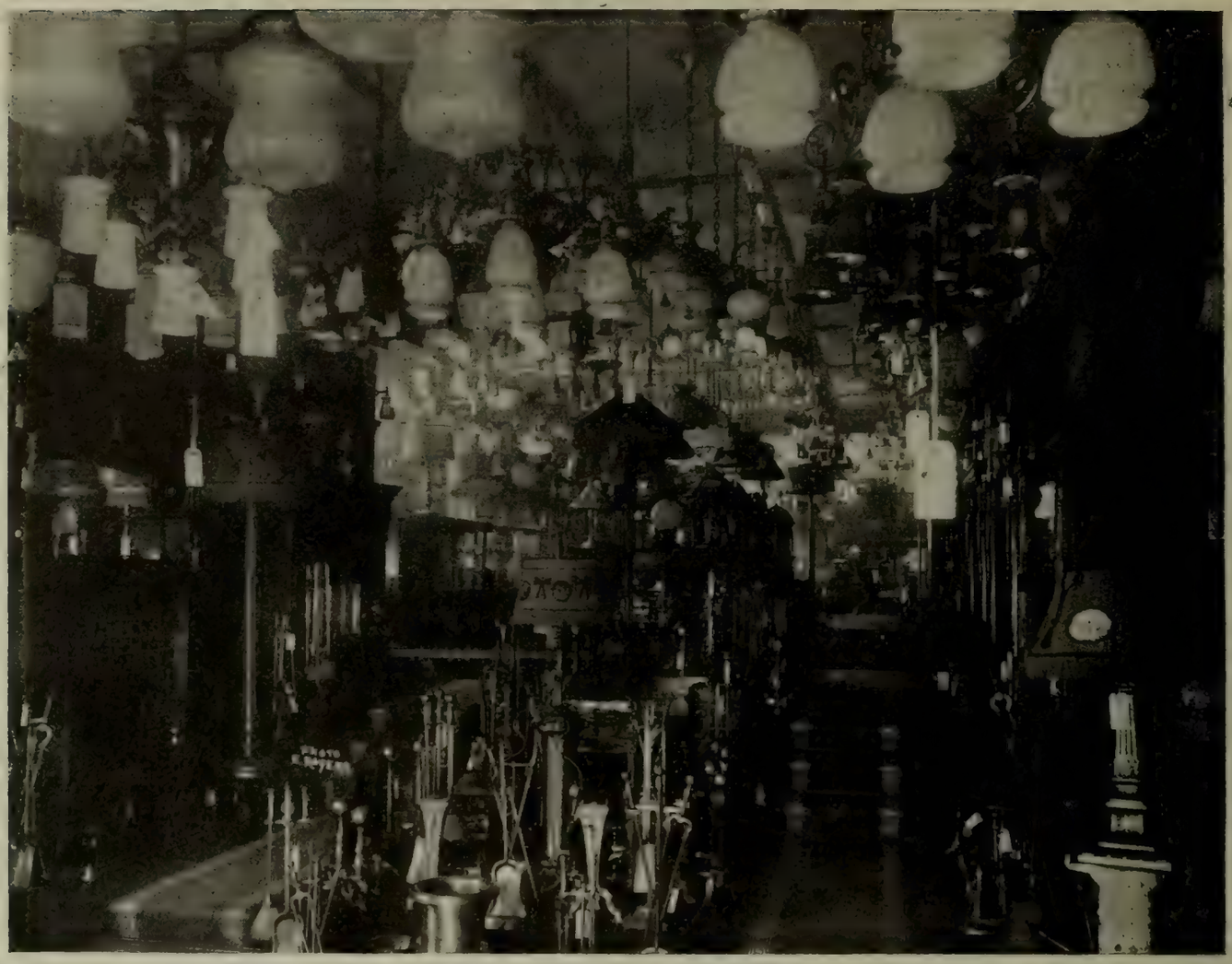
"Customers like to look at a display like ours,'" he stated to HARDWARE AND METAL. "When a man comes in with his wife to look at fixtures they very often compliment us not only on the stock we carry but on the way we are able to show them just exactly how the goods will look when in position. We get a lot of good orders simply through having the stock on hand. Not only that, we frequently sell them bathroom fixtures and other things they may need for their new home. Many people like when they start out buying to be able to clean up the whole purchase at one go. If they come to a hardware store and find they can get all the electric fixtures they need there we find that they will buy and never bother going around to any other store to look things over.

Send Others, Too

"We have found also that they are not only satisfied themselves but they will send their friends. We have had many instances of people coming in and giving us their complete order for fixtures in this way. There is another way we often get business. One of our satisfied customers will be talking things over with a person who is planning to remodel his house or to put in new fixtures. Every time he will tell about the



One of the surest ways to sell electric light fixtures is to carry the stock. Another thing to do is to display them. This shows a window display in the Barton-Netting Co., Ltd., Windsor store, which makes a splendid impression. Fire place fixtures will also be noted in the centre of the display.



Showing the interior of the display room of the Barton-Netting Co., Ltd., Windsor, Ont. A most impressive showing will be noted here, not only of electrical fixtures, but of fire place fittings and mountings. The electrical fixtures are connected up so that their appearance when illuminated can be gauged.

stock to be seen at our store. We got into the electrical fixture business because so many people asked for them when they were buying hardware that we saw a chance to open a new department. It proved a real opportunity and has developed steadily. Our experience is that is pays to size up very closely the class of trade we want to get and then stock to meet every requirement of that trade.'

Not the Best Way

A great many of those who handle electric fixtures in a small way try to sell them from the catalogue. Very few hardwaremen have adopted this plan. The majority of hardwaremen put in a stock of the goods and then proceed to let the people know that they have electric fixtures by advertising, by displays, and by sending out special matter to home builders and other interested. In this way they are getting results. Some of the results are surprising. In one rather small Ontario city a hardware dealer who has developed his electrical fixture business has a really handsome show-room. He advertises regularly and is doing more business than the Hydro shop located near him. This, in spite of fierce competition from the Hydro, which has tried and is still trying to corner the trade. One of the surprising results of this business battle is that more business than ever has been developed. The two larger houses have not only increased their turnover but they have helped the sales of smaller dealers. Another result is that they have practically put the mail-order houses out of business in that city and district as far as electrical goods are concerned.

From Out of Town

The hardware dealer attributes his success entirely to his aggressive methods. He was not afraid even with a Hydro shop in town, to go right out after business. He put in a stock that is equal to, if not superior to the Hydro store and then he advertised freely and backed up his advertising with window displays. The result is that he is more than holding his own. His electrical goods' showroom is known not only in his home city but for miles around, and hundreds of people from towns and villages around come to him for their fixtures and other electrical needs.

Building is Increasing

Each week sees a greater volume of building getting under way than the week previous and those who have been in the offices of architects and contractors state that the outlook is for more than ever. Next spring is expected to see a building expansion that will surpass that which was under way when the war broke out. All this building activity spells opportunity to the hardware dealer. Thousands of the new dwellings to be erected will be lighted by electricity, and the hardware man has a splendid chance to supply the equipment. It is essential as pointed out before to buy the class of fixtures that are suitable for the locality. According to those in the trade the best results are obtained from a sales standpoint by carrying the stock to show the buyers and not trying to sell from catalogue. There is a big and growing trade to be had and the man who gets it will be the man who goes after it.

MARITIME BOARD OF TRADE CHANGES DATE OF MEETING

An appeal having been received from a number of the members of Boards of Trade who in the past have been regular attendants at and participators in the deliberations of the Maritime Board for the postponement to a later date of the meeting called for 20th instant, the matter was referred to the executive.

It has been decided to postpone the meeting to Wednesday, September 17th, then to meet at Moncton, N.B.

Carries Stock to Back Sales Program

Written for HARDWARE AND METAL *by G. S. H. Williamson, Associate Editor.*

"WHETHER it is cement, tile, woven fence, paint, electric fixtures or automobile accessories, we carry the stock. there is no getting away from the fact that therein lies one of the biggest elements which has contributed to the success and continued growth of our business." In these words Iven H. Cook, one of the partners in the Lendon and Cook business at Leamington, Ont., summed up the answer to the questions of HARDWARE AND METAL'S representative as to how this firm were successfully meeting the competition of to-day.

Carry the Stock

"There is only one way to secure and handle trade," Mr. Cook went on. "We might take full page space in our local paper, we might dress our windows attractively, we might have a store neat in appearance, but unless we carried the stock to back up our sales activities, of what use would a sales programme be? Mind you, we believe in the power of advertising though our newspaper efforts in this respect have not been so very extensive. The windows are splendid drawing cards and we try to have the store interior well ararnged. These are elements which are not overlooked, but the point I am making is that one must have the goods the people want and when they want them."

Serve Good Community

The town of Leamington is an aggressive one located in the heart of one of the finest farming and fruit districts of Western Ontario. The business handled from not only the town but surrounding country is large so it is necessary to be prepared to meet the requirements of the people. In this respect, it is noted that this firm had handled before the summer was one-third gone over seven cars of cement and three cars of tile. In addition, wire fencing is bought by the carload as well as motor lubricating oil and lime.

In handling these lines, a quick turnover is aimed at. This means it is possible to sell on a narrow margin and in this way this business is handled through local channels. Outside competition is felt to some extent but is reduced to the minimum in the thriving centre.

Excellent Display Features

A splendid arrangement of showcases greets the eye of the visitor on entering the store. There are five cases arranged in rectangular form, one case being square with the entrance and two cases deep at right angles to the opposite ends of the show case across the front. This makes a fine layout and adds much in the way of display to impress the mind of the customer.

The cases which form the sides of this rectangle are a rather unusual style and serve a double purpose. Not only are they display cases but they are stock cases as well. A careful examination of the accompanying photograph shows where there are four tiers of drawers. The lower tier extends right to the front of the case, the next is set back about 8 or 10 inches, the third another 8 or 10 inches back with the top row being open and back sufficiently to permit a full view of the lines shown below. This arrangement of the display cases has proved a great success, Mr. Cook stated, and no better means of describing them can be given than just to direct attention to the photograph. Ordinary drawer pulls enable easy handling and for small lines of automobile accessories or similar merchandise this style of show case has demonstrated its usefulness and adaptability to two purposes very successfully.

Impossible to Effect Sales of Merchandise Unless Merchant Carries Stock, is the Opinion of Iven H. Cook, of Lendon & Cook, Leamington, Ont. — Excellent Display Arrangement Shown in This Store Which Does Much to Keep Goods Moving — Showcases Serve a Double Purpose, That of Showing the Goods as Well as a Means of Carrying Stock —Merchandising Electrical Fixtures Found to be no More Difficult Than Effecting Sales of Paint— Sells Service, Which After All is One of the Best Answers to the Cry of Outside Competition.

Show the Goods

Getting the goods out where people can see them and be reminded of their needs or where their curiosity and interest can be turned into sales is the idea followed out by this firm. To the left of the main entrance as shown in one of the accompanying photographs, this is demonstrated still further. Here two large silent salesmen are shown carrying a display of silver-plated flatware, carving sets, glass cooking ware, cut glass and silver-plated hollow-ware. Back of the first salesman is seen a wall case which is stocked with bright, attractive goods. The neat arrangement of shelving backing it all wherein the many lines of shelf hardware are stocked in sampled drawers gives completeness to the showing that is very acceptable.

House Furnishing Prominent

On the right-hand side of the store at the very front is the office. Backing this is open shelving on which enamelware, tinware and various lines of house fur-



A close-up of the combination display and stock cases which Lendon and Cook, Leamington, Ont., find so useful. A good idea of the arrangement of these can be gathered from this photo and may offer suggestions to some other dealer. The "arrow" points the way up the stairs to the paint department.

nishings are carried. Stoves are arranged in front of this in season, summer lines being shown prominently when the writer was there, although the regular lines of stoves and ranges were also very much in evidence. Mr. Cook stated, that they had had a splendid season on oil stoves, but found an all-year-round display, enlarged in the fall of course, on stoves and ranges secured good returns.

Merchandising Electrical Fixtures

Another part of the complete service rendered by this aggressive firm is that of selling electrical fixtures. These are sold in just the same way as nails or cement or paint would be in that the customer looks after the installation. A good assortment of hanging fixtures is carried as well as wall brackets, reading lamps and the many small fixtures required for the various parts of the work of installation. Commenting on the fact that there was no electrician employed by the firm, Mr. Cook said: "It is true there may be odd instances where we could increase our sales in this line if we had a man to install fixtures, but the bulk of our business is done with customers requiring a new fixture to replace one they don't like. There is no great trick in hanging a fixture and a man who is at all handy can easily take care of this work. We show what is necessary to make the connection and trical fixtures successfully without being called upon to undertake all the work of installation."

Reading Lamps Up Front

The reading lamps are stocked at the front of the store, but the various fixtures are hung and connected up at the back. When lighted the display presents a very pleasing appearance and the customer is well able to picture how these would show up in her own home. One of the accompanying photographs gives an idea as to how these goods are arranged.

Open For Argument

One might say that merchandising electrical fixtures in this way has its drawbacks. This is a debatable point, however. Take in the case of the paint department which in the Lendon and Cook store is located on the second floor. It is not essential that the firm supply a painter to apply the paint. The salesman explains the use of the paint, how it is applied, the proper type of brush to use—the customer does the rest and the results, if directions are followed, are satisfactory.

Paint Department Upstairs

Much has been written as to why the paint department should have a place on the main floor at the front of the store. Manufacturers of other lines will tell you why their lines should be in a like position. The main thing, however, is to see that the customer's attention is drawn to the line and in the case of paint where considerable time is very often taken in the selection of colors, a department away from constant interruptions may well have its advantages.

Time For Selection

Color cards, saddles and attractive advertising on paints are in full view of customers entering the store. The suggestion for its use is plainly given where every one can see. Where it comes to selecting the kind and choosing colors, there is no one who objects to going upstairs where time can be given to this important part of the sale. Free from any distributing influences or counter attractions. The lady customer (who to-day forms the greatest proportion of paint buyers) is given that personal attention which does so much to please and



The wide use of silent salesmen and wall cases in the Lendon and Cook store at Leamington, Ont., can be estimated from the above photograph. Getting the goods out where people can see them, and incidentally carrying the goods, are considered mighty good policies by this aggressive firm. The arrow points to a card on "cash business." The firm now offering an inducement to cash customers. They expect good results from same.

advertise the service of the store. Mr. Cook states that he finds their paint business showing a splendid increase and attributes it in no small measure to the little attention to details which they give in handling their customers

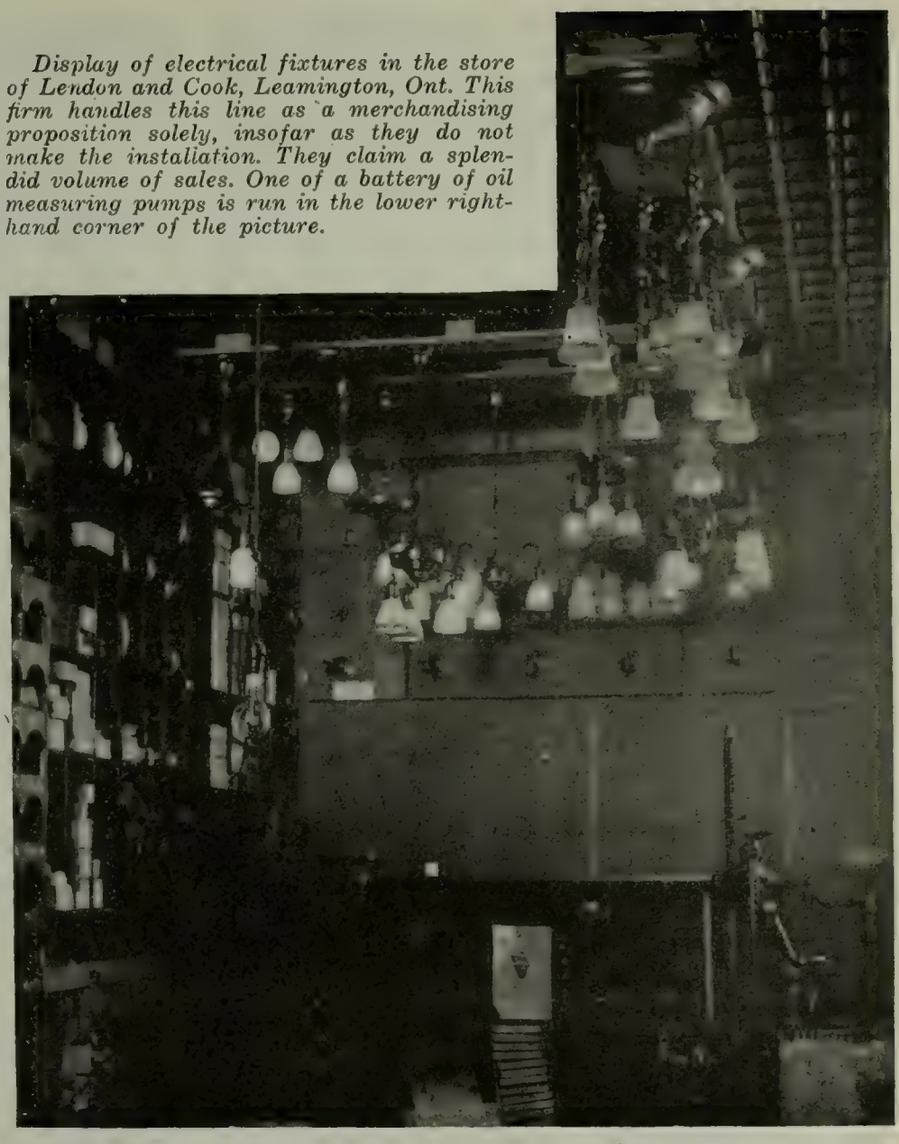
Battery of Oil Pumps

At the back of the store is arranged a battery of oil pumps. This method of handling oils has been found decidedly satisfactory from every angle. There is no leakage, the customer gets exact measure and the speed with which they can handle this end of their trade is found of distinct benefit.

At the back of the store, a fireproof warehouse is used in which to carry the surplus stock of nails, glass, rope, binder twine, pumps, pipe, building paper, roofing and many other lines. The firm has another warehouse in which such lines as cement, lime, etc., are carried.

This firm operates another store also, the Greenhill Hardware Co. "We cannot expect to handle all the trade in the one store," Mr. Cook stated. "There are some of our customers who won't go down to the other store and there are many of the other store's customers whom we do not reach at all here. We find the two stores work in nicely together. We handle cement, lime, tile and many of the heavier lines exclusively from this store but otherwise the stock in the Greenhill Hardware Co. is complete. The branch store idea has worked out successfully we find."

The Doherty Electrical Co., hardware and electrical fixtures, is moving from 416 Roncesvalles street, Toronto, to 351 Roncesvalles street.



Display of electrical fixtures in the store of Lendon and Cook, Leamington, Ont. This firm handles this line as a merchandising proposition solely, insofar as they do not make the instaliation. They claim a splendid volume of sales. One of a battery of oil measuring pumps is run in the lower right-hand corner of the picture.

Explains Gross and Net Profits

Reasons For Failures Outlined—Turnovers, Not Leftovers, Should be Slogan —One Method of Increasing Net Profits —Time Most Costly Element.

AN instructive study of gross and net profits has been made by N. W. Cooley, of the Burroughs Adding Machine Company. He gives the results of his examination of the subject in such clear and simple language that his article is herewith reproduced. Mr. Cooley begins by asking:

Can you tell what your profits are on an article that you sell? Do you know what your net profits were last year?

Have you a reliable system to furnish you with that information?

If so, then you are on the safest and surest road for a realization of your ambition.

According to the most reliable authorities there have been established in the past few years about 20,000 new places of business each year; during that time the average number of failures has been 15,000 per annum.

The United States Federal Trade Commission, after investigation, reported that 90 per cent. of the manufacturers had no adequate method of ascertaining the cost of production and many had no cost system whatever. Out of one and a quarter million retailers less than 40,000 paid an income tax in 1917.

Poor System the Reason

Why such a small percentage? Because, through poor system, they either had not secured profit enough to put them in the taxpaying class or if they were, they did not know it

If that irrefutable law of averages says that 75 per cent. fail it is certainly of interest to know some of the prime causes for such failures as well as a remedy for prevention.

Malcolm Kerr, professor of industry of the University of Pennsylvania, has given much time to research

and study of this problem and he enumerates eight causes, viz.: "Acts of God." dishonesty, inexperience, nepotism, over-conservation, poor location, unwise use of capital, and poor accounting. Under the law of averages it has been learned that every dollar received represents three separate divisions and that the percentages are 75 per cent. for cost of merchandise, 18 per cent. overhead expenses, 7 per cent. average net profit.

There are some of you that have made much more during the past year; there are some that possibly made less and perchance some that have no idea as to what they have earned as a net profit.

However, you may think, the law of averages is a mighty good indicator of what you can expect. Therefore, if the average net profit is 7 per cent. and you would increase it, your only sure method is by the reduction of expenses that will clip that 18 per cent. overhead.

The Net is Important

By your mark up, if right, you establish the gross profits but the net profit is the all-important subject to you. Some of your expenses may be too high, due to either ignorance, inexperience or indolence. You may be using your capital unwisely by extending long-time credit to customers who should pay you but prefer to use the money for other purposes because you do not enforce collections. In other words, are you acting as a banker for some of your customers, but not securing the compensating interest?

Too Many Relatives?

Is your store filled with relatives? Professor Kerr gives it as the third most productive cause of failure; because you have been economic, energetic and ambitious is no indication that your son, nephew or brother-in-law has the same ideals and if they do not, the sooner they are pensioned elsewhere and you secure efficient help, the sooner the net profits will increase.

It is Location?

Have you a poor location? The fact that you may have a "low rent" is not a proof that you have a cheap rent. A small amount added to the present rental might secure another location that would permit and produce increased business to such an extent that the selling cost per dollar would be materially reduced regardless of the "high rent."

Over-conservatism has reduced profit. Dishonesty has caused losses and produced 6 per cent. of the failures, but as such causes always gain notoriety many think that this is a low percentage.

"Acts of God" have produced failure, but the fire of 1906 proved that though men may lose their property, if they have character they will be re-established, as were many after that great fire, who have made a success and never suffered from the stigma of failure, because they were looked upon as men that knew their business.

What of Accounting System?

Have you a poor accounting system?

Do you know what you ought to make and do you know what you are making?

Is your office machinery running smoothly; is it automatic to the extent that at any hour you can find out those important facts that insure net profits?

The National Association of Credit Men has issued a pamphlet containing fourteen rules for figuring cost and profit. If you have not carefully studied these rules, secure a copy from the credit man of some of the houses that you deal with and give them the consideration that they merit and you will be the gainer, for if followed there will of necessity be an increase in the net profits. These ever-increasing net profits are what provide comfort and peace of mind. They are based upon the cost of doing business the money spent in making or trying to make a sale. It frequently costs a great deal more to try and make a sale than to actually make one.

Causes of Failure Causes of Reduced Profits

The eight primal causes of failure are likewise eight causes of reduced profits. What are you doing to know the cost that tends to increase or decrease your net profits?

Daniel C. Roper, commissioner of internal revenue has urgently requested every retail merchant to keep books and to keep them right. If they are not kept right it is all waste labor and they only clog your business because, relying on them, they mislead you and insure a reduction of net profits.

To have thorough information of the cost of doing business you must have complete records that will show you a proper segregation of your expense account. If correctly done and frequently referred to, it will help you immensely. The average business man does not secure the per cent. of profit that he imagines that he is securing. He frequently fails to enter legitimate charges and then when the expense is figured he thinks that he has done better than he really has. For instance, recently a merchant was attempting to sell his business. The prospective buyer asked for sales, expenses and profits. The seller showed figures that led him to believe that he was making money but the buyer noted the absence of rental charge and a small expense for clerk hire. The seller explained that he owned the building and that the service of his children enabled him to get along with little clerical help. This was decidedly a case that did not show the bona fide net profits and the sale was based on corrected figures.

Another great "cost of business" is idle stock on your shelves.

Turnovers Not Leftovers

Turnovers not leftover should be the slogan of the retailer.

A "going inventory" is the greatest possible advantage to the dealer and is so proven by the largest and most progressive of business men, who would not incur the expense if it were not profitable.

If it is advantageous to Armour and Company, the California Packing Corporation, Marshall-Wells and Company and thousands of others it would pay you. Such concerns can tell you at a momen's notice the quantity of any commodity that they own, also where it is located, in which one of their many branches or factory plant, and were it not so they would never be abel to conduct such an enterprise. With such information recorded, one can see at a glance the quantity of goods purchased, the cost, the sales, how long they were in stock and with such a visualization they are prepared to hurry up the turnovers and you will have your total expenses for the year. Divide this figure by the total of your sales and it will show profit.

The turnover can be accelerated by good advertiseing, by placing in conspicuous position and by co-operation among the sales force, but the foundation of the knowledge that begets the net profits is in the records.

One Method of Increasing Net Profits

One of the simplest methods of increasing the net profits that I have seen in a retail hardware store is a plan followed by a Mr. Fisher, of the Keystone Hardware Company, of Denver. Having decided on the location where he will place goods in stock he makes a small tag showing maximum and minimum quantity to be carried. This is fastened on the shelf and when the low-water mark is reached a new order is placed. By this method he has found out that he can get along with a smaller quantity that if he depended on a hit or miss plan. He also has made sample boards on which are

various sizes of hinges, nails, screws, bolts, etc. These, convenient to the customer, enables him to decide just what he wants without a clerk being required to show several different articles, thus saving time and increasing net profits.

Time Most Costly Element

This brings us to the question: What is the most costly thing that you handle in your store? You will probably think it is a mower, or some expensive farm implement. Such is not the fact. The most expensive thing that you have to deal with is time and what time you can save on an employee is an addition to net profit, but the time gained in quick turnovers is of such value as to be unappreciated.

You have a tractor that costs you $2,000 which is to be sold for $4,000. Your selling expense is 20 per cent., or $800; if sold in the first year this would give you a net profit of $1,200, but if not sold until the second year the selling expense is 40 per cent., or $1,600, and your net profit then is only $400. Should it be your misfortunte to have to hold for the third year you suffer a loss of $400, hence time is a most important consideration.

Suppose that you had handy a card showing the date of purchase, the price paid and the daily expense in carrying this article, that you posted to it daily and saw the cost growing larger and larger until it exceeded the sale price, do you not realize that you would make a great effort to dispose of this article? The "going inventory" will give you such information.

Carrying Stock Eats Up Profits

Actually and literally, costs are daily growing on every article that you carry in stock and a neglected commodity can eat its head off in time. It is just such things that have a tendency to reduce your net profits. You may not have the time personally to attend to the detail; you may think that you can not afford to hire a person to attend to this detail for you, but as a matter of fact you can not afford to be without the information.

In any community you can find someone who is capable of installing a simple system that will meet the necessary demands of your business.

What You Should Know

You should know the daily sales by clerks, the daily sales departments, daily sales, cash and charge, the amount of outstanding accounts, money owed, bank account, monthly sales by clerks and by departments, a segregated expense account, amount of bills receivable and bills payable.

If you keep your "going inventory" you can readily ascertain your gross profits, make your deductions of expenses and thereby find your net profits. The time and money spent for this information will prove a good investment. It will keep you informed as to the success or failure of your efforts. If the profits are not what they should be the figures will point out where the excess expense occurs and you can make correction. Alway bear in mind that your profit percentages should be figured on the selling price.

Departmentizing Valuable

Departmentization will prove of inestimable value in showing you where the leaks are, for too often one paying department is carrying the burden for the unprofitable ones and with the right information you can get rid of the exacting load.

Guess-work means glimmering profits.

Lack of knowledge means a lack of profits.

Many leaks mean many losses.

While an intelligent knowledge of your business that can only be secured through the medium of reliable figure facts will bring to you the happy condition that is always desirable and invariably produces the satisfactory and never-failing net profit.

Retail Hardware Costs

System of Harvard University Bureau of Business Research:

Standard per cent. of sales	Obtainable for	$1 expended
Salaries	3.41	.1750
Rent	3.41	.1750
Advertising	1.12	.0586
General Expenses	1.01	.0530
Insurance Tax	.99	.0520
Delivery	.91	.0466
Supplies	.60	.0300
Depreciation	.52	.0260
Heat, light	.43	.0220
Bad Debts	.31	.0160
Typical Costs	19.41	$1.0000

Figures Cost and Profit

The following fourteen rules for figuring cost and profit are issued by the National Association of Credit Men:

1. Charge interest on the net amount of your total investment at the beginning of your business year, exclusive of real estate.

2. Charge rental on real estate or buildings owned by you and used in your business at a rate equal to that which you would receive if renting or leasing it to others.

3. Charge in addition to what you pay for hired help an amount equal to what your services would be worth to others; also treat in like manner the services of any member of your family employed in the business not on the regular payroll.

4. Charge depreciation on all goods carried over on which you may have to make a less price because of change of style, damage, or any other cause.

5. Charge depreciation on buildings, tools, fixtures, or anything else suffering from age or wear and tear.

6. Charge amounts donated or subscriptions paid.

7. Charge all fixed expenses, such as taxes, insurance, water, light, fuel, etc.

8. Charge all incidental expenses, such as drayage, offiice supplies, livery, or expenses of horses and wagons, telegrams, telephones, advertising, canvassing, etc.

9. Charge losses of every character, including goods stolen or sent out and not charged, allowance made customers, bad debts, etc.

10. Charge collection expenses.

11. Charge any other expense not enumerated above.

12. When you have ascertained what the sum of all the forgotten items amounts to, prove it by your books, and you will have your total expenses for the year. Divide this figure by the total of your sales and it will show you the percentage which it has cost you to do business.

13. Take this percentage and deduct from it the price of any article you have sold, then subtract from the remainder what it cost you (invoice price and freight), and the result will show you your net profit or loss on the article.

14. Go over the selling prices of the various articles you handle and see where you stand as to profits; then get busy in putting your selling figures on a profitable basis and talk it over with your competitor as well.

Montreal has a street cleaning device which sweeps the dirt to one side of the thoroughfare, where it is taken up by suction into a machine following up. Another feature of the road-sweeping scheme, is that sprinklers in front of each machine lay down the dust. Proving that ingenuity and machinery in unison make a wonderful combination.

Getting the Workingman's Trade

They Are Good People to Sell to, Says C. W. Summers, of London, Ont.—They Know What They Want and You Have Got to Study Those Wants—How He Solved a Vacuum Cleaner Problem

Based on an interview by C. E. PARSONS, of Hardware and Metal, with Ex-Ald. Chas. W. Summers, of C. W. Summers & Sons Hardware, London, Ont.

MR. WORKINGMAN and his Wife are good customers. They know what they want and pretty nearly what they can afford to pay for it. If you as a merchant study these wants and lay in your stock accordingly, there is no trouble about getting the business.

These are the views of Ex-Alderman Chas. W. Summers, of C. W. Summers and Sons, hardware, London, Ont. Mr. Summers' store is located right in the heart of a suburb of London that is made up entirely of workers. The district only a few years ago was a commons which has grown up owing to factory development and Mr. Summers' store has grown up with it and the opinions he holds are these gathered as a result of actual experience.

Want Good Things

While his customers want good goods they do not want a lot of frills at fancy prices, Mr. Sumemrs says: They are willing to pay a reasonable price but they want goods that are going to be of real use to them and will give good service. They don't want cheap stuff that will not stand up at any price.

"I find that the great majority of my patrons," said Mr Summers to HARDWARE AND METAU, "want to pay cash for what they get. They are good buyers and are interested in anything that will make their homes better or more attractive. They like to keep their homes looking nice and as a result we see lots of paint. Not only the men, but the women buy paint. The men of course look after the outside work, painting the house, the verandahs, the fences and so on, while the women are always wanting to fix up something inside—a piece of furniture or some similar job.

Appreciate Service

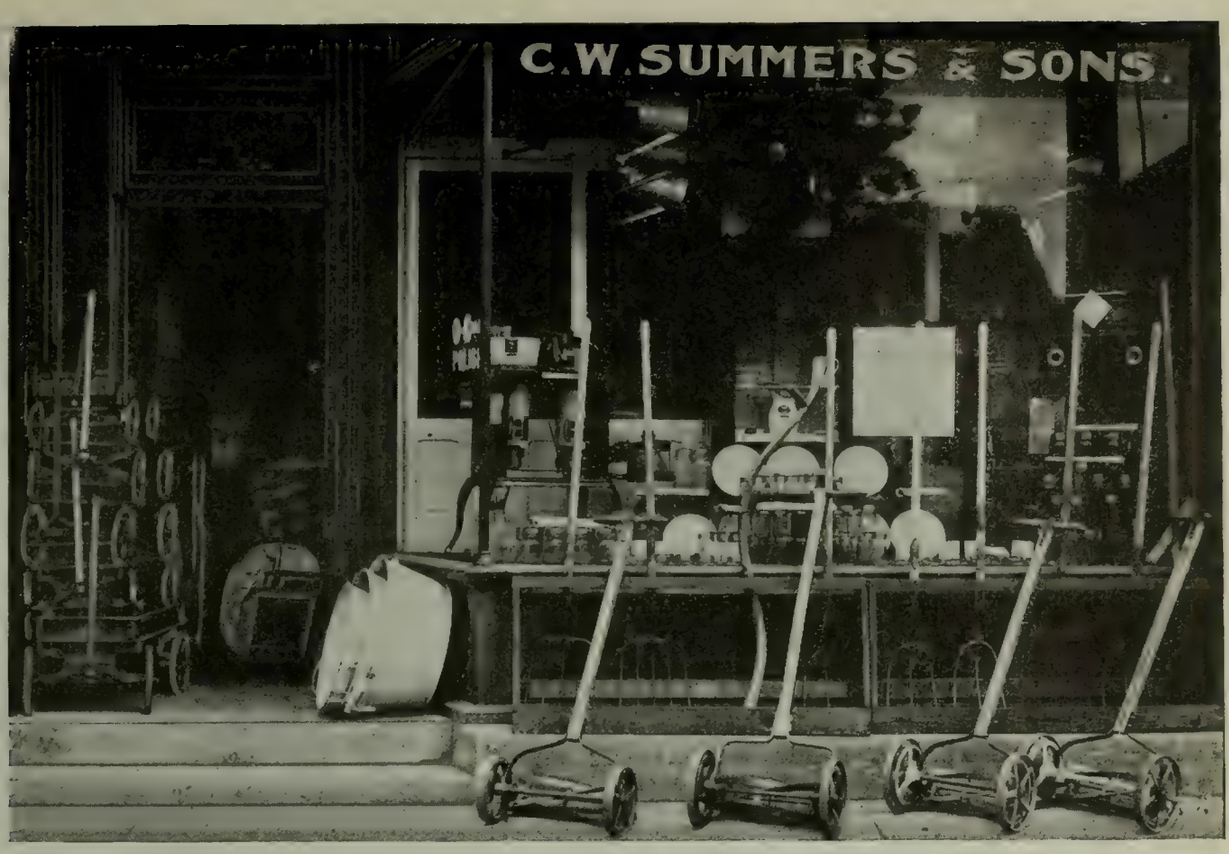
"A great many of our customers I find appreciate fully the value of painting," Mr. Summers continued, "not only as a beautifier but from a preservation standpoint. They do not always, however, know about the best paints to use for the work they intend doing. We always find out about their plans and then tell them why this paint or that will give them the best results, how to prepare the work, how to finish it and what brushes to use for the best results. They are keenly interested in all these things and appreciate all the help and suggestions that are given. Very often I find that when they have other work in mind they will come into the store and ask about what would be best to use. Frequently they send in a friend who has mentioned something to them about going to paint. No matter what you sell if it is good and the people like it, they will talk about your goods and your store.

Like to See Stock

"People like to see what lines we have in stock," stated Mr. Summers, "and I find that we simply cannot have too much stuff on display. Naturally, kitchenware is one of our big sellers. We carry a good stock and figure on turning it over three times a year. We keep a special display



Here is a dealer who finds in Mr. Workingman and his wife mighty good customers. They want to be shown, but when they see the value in an article, are willing to spend their money. A wide range of goods is carried and demanded. This is a view of the store of C. W. Summers & Son, London, Ont.



Store front of C. W. Summers & Sons, retail hardware dealers, London, Ont. Splendid use of the windows is made by this firm, who also find that goods shown outside the store have a great attraction for the customers whom they serve.

stand for showing these lines besides our shelf stock and get excellent results from it. I have found a constant demand for dishes. There was a call for them right from the start and I would say that we are handling five times as many now as ever before. We keep our stock out on display tables, and very often people who come in to buy some other line altogether remember that they need certain dishes and buy them right there. All our display tables have proven good sellers and keep a lot of stock turning over all the time."

Business is Good

Mr. Summers states that business has been good right along. During the war every workingman who was available had all the work that he could do at good wages. The district where Mr. Summers' store is made a splendid record in recruiting. Many of these men are now coming home and great preparations are made to have the homes looking their best for "the boys who have been over there." This means increased sales of paint and other things.

"There has been a tremendous increase in gardening in the last three or four years," said Mr. Summers. Before the war nearly every one had a garden, but following the call for more production they doubled and trebled their efforts and all the children had gardens. We have had a splendid increase in our sales of gardening tools, seeds and supplies and it is being fully maintained at the present time. Most of the workers have learned the value of a good garden in fighting the high cost of living and many of them have gardens that anyone might be proud of."

Every Spring and Fall Mr. Summers sends out hand bills on which are featured seasonable lines. Care is taken to make sure that a bill is left at every house in the territory the store covers, and Mr. Summers says they produce big results. People come in almost as soon as the bills are distributed and keep on coming in for weeks asking for goods that were listed. Usually about one hundred items are mentioned, and in each case the price is given. There is a special section for paints and wood stains with a talk about the lines handled and the results that may be accomplished.

Poultry Supplies

Another line which is a big seller with Mr. Summers and which was increased as a result of the war, is poultry netting and supplies.

"A great many of the people in this district," said Mr. Summers, " have always kept chickens. Since the war, however, our business in poultry netting and supplies has increased at least fifty per cent."

An example of what Mr. Summers meant by pointing out the necessity of careful selection of stock for the buying needs of his district shown by his sales of electrical utilities.

"We have sold a good many irons, toasters and the smaller articles," he said, "but when it comes to the high-priced goods, I find that there is little sale for them."

However, there are more ways of killing a cat than hanging it, and when Mr. Summers found that he could not sell such lines as electric vacuum cleaners, he hit upon another plan for making money out of them. He keeps several machines and lets it be known through cards in the window and store that they are for rent either by the hour or by the day.

"They are out nearly all the time," he said, "and have paid for themselves a good many times. A lot of women who wouldn't think of buying a machine are quite willing to rent one for an hour or two at a reasonable rate, and we are quite willing to let them have them."

Get Good Results

Mr. Summers has always had splendid results, he says from his display window. He keeps a seasonable display in the window all the time, and it is changed each week.

"A lot of farmers pass our store both on their way to market and on the way home," he said, "and we find that many of them come in to buy the things they see in the window, and other lines also. It is often a surprise to us the results we get. These are not only apparent just at the time, but often people will come in perhaps a month after and ask for something they saw in the window."

In addition to his display tables, Mr. containing displays of cutlery, casseroles and other lines. The arrangement of these is most attractive and adds greatly to the general appearance of the store. Mr. Summers says these sell a lot of goods and that when he gets more room he will put in more of them. Alarm clocks he says are a good line with him as people in his section don't take any chances on being late in the mornings. He keps an assortment of clocks display-Summers has several silent salesmen

A part of the floor display during the season for it consists of oil stoves, and Mr. Summers says his sales of these have been satisfactory. "Speaking generally," said Mr. Summers, "the workers have been making good money and they are buying freely. I have found business good right along."

Beats Season With Window Displays

Sydney, C.B., Firm Secures Remarkable Results From Display Windows—Always Plan to Be Just a Little Ahead of the Season—H. E. Call, Manager for Thompson & Sutherland, Ltd., Sees Marked Increase in Buying as a Result.

H. E. CALL, *manager of the Sydney, C.B., store, of Thompson and Sutherland, Ltd., is strong on window displays. At the same time he had three mighty attractive windows running. In addition to the fishing tackle display shown herewith, there was one for incubators, showing dozens of young chicks with a hover and a seed window showing vegetables and plants in boxes well matured.*

"It means early for a fishing tackle display," said Mr. Call, "but the idea is to beat the season. We set seeds out each year and have them sprouted to display in the window. Our spring down here is late and the season is short for growing. A week's time in the spring makes a great deal of difference in sales. These displays have made a marked increase in buying."

Thompson & Sutherland is one of the largest hardware firms in Eastern Nova Scotia, having large retail stores at New Glasgow, Stellarton, Westville, Sydney, North Sydney, Glace Bay and Sydney Mines. In addition to their extensive retail business they are doing a very large wholesale business which is handled mainly from North Sydney. They are large manufacturers of stoves, ranges, furnaces, tinware, etc.

This firm has recently made a large addition to its premises in Sydney, having built a new cement annex, 45 x 75 feet, four storeys, which is used as a warehouse, but has display windows on Charlotte Street. Business in all lines has been remarkably good in Sydney, which is becoming increasingly important as a distributing centre and now handles a very large volume of Newfoundland business. Expectations for a large hardware trade have generally been fulfilled, Sydney's building permits being one-third greater than last year.



Two of the window displays put on early this year by Thompson & Sutherland, Ltd., Sydney, N.S. The display on the right shows a fishing scene and was the subject of much favorable comment, besides bringing in business. The four men shown in the picture, commencing at the right, are H. T. Sutherland, president of the firm; Roy Pace, chief clerk; H. E. Call, Sydney manager; and W. S. Thompson, secretary-treasurer.

Forwarding Interests of the Paint Trade

IN putting forth any effort, any general co-operative effort, destined to benefit any collective interest or number of interests, it is essential that the individual be submerged to a very large extent, oftentimes totally.

After all, every individual falls into a certain classification in which the characteristics of each are as much alike as peas in a pod.

No one is so peculiar or unique but what he can be pigeon-holed into a classification with hosts of others, whose self-centred appraisal easily destines them to the place they belong to.

Classifying the Dealer

Retail merchants, whether they sell pins, paint, or potatoes, are readily classified — not alone in the mercantile agencies, but by other characteristics, some of which determine their success and some of which determine failure.

Some are boosters, some are knockers, some grouch, some drag, some are so indifferent to the opportunities about them that it is a wonder they keep their heads above water.

Getting Down to Cases

No getting down to cases in the paint trade, and speaking more particularly of the advancement of the fall painting idea.

Few retail hardware dealers realize the important position they occupy relative to the trade as a whole and the tremendous assistance they can offer in advancing this idea.

Not Revolutionary Idea

Fall painting is not revolutionary, it is merely a means of advancing the all-year-round use of paint.

Advancement cannot be made by taking a "let-George-do-it" attitude. Manufacturers of paints and varnishes cannot do it alone. Masters painters cannot do it alone. Retail paint dealers cannot do it alone. The consuming public cannot do it alone, or if they can it would only be by a very slow evolutionary process of changing their habit of spring painting to fall painting.

United Effort For Results

But given the impetus of the united effort of manufacturers, master painters and retailers and the public would soon take to the idea of fall painting.

Not that it is desirable to do away with spring painting, by no means. What is needed by the trade is more painting; and fall painting should be one means to this end.

All the united effort of the paint manufacturers could not push forward the fall painting movement successfully without the local effort of the retailer. The same could be said of the local retail merchants without the co-operation of the broad-gauged national advertising of the manufacturer.

So closely linked are the interests of each of these factors that it is truly surprising the amount of short-sightedness displayed by many individuals towards any co-operative effort involving the furthering of the personal interests of that person.

Fall Painting is Not Revolutionary—It is Merely a Means of Advancing the All-Year-Round Use of Paint.—Co-operation is the Keynote Upon Which an All-Year-Round Trade in Paints Can be Done—Work With the Manufacturer—Get the Painter's Assistance—Boost Advertising

If then the larger problems before the trade are incapable of entire solution by any individual, or any section of interests, and co-operation is necessary to put them over, it can be readily seen that the more individuals or sections of individual interests that submerge themselves into such co-operative effort, the more success is assured. And the more successful the effort is the more those individuals will emerge with profit and benefit to themselves.

However, everyone is looking out for number one, and consequently face the question, What can be got out of it? Too frequently this attitude becomes a boomerang to the one who holds it.

Getting back to cases, let one examine briefly some of the benefits to be derived by each factor in the paint trade. The manufacturer welcomes the fall painting idea because it tends towards more even all-year-round production and employment of labor. Overhead charges are lessened per unit of his production. He can buy more uniformily throughout the year and lessen the necessity of having his raw materials accumulate storage and interest charges. He can pay his labor better, yet realize a more even return and perhaps a larger return on the money invested in wages. His turnover becomes greater. Instead of being rushed to death at one season of the year and laying off trained members of his staff at another, he can keep his organization going the year round. He can also utilize more labor and pay out more salaries. Fall painting will assist to reduce selling costs. Quite true, he can make more money, but he can also whittle down other expenses, which must be figured in the cost of production.

The United Efforts of Manufacturers, Jobbers, Retailers and Master Painters Will Further the Fall Painting Idea.

Fall Painting Means Not Only a Greater Volume of Business, But a Lessening of Overhead—

And he can do much of this to the benefit of the retailer. He can broaden his distribution and give him more uniform service. Instead of trying to please everybody at once, the manufacturer can arrange his distribution throughout the year.

The painter's problem is of a similar character, but in a much smaller way. In the spring everybody is on his heels to get their particular job done. He cannot get enough help. He has to look forty ways at once in order to keep his trade satisfied. At other times he is wondering what he can do to keep Jack, Bill and John busy, or he has to lay them off. Perhaps there isn't enough coming in to pay his own wages and overhead. The painter knows that fall is the best time of the year to paint in, but somehow the people haven't the same courage for it that they had in the spring.

Get Trade Coming

While the retail hardware and paint dealer may have other lines to engage his attention in the fall, yet few are so stubborn as to throw away business if it comes their way, or can be made to come their way. And that's the problem—to make a greater volume of paint trade come their way. Mark you again: fall painting will not accomplish it all, but it can be made a mighty factor in accomplishing such a result. The paint department has gradually become a more weighty factor and means of profit as the paint trade has grown. In very few stores has it reached anywhere near a maximum. There is room for growth. And that growth is dependent not alone on volume, but on more frequent turnover.

Increased Turnover

It is not necessary to dwell with any paint dealer upon the effect that would be produced if there was as great a volume of business done in the fall as there is in the spring. He knows well enough what it would mean in turnover, lessening of overhead, better utilization of shelf space and profits.

Drawbacks in One-Season Business

Summing up the question from the standpoint of the trade as a whole, manufacturer, master painter, and retailer alike confront the rush effort of one season against the dullness of others. Where

one lacks sufficient turnover, so does the other. Where overhead tends to become excessive with one, it also becomes excessive with the other. After all, the drawbacks of a one-season business are common to all. Such conditions, then, call for united co-operative effort to overcome them. More painting and fall painting mean more sales and more turnover. That is one knot to be untied; the other is the getting closer together of all factors to promote trade efforts that will lessen the seriousness of these problems.

In these the retail hardware dealer has a serious duty to perform that should not be overlooked and which will be to his benefit in the long run. The promotion of the fall painting idea affords an opportunity to show what he can do in this direction.

Ways and Means to Increase Painting

Room For More Paint Business to be Done— Study the "Why" of Fall Painting



Expansion of Trade Largely Up to Dealer— Personal Association Much to Do With It— Good Stock and Effective Advertising Necessary

NO doubt hundreds of commendable advertising and selling schemes could be devised and offered to accomplish this purpose.

It is not the purpose of this article to devise or increase their numbers or to be too specific. Space will not permit.

The whole question now resolves itself into the necessity of getting the consumer, the public, the trade or whatever you like to call the fellow that buys paint, to apply paint in the fall.

There is the fellow, too, that applies very little paint, or no paint at all.

GET THE DELINQUENT

Suppose one lets the chap that applies one coat of paint regularly alone, and gets after the man that doesn't apply it, and induce him to do so in the fall. If we got them all collectively it would soon reverse the conditions of the trade and the usual spring business would look like a standstill beside the amount that would pile up in the autumn.

ROOM FOR EXPANSION

There is plenty of room for more paint business. Yes, three or four times the total of Canada's present yearly total business is possible.

But before one starts in at the job, there must be good, sound reasons for getting a man to paint in the fall. These have been amply set forth on another article of this issue.

STUDY THE "WHY"

While you are at it and the suggestion is fresh turn to that page and let those reasons soak into you mentally so that you can put them forcibly into your advertising and into your selling talk with your customers.

Give these reasons to your clerks and have them drilled thoroughly in the "reason why" of fall painting.

When you have done this you have gone a long way with one of the most forcible and effective means of promoting fall painting.

LIES WITH DEALER

If you can only realize it, Mr. Hardware Merchant, you have in yourself and your staff the very best ways and means of promoting any forward movement of this kind. Your own personal first-hand contact with your trade can do more, perhaps, than by any other means to promote sales of paint or any other branch of your business.

Fall painting has actual common-sense, dollar-in-pocket arguments for the consumer that you can put over in your personal contact with your trade, and that no other form of advertising can reach.

It is not the intention of the writer to look for the occult, the mysterious or the complex in suggesting ways and means of promoting fall painting. Let one come out straight from the shoulder and say bluntly and frankly that it is very largely up to you. And in doing so will be found wrapped up in the old saying that "the Lord helps those that help themselves."

OTHER MEANS TO EMPLOY

Now that that is settled, let one look around for other means that will be more or less supplementary and undoubtedly helpful in assisting your personal efforts.

Already such help is being planned in a general way to promote the fall painting habit. The committees in charge of both the American and Can-

adian "Save the Surface" campaigns are preparing to launch fall campaigns, largely with the idea of encouraging fall painting as well as the dominant idea of teaching protection and preservation.

These campaigns in their broadness cannot hope to take the place of your own local efforts. Your efforts and theirs, of necessity, will supplement each other. But neither one can take the place of the other.

PLANS ARE AVAILABLE

Both committees have drawn up plans and suggestions which they will gladly offer to any retail hardwareman who wishes to avail himself of them. These suggestions, of course, are largely of an advertising nature, giving publicity to the sound, economical reasons of why the surface should be protected and saved. In this your local newspaper can be of great service.

KEEP STOCK ATTRACTIVE

But with all this, it is necessary to hark back to your own personal effort, which can only be your own business, conducted by yourself. In this reference is directed more especially to the arrangement of your stock, shelves and window displays so that they will suggest painting in the fall.

MAKE WINDOWS WORK

If the paint department is allowed to slide so that it takes on an air of "I-don't-care-whether-I-do-business-or-not" it does not encourage, let alone suggest, to the people in the store that painting can be done in the fall. If the windows are not dressed with a fall display a good booster for the fall painting habit is certainly overlooked.

Without going into detail of suggestions, it can be safely said that if the paint department is arranged with a positive idea towards fall painting, fall paint buying will come your way. If it is allowed to run down to a negative idea, fall paint buying will not come your way.

BE PREPARED

And another thing, do not fire off any fall paint advertising guns unless you have the paint department spruced up to a positive desire to do fall business.

Another powerful fall painting promoter which has been referred to—your store windows. There are enough advertising and window dressing suggestions embodied in the sound fall painting reasons to give your star window dresser two or three busy evenings in his windows. These are ways and means that rest entirely with you. That is why such strong emphasis is being placed on *you* in this article.

GET MANUFACTURERS' CO-OPERATION

Many paint manufacturers are now planning their fall paint campaigns. These will be helpful and you may possibly seek their co-operation in this direction. As usual, they will be willing to furnish you with circulars to enclose in parcels or to distribute amongst your trade. The main thing in such co-operation is that you see to it that they are distributed.

GET THE EXAMPLE

Precept and example are both powerful factors in starting the ball a-rolling. Perhaps your store or your home, or the home of your chief clerk are in need of paint. Have them painted this fall and use them as an opportunity of telling of the advantages of fall painting. If the idea is novel to some of your customers they will follow the result of your work with interest, and doubtless you can plant the seed of the fall planting habit with them where it will grow and multiply throughout the community.

SELLING THE IDEA

To a great extent the promotion of fall painting involves the necessity of first selling the idea through good, sound, reasonable reasons that are back of it. Your main task is to bring your trade to the point of conviction that paint should be used for protection and preservation, and that in order to do so the fall is the best time of the year to apply it. Let this dominant conviction run through all of your advertising and selling talk. It does not take long for sales to follow conviction.

Again let it be emphasized that bringing this conviction forcibly home is mainly up to you. And it is you who will reap the benefit in larger business, and extended service to your locality through your paint department.

"Why" of Fall Painting Explained

Reasons Are Many—Receptive Condition of Surface Free From Moisture Strongest Talking Point—Priming Coat Most Important — Scientific Study Points to Fall as Best Season For Exterior Work

THE first requisite for the successful painting of any material is a dry surface and a dry atmosphere. The importance of these conditions is doubled when a porous material like wood is to be painted.

"The wood must be dry and the weather must be dry, otherwise the paint, whatever its composition, will not hold. Furthermore, the inside of the house must also be dry, or moisture driven through the wood by interior heat will carry the outside paint away in escaping.

The Best Time

"Early fall, after the long, dry summer-time is perhaps the most propitious time for painting; next best is late spring or early summer, after the spring rains are over, and before dust and insects fill the air."

The above conclusions are a summary of the experiences of both paint manufacturers and master painters all over Canada and the United States.

A Case in Point

A master painter drew the writer's attention to some veranda posts on which the paint was blistering and peeling. Said he: "If those posts had been painted in the fall instead of the early spring, that blistering would not

have occurred. The owner insisted against all my reasoning that I should go ahead with the work. The trouble was that the sun had not had an opportunity of driving out all the moisure that the unprotected surface had absorbed during the winter. If it had been left till the fall, the moisture would have all been driven out and the paint would have remained firmly on the wood.

Paint Dries Naturally

At a conference with a committee of master painters the writer recently took the opportunity of citing John Dewar's observation on the results of fall painting. "Taking the years together I personally prefer the autumn. It is because, as a rule, we have more settled weather, coupled with the fact that paint dries best in cool, clear weather. The drawing and absorbing influences of a strong sun are eliminated, permitting the paint to dry and harden by natural processes, and when the summer sun has returned its effect on the paint is minimized. The average good job of painting done in late September, October or early November will present better protection, better wear and look better the following August than the average job in that month painted in June previous. It is, I believe, generally accepted that mid-summer weather is, as a rule, not suitable for best results in exterior painting by reason of its many deteriorating influences on the paint coatings, also upon paint in the pot."

Woodwork Seasoned

Without one dissenting comment every one of these Canadian master painters agreed upon the soundness of these conclusions.

Years of practical experience has taught these men that exterior woodwork is in a more seasoned condition to properly receive the application of paint. Every man cited numerous instances in proof of their favorable attitude towards fall painting. Not only does painting in the fall of the year produce an appearance that is more lasting, but it gives more complete and adequate protection all the year round.

Moisture Eliminated

Ideal conditions for the application and reception of paint are brought about in the fall by the fact that the summer sun has an opportunity of driving out and eliminating every trace of moisture. Every craftsman recognizes the virtue of seasoned lumber. The woodworker can produce a much finer piece of workmanship with seasoned than with unseasoned wood. This is true of the painters, probably more so, because of the fact that he is dependent upon having the pores of the wood absolutely free or empty of moisture and saps so that he can drive in the essential preservative liquids of his paint. These obtain a deeper and firmer grip on the wood, which promotes better wearing qualities.

Priming Coat Important

It is mainly from the standpoint of the priming coat that this phase of fall painting becomes significant. The priming coat at all times is the most important part of painting. The materials used and the workmanship should be of the very best. If the prime coat falls down all of the rest of the job falls with it. The condition of the surface on which paint is to be applied must be at the very best. In this the painter is largely at the mercy of the weather conditions which govern the state of the surface to be coated. The fall of the year finds every exterior surface more ready to receive the priming coat properly. After he is assured that his prime coat has obtained a thorough grip on the wood he can apply his finishing coats with full assurance that his work will perform the service that it should.

Unseasoned Lumber Hard to Combat

Unseasoned lumber is one of the worst conditions of any building material that a contractor and afterwards the painter have to combat. All too frequently the property owner rushes his painter onto the job of painting a new building, when he should hold him off until assured that every portion of the building, including the plaster, is absolutely dry. Hosts of painters can tell of myriad paint troubles for this reason. To ensure the most thorough protection and more lasting results a building erected in the spring or summer should not be primed until the early fall at the earliest. By so doing, the summer sun has not only seasoned the lumber, but it has had the opportunity of driving all traces of moisture out of every portion of the building. One particular job on a new house comes to mind; the exterior woodwork of the house had been erected through the summer. It was allowed to stand until late fall when the prime and second coats were applied. The finishing coat was not applied till late the next spring. Few jobs wore or kept their appearance as well as on that house. The owner was not in a hurry to paint until surface conditions were right. His primer and second coat were applied on an ideal surface under ideal fall conditions, and the results more than justified his patience.

Taking year in and year out, weather conditions in the fall are more uniform and lend themselves better to continued painting operations.

Fall Painting Considered Best

Without going too deeply into technicalities or reasons why, it is practically the unanimous opinion of all paint men that paint applied in the fall takes on peculiar drying qualities that give it more lasting results and better wearing qualities. The mild warmth of the fall apparently produces a slower and more permanent oxidation process that gives the oil better life and elasticity. A too hot sun, such as is experienced in the depth of summer, promotes an over-rapid oxidation that causes blistering. This is avoided in the fall. The moist conditions of the spring, while they retard drying as well, do not permit paint to get the same firm "set" that it takes on in the fall.

Thorough scientific and practical investigation of painting conditions in the spring, summer and fall, and a comparison of the same have brought unmistakable proof of the fact that fall painting permits paint giving its best service and efficiency.

Conscientious paint dealers seeking to give their trade the best service should not overlook these facts in governing their paint departments and in planning their advertising and sales promotion work.

ADVISE BUYERS ABOUT USES OF LINSEED OIL

Hardware dealers may frequently give customers useful information in regard to linseed oil and its uses. It is astonishing how little the average individual knows about linseed oil and he thoroughly appreciates advice which will enable him to get the best results. If left to himself he would probably use boiled oil where raw is required or vice versa and by using the oils indiscriminately would get into trouble.

Because of its appearance many people have the idea that linseed oil will make a good lubricant but it is altogether unsuitable for this purpose. It dries like a hard varnish and, of course, would clog any machinery almost as badly as varnish would, except that it hardens slowly. For this reason it is quite unfit for using on hones and whetstones when sharpening tools, as it makes them hard and useless, but it is often so used in workshops and many workmen have spoiled oil stones before finding out the reason. If used for oiling the bright blades of saws or other tools it makes them brown and varnishy.

But linseed oil is the very best for rubbing into the wood parts of tools to keep them clean and it imparts a hard finished surface. For woodworking and polishing it is also invaluable.

Boiled linseed oil is the only kind for mixing paint or it would never dry. Cottonseed oil is often used instead of linseed but it is a poor substitute. Linseed oil is useful for domestic purposes in reviving varnished furniture and leather goods.

Rearrangement Brought Quick Results

W. H. Cuddy, of Strathroy, Ont., Sold More Paint This Spring Than in Previous Two Years by Putting Paint Section Right Up at the Front of Store and Specializing on One Line Instead of Two

Based on an interview by C. E. PARSONS, of Hardware and Metal, with W. H. Cuddy, of Strathroy, Ont.

W. H. CUDDY, hardware dealer, at Strathroy, Ont., made two experiments this spring that brought most interesting results from a sales standpoint. Up to this year he had always handled two brands of paints and had established his paint department at a section of the store where it was somewhat inconspicuous. Enamelware, in which he has always done a good trade, occupied what Mr. Cuddy considered the best space, right up at the front, running from the front door right back half the length of the store. This spring Mr. Cuddy decided to make a "drive" in paints, and after carefully considering the matter, laid out a plan of action which included the removal from the place of honor in the store of housefurnishing goods, replacing them with paint. An aggressive newspaper and circularizing campaign was instituted, backed up by paint window displays. He decided that instead of handling two brands of paints he would centre all his efforts on one, that he would put his paint department in the best display space in his store, and that he would let people know all about the paints he had for sale by advertising.

Got Quick Results

"I got quick and very satisfactory results," said Mr. Cuddy to HARDWARE AND METAL. "There is no question at all that I will sell twice as much paint this year as I have sold in the past two years. The way it is moving I would not be surprised if the sales records do not exceed that estimate. I have demonstrated to my complete satisfaction that it pays to handle one line of paints and not to try and handle two."

Mr. Cuddy began his advertising campaign in good time to arouse interest in spring painting. He used quarter-pages and half-pages, and in addition sent out about 500 special paint circulars. Besides these, when mailing his monthly accounts, he enclosed paint literature. He backed all this advertising effort by nicely arranged window displays, which he kept changed each week. In brief, he went after the paint business, determined to increase his sales, and he has more than surpassed his most sanguine expectations.

Put on Demonstration

Another method Mr. Cuddy used to stimulate interest in spring painting was to put on a two-day demonstration. A representative from the factory demonstrated and explained thoroughly the use of the wall and ceiling finishes, as well as stains and varnishes for old floors,



View of the paint department of the W. H. Cuddy store at Strathroy, Ont. The arrangement of stock makes a fine impression on the customers of the store, and since moving this department up to the front, this dealer has doubled his sales of paint. An aggressive advertising campaign has been run and the volume of business has grown rapidly.

woodwork and furniture. This demonstration was well advertised a week before it took place, double space being used and ads. put on both the front page and on an inside page of the weekly paper. The demonstration was one of the most successful of its kind ever held in Strathroy, and brought in a large number of people, many of whom purchased paints or other goods. A number of prospects were also secured and these will be followed up.

Did Not Hurt Sales

In rearranging his store and putting the paint department to the front, Mr. Cuddy states he has not hurt his sales of enamelware, whatever.

"But putting the paint right to the front," he said, "I have jumped the sales more than I ever expected in this department, and am more than satisfied with the results. I am keeping the enamelware well forward, too, and have not lost any of the business I did in that line."

As will be seen from the accompanying photos, Mr. Cuddy has a window display of paints and a window display of enamelware. In going after increased sales in paints he did not forget the possibilities of selling more brushes. As will be seen from the photos, brushes are a prominent feature in the window display and in the store display as well. In the latter they are right up near the front, shown in a neat and attractive silent salesman. Every time he has made a paint sale, Mr. Cuddy has suggested brushes, and he has made a new sales record this season in brushes as a result.

Another Profitable Change

Another profitable change he made this spring also was in connection with the sale of auto finishes. In former seasons he only stocked black finishes. This spring he stocked a complete range of colors and included some mention of this in his advertising matter. "As a result I have sold just four times as much goods," he stated:

The space which is now occupied by the paints and varnishes was formerly used for displaying enamelware. This has always been one of Mr. Cuddy's big sellers. While it has been moved back, Mr. Cuddy is still showing it conspicuously and maintaining his advertising, and the sales have not suffered in any way.

"Our sales in this department," he said, "have shown a steady increase, and we turn the stock three times a year."

The Stove Department

Stoves are another good seller with Mr. Cuddy. He goes after this business by holding demonstrations and by advertising.

"Last season was not a good selling season on account of the mild weather," he stated, "but our sales exceeded 200 stoves. I consider that very satisfactory."

Mr. Cuddy has in connection with his store a special show room for stoves. In this room he carries a large stock and says he finds that by doing this he can often put through a sale, where, if he had only one or two models or sizes, he would lose the business. He makes all deliveries, not only of stoves, but of other goods by auto and finds that his patrons, many of whom are miles out in the country, appreciate the prompt service. Very often if they come in and buy a stove in the morning he will have it out to their home, set up and in operation before they return. He always makes sure that each stove is properly set up and in perfect working order before the men leave. He also does a considerable business in repairs.



Good use is made of the windows of the W. H. Cuddy store at Strathroy, Ont. One display is of paint run in conjunction with a good showing of paint brushes. The other window is devoted to enamelware, which is a big seller with this merchant.

His Roofing Sales

Each season Mr. Cuddy's sales of roofing average two carloads. Most of this business comes to him as a direct result of his advertising and of his connection with the farmers. A great deal of it comes in over the telephone.

"It is surprising," said Mr. Cuddy, "the part that the telephone plays these days in business. We get any number of inquiries over the phone from farmers who are too busy very often to come into town themselves. We give all such orders our most prompt attention and try to make a quick delivery by auto of the goods. When people learn that they can get goods this way quickly and satisfactorily, they naturally buy oftener, and our telephone business has shown a steady increase."

Likes Early Closing

While the great majority of the farmers in the vicinity of Strathroy own automobiles and often come into town in the evenings, Mr. Cuddy does not see any reason for keeping open after six o'clock.

"A great many of those who come in their cars," he said, "are the younger people. They are out for fun, not for buying. I am a thorough believer in early closing. People will buy in regular hours if the merchants educate them to it."

Mr. Cuddy is also working as closely as possible to a cash basis. "I find a great many people these days want to pay cash for what they buy," he said, "especially if I make it worth their while. To all those who want to pay for what they get when they get it I give a two per cent. discount."

Want Better Goods

"People are demanding better goods than they formerly did," said Mr. Cuddy. "I find right along that it is not any more a question of price altogether, but of quality and service. If I have a line of goods that I can boost to the limit and stand right behind in regard to what they will do, and another line which are a little cheaper, but for which I cannot make the claims I can for higher priced goods, the buyer will take the high-priced stuff every time. The farmers are buying more and better things every year. They want their homes comfortable, they want modern labor-saving equipment and appliances for both their homes and their work, and they are willing to pay for them. The merchant who has goods that he can show the farmer will save time, and help him get away from hard and heavy work, or that will make for comfort in the home, can sell them every time. The same applies to the farmers' wives. They want time and labor-saving devices just as much as the men. They are working more and more toward this all the time. Between what the farmers' sons and daughters are learning at school and college and the improvements made possible through electric power

Continued on page 164

Increasing Dealers' Fall Paint Sales

Growth of Ready-Mixed Paint Sales Can Be Turned Into Year-Round Business — Fall Painting the Solution of One-Season Idea — Increased Turnover the Profit-maker

IT is not so very long ago that the sale of ready-mixed paint was practically unknown except in a very few hardware stores.

Buying mixed paint was then a novelty, until manufacturers took hold of the problem by means of advertising and made it a habit.

In short, the public took on the paint habit through the aggressiveness and publicity of those who foresaw that people could be made to realize the service of their products in this way.

RAPID GROWTH

Older hardware dealers can easily recollect the rapid growth of this habit, its development and the corresponding widening of the distribution of paints and varnishes.

It was demonstrated that people's ideas towards paints and varnishes could be moulded by the proper means and methods.

ONE-SIDED EFFORT

In the light of present knowledge of paint and its uses it is now seen that this molding was somewhat too one-sided. The habit was only taken on in spots, or at certain seasons of the year.

The problem of the paint trade to-day is to mold public opinion in a broader way and to make the habit more continuous.

FALL PAINTING THE ANSWER

The proven efficiency and service of paints and varnishes applied in the fall presents an opportunity for this development.

The fact that property owners and householders were brought to the habit of using ready-mixed paints and varnishes generally breaks down any barriers or objections to the possibility of promoting the fall painting habit by the same means and methods.

Advertising properly directed will be the strong right arm of both paint and varnish manufacturers and retailers to bring about this highly desirable development of the trade.

And who is there to gainsay its beneficial possibilities when it means increased volume of business, greater turnover, lessening of overhead and an increase of profits?

REMARKABLE GROWTH

Compare the days gone by when there was no paint department in the average hardware store, with the present time when the paint department in some instances is almost the keystone department of the store.

Frankly, there is one drawback to the paint and varnish trade, and that is that the turnover is not frequent enough. Certainly it is not as frequent as it might be and the development of the fall painting idea will go a long way towards increasing it.

ALL-YEAR-ROUND SALE

We have compared the past with the present; let us compare the present with the future, when, by means of more all-year-round sales the greater turnover of the paint department will yield larger profits and become a still more important factor in the store.

It cannot be said that this is mere academic talk or ephemeral reasoning. The trade has already experienced a certain amount of growth in fall painting, but it has by no means realized all that it might.

THE SERVICE IDEA

Sound reasoning and shrewd business judgment brought about the ready-mixed paint habit of earlier days without a tithe of the scientific knowledge that is possessed about the product to-day. The definite scientific knowledge that is possessed to-day concerning the greater service brought about by paint applied in the fall provides a stepping-stone for advancement that none of the pioneers of ready-mixed goods possessed, or at least developed.

The trade to-day, therefore, has the backing and assurance of scientific and even practical certainty that points the way to more business.

AN EVER-WIDENING CIRCLE

But fall painting is not alone or inseparable from other possibilities. It can be made the forerunner of further development in the trade. It can prepare the way towards bringing about the habit of interior painting of all sorts during the winter or indoor months.

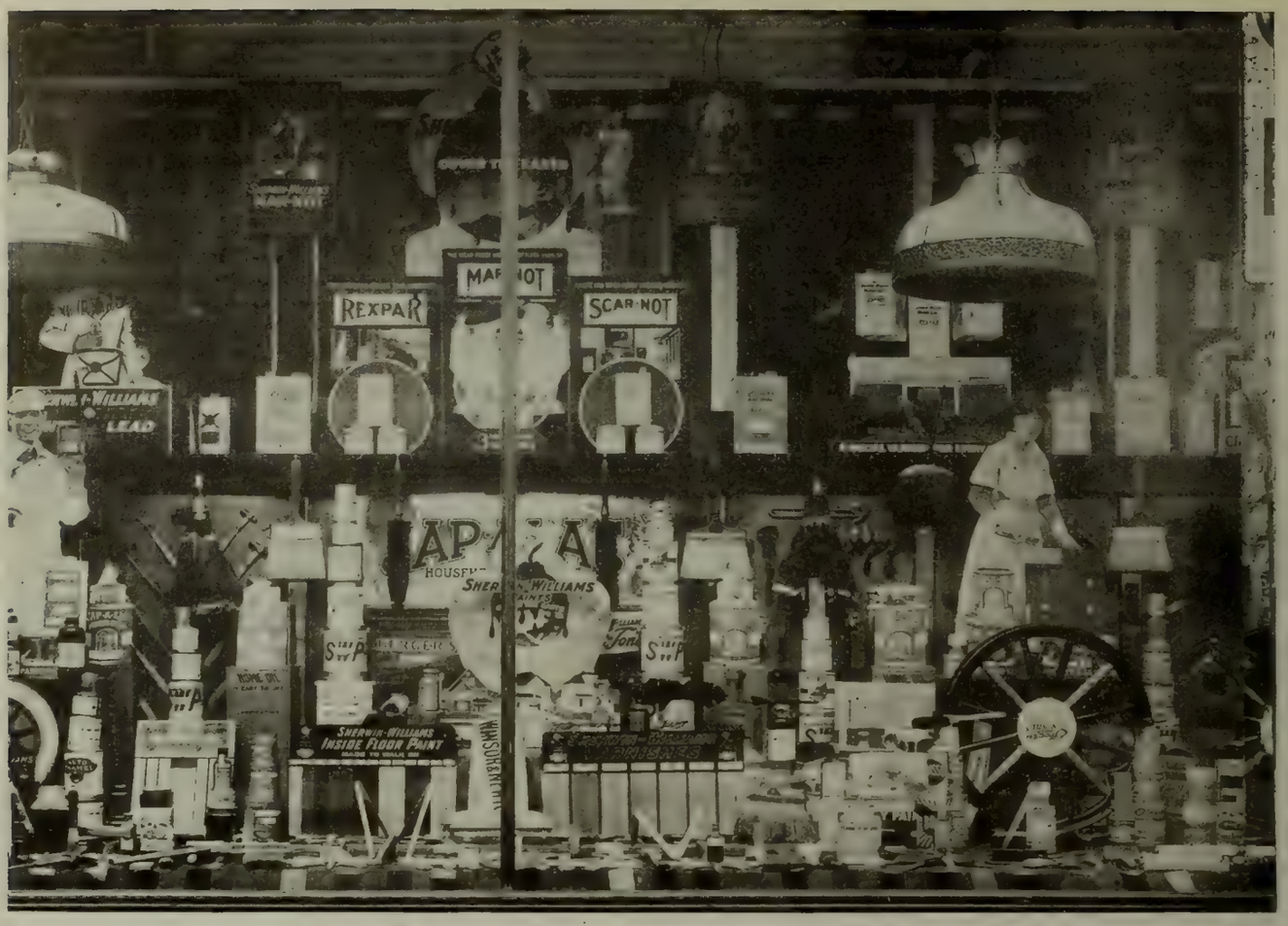
GETTING DOWN TO CASES

Perhaps the purpose of this article can be better illustrated by using a concrete illustration in which a quart of paint, a dollar and a section of shelf space are the chief factors.

In November or January, say, a paint dealer places his signature on an order which means that in exchange for a quart of paint he will part with a dollar on next April 1st or 60 days thereafter. (If he is wise he will let the dollar go in fifteen days and claim his 2 per cent.). In March the quart arrives and is given shelf space costing rent, insurance, and other overhead expenses. In April or May it leaves the shelf and the cash register bulges a profit. A spring sorting order finds another quart taking its place, but the chances of this quart leaving that space lessen as the season advances. It may be a summer boarder or it may not. For our purpose, however, it goes forth at the end of May to be replaced by a third quart which is more than likely to become a summer resorter without hope of leaving.

NO STAR BOARDER WANTED

Now, the point is, shall this quart become a star boarder for the fall and winter, eating its head off with overhead, or shall it not? The promotion of fall painting heightens the possibility that it will be ousted into profitable exchange and replaced by another which shall just as readily follow its course, and be again replaced by a quart that will perhaps readily sell for indoor purposes, a dollar that will go and come with each quart and each time it comes bring a profit is infinitely more nimble in producing bigger business than the one that sits tight on the shelf under a label. And remember, shelf space means money, too. For shelf space, as pointed out,



Window display of paints arranged recently for Omer Deserres, Montreal. This dealer believes implicitly in the value of the show window, and arranges his goods so that they not only attract, but so that they are a material aid in developing sales. The above window not only shows paints and varnishes, but many painters' requisites, such as brushes, dusters, graining tools and kindred lines.

is not merely a small circular area on a board, it is money in overhead, taxes, heat, light, clerk hire, delivery charges, etc.

Fall painting will make the dollar invested in paint hop around more frequently and more nimbly. It will provide accommodation for more active roomers where otherwise only one sleepy boarder might rest, without profit, from early summer till the next spring.

SOUND BUSINESS

Fall painting is sound and beneficial, from both the scientific and practical standpoints. Its extension is sound from a purely business standpoint. With these premises established, the paint dealer who utilizes them to make his paint department a live, active, all-year-round means of profit is going to realize bigger and better business and extend better service to his community.

REARRANGEMENT BROUGHT QUICK RESULTS

(Continued from page 162)

lines, the next generation of farmers is going to do many things in a far different way from what the old school of farmers have been doing them. I always keep in mind that the boys and girls who are coming into my store now will very shortly be the men and women who are doing the buying and I always try to keep in close touch with them."

Has Found It Pays

"I have always been a thorough believer in newspaper advertising and am using more space now than ever. There is no other way in which I can so quickly or so thoroughly reach the people all over this district as through the newspapers. I can quickly test the results, and have done so time and again. When I put in an advertisement and people who live miles out in the country start coming into the store and asking for the things I offered, or when they send in orders for these lines over the telephone, or by friends who are coming in, there is no doubt at all that they have seen and read the advertisements. It frequently happens that perhaps two or three weeks, or a month, after an ad. has appeared some farmer or his wife will come in and ask for something that we featured."

Displays Are Good

Mr. Cuddy states that he has found display tables, and counter displays produce a lot of business. As will be seen from the photo, he has a display table right inside the door. He has others at various points in the store and keeps them changed regularly. His silent salesmen filled with cutlery and silverware is always kept up at the front of the store, and Mr. Cuddy says splendid sales have resulted in these lines.

His results have been so satisfactory from both his windows and store display in general that he is plannig to remodel his entire store by taking out a partition which now divides the main store from the stove show rooms. If this is done, he will also remodel the front of the store and put in two large modern show windows.

WORTHLESS CHECK A FALSE STATEMENT IN WRITING

The giving of a worthless check by a bankrupt was held to constitute making a materially false "statement in writing," in a decision of the United States District Court for Massachusetts in re Robinson. There being some doubt as to whether the bankrupt obtained any property thereby, his discharge was granted.

Quiet Colorings Are to Dominate

Prices Five Per Cent. Higher—Tendency is Toward Narrower Borders — Tapestries Will be Popular

Written by A. H. ILLSEY, Associate Editor Hardware and Metal

TRADESMEN throughout Canada will have no complaint in choosing their stocks of wall hangings for the season of 1920. For the choice afforded by the manufacturer will enable him to select those patterns which the needs of his trade will have suggested. It is taken for granted that the good merchant will select for his trade that which they will most probably appreciate when the paper is applied to wall, for, as was pointed out to HARDWARE AND METAL by a large Montreal manufacturer, the matter of following the customer's likes and dislikes is the surest index to successful wallpaper selling. Therefore, as stated, there will be no dearth of patterns to meet the requirements. Whether the papers are sold in the metropolitan city, in the large or small town or the rural community, patterns suited to every taste will be procurable, and at a wide variety of prices.

The Moderate Lines

Manufacturers have provided a splendid range in what may be called low-priced and the medium-priced grades to satisfy the popular demand. Striped patterns are very popular and will be freely sold in 1920. The "all-over" effects are very pretty and will be procurable in rose patterns.

Prominent are the pink roses and flowers. These are made the more pleasing and effective through the employment of either white or grey grounds. In the lower-priced papers this idea strongly dominates the range and those selling these extensively will be pleased to learn that the available patterns afford wide selection.

An inexpensive tile design is offered which will find admirers because of "different" effects which may be secured through their application. These will be popular for kitchens, "tiles" being used more extensively each year in this part of the house, permitting of the varnished papers being washed with advantage.

Light striped papers will be available in pale white grounds.. In blues and pinks, with cut-out borders, the effects which one may secure will make a strong appeal.

For halls and living rooms, in the moderate-priced papers, there is an inclination to slight designing with a quietness in effect, while some of the hangings tend strongly to plain effects all through. There is a greater tendency constantly to eliminate strong, outstanding designing.

Then, by way of affording still wider selection, a range is shown having a slight touch of gold in the pattern. When this is completed, with cut-out border to match, the effect is good and will be much approved.

Tapestries Big Line

Coming to the hangings for those who want something better and different, tapestries will be even more popular than ever before. Halls and dining rooms have been singled out in the manufacturers' plans as commanding a first place in his productions, and there will be no lack of variety when one's stock is being chosen.

Then enter the Japanese grass cloths. The appeal they will make to the taste of many communities will favor their selling, and is expected to extend to all



ONE OF THE NEW 1920 PATTERNS

This is a design printed by The Watson-Foster Co., Ltd., Montreal. Photographed from original painting and revealing a wholesome and homey effect to the Living-Room. It will be noted that this has a cut-out floral border. The striped papers continue to be very popular and will meet with a wide approval during the coming season.

parts of the country. They may be had with or without motif effects and cut-out borders are also suited well to the patterns. One manufacturer stated, however, that tapestries were decidedly popular, and that, in some instances, the grass cloths were giving way to the former.

For bedrooms, soft greys and creams will lend attraction and afford that cosy atmosphere so much to be desired, and particularly in the rigorous Canadian winter. This is one of the strong talking features which will commend itself at once to the dealer when asked to suggest patterns.

Other features of the tapestries are those of big leaf effects, a variety of pretty birds, and which, with many, are always a first choice. Cross-color, in some of the tapestries, are improved through the development again of depth, and which imparts real richness.

Shadow Cloths—Old Colonials

There will be shadow cloth effects for those who want them, and these will find their way into many retailers' stock racks. Among these will be "all-over" designs, and others will come with and without birds in the designing. The use of white lines will lend splendid effect to these shadow cloth patterns, white cut-out borders will again accompany the various patterns extensively.

To see the old colonials is to appreciate the fact that many tastes have been weighed again by the maker and he has afforded another good range. Here will be found both delicate and strong combinations and the "all-over" range is quite extensive.

A line which will appeal to many may be styled an all-over "glory" effect. This will impart a look of uniformity to the room to which it is applied. An added advantage is that of a moderate cost for really superior paper. For halls or living rooms these will meet with favor. Those wanting moderate-priced papers will buy them in fawns, browns and tans. The method of manufacture is such as to impart a good effect from all positions, no matter where one is sitting in the room.

Ceilings and Borders

For the same reason cited above, ceiling papers, while dispensed with in some parts of Canada, give a warmth to the bedroom which is lacking on a plain white surface of plaster. A range of delicate patterns is shown and the figuring may be selected in small or large patterns. The larger, HARDWARE AND METAL was informed, are considered the better, and quite superior in many cases to the small figuring. Oatmeals, too, will find favor as ceiling papers.

Provision has been made for those who will carry a line of bathroom and kitchen hangings. Varnished papers still are popular and the utility of these will always be recognized. Blues and greens for bathrooms and brown tones for kitchens, and both with narrow borders, will be procurable in suitable range.

For the most part, borders will be narrow—nine inches in many cases. There are two reasons for this. In the first place the high cost of erecting houses to-day has suggested lower ceilings. Enter the narrow border, for, of course, the wide will never answer in the room with ceilings lower than are generally adopted in the modern house. And so, nine inch borders, if you please, will be big sellers in 1920.

The second reason assigned is that of the present plan of placing picture mouldings above the border. It would never do to use a wide border where this plan is followed nothing but a narrow border being permissible.

"Cut-out" borders, as will have been noticed throughout, are decidedly popular. This does not mean that they always are most effective. Sometimes, as the manufacturer uses it, the regular border, uncut, is best and imparts a better effect with the paper for which it is procured.

A Small Advance of Price

Merchants who sell papers will be very glad to learn that the average price will probably not exceed five per cent. more than the quotations of 1919. In view of the fact that most commodities have continued to advance materially, this should be considered no barrier to a speeding up of sales plans for the coming fall and for next spring. In fact there ought to be a greater opportunity than ever for the aggressive dealer who wishes to turn his stock several times. It will be none too early to make plans.

The five per cent. increase is assigned to an increased cost of paper rather than to increased costs for labor. All grades of paper have been very firm in price and advances have, from time to time, taken place. The coming season ought, assuredly, to be an active one for the sale of wall papers.

Paint and Wallpaper Popular Sellers

Dufresne, Limited, of Montreal, in Favor of Selling These—Bigger Sales This Year Than Ever—Customer Will Buy Better Brushes if so Advised—Big Repeat Orders for Both Lines

THE present year has been one of, if not the best, in the history of Dufresne, Limited, 988 St. Catherine Street East, Montreal. As an indication of this, Mr. Dufresne told HARDWARE AND METAL that their sales from May 1 to 10 this year were equal to the total for May of 1918.

While this firm carries a comprehensive stock of hardware, it does pay special attention to the paint department. Its policies have worked successfully in this section of the city, Mr. Dufresne stated, and a continued good business is looked for. Care in the filling of orders and attention to many points sometimes overlooked by storekeepers have contributed to securing for the store a large following of customers that return repeatedly for their needs from year to year.

One of the changed demands this year has been that for different sizes of containers than usually sold in the past. "It has been a big year for the four and eight pound cans," said Mr. Dufresne.

Asked as to why this change had come about, Mr. Dufresne stated that he believed it came from the fact that so many painting jobs had been put off for the past three or four years that it took a great deal more paint to do the work. "It used to be the rule to buy a small tin of paint and just brush up so as to keep the woodwork looking alright. Now this work has to be done better, as it has been neglected, and the average customer can use the larger quantity without any trouble."

Reorders Often

In speaking of the increase in sales more definitely, Mr. Dufresne said that he had usually ordered his wants twice a year. During the present season, however, he had had to re-order several times to keep his stock in the proper shape. It was a condition quite unusual, and, of course, a very gratifying one. Regardless of the fact that prices were higher for paints, there has been no difficulty in making sales. "People must have paint now, and they know it will cost more."

The Dufresne order for paints totals about four tons that is, this would cover the ordinary requirements for the season. With the special repeat orders, it will total more, of course, this season.

Small Losses-Customers

HARDWARE AND METAL was interested to know how the credit end of this business worked out in practice—for a credit business is conducted in addition to that of cash paid across the counter. In referring to this matter, Mr. Dufresne spoke most encouragingly of the results.

"In four years we have not lost $100 from poor accounts. The loss is a very, very small. A millionaire customer is not always good pay, and the worker or wage earner may be far better in this respect. I have had some men rather surprised when I would not give them credit. When a man has been paying cash we keep him right on paying, even when he asks, sometimes, for credit. If he says anything we just tell him that he is a good cash customer and that we do not want him to be any but a good customer; that we do not want to spoil him."

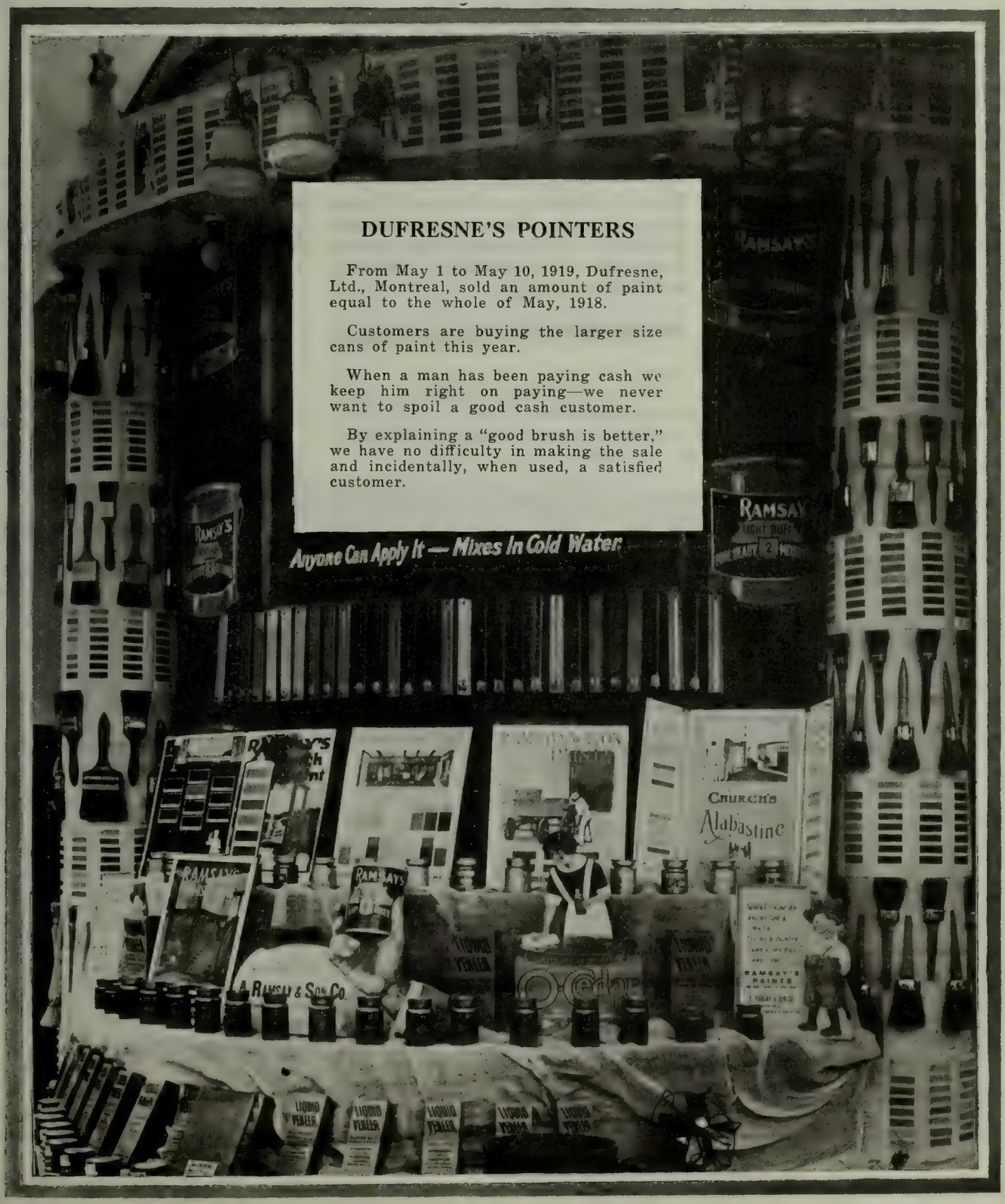
Here is a unique attitude, surely. Mr. Dufresne is very well pleased with the results which have followed his adherence to this policy. He believes that to be firm with customers, as indicated in the foregoing plan, is best for all concerned. It has seldom given offense, he says. For the most part, a 30-day credit plan is followed.

Big Wallpaper Sales

As indicating how splendidly wallpaper and paints fit into the hardware stock, it was pointed out that sales this year were much heavier than they have been for years. In addition to the opening order in the beginning of the season, three repeat orders have been sent in. In fact, one of the difficulties experienced this year was that of getting stock. Manufacturers had run short of various patterns, and it was not always possible to keep up every line.

A pleasing side of the trade this year has been that of the selection by customers of good grade papers. This is in common with the plan followed by the

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Window display recently put in by Dufresne, Ltd., Montreal. This is a fine showing, not only of paints, but of brushes as well. Extensive use is made of color cards and display cards, which lend a bright, attractive appearance.

Merchant Sees Big Wallpaper Future

Verdun Hardware Dealer Sold Twice as Much This Year as Last —Little Waste or Loss From Leftover Patterns—Leads to Sales of Paint and Other Profitable Hardware Lines—How to Buy and Sell It—Big Trade Being Developed for Wall Papers Should Cause Dealers Not Handling This Line to Look Into Possibilities—Repeat Business a Factor Which Should Not be Overlooked—Careful Study of Territory One Serves Necessary in Outlining Buying and Selling Policy.

THE Verdun Hardware, 1491 Wellington Street, Verdun, Quebec, has developed a satisfactory trade for wallpaper, so much so, in fact, that it is one of the important departments of the store at certain seasons of the year. And although it is not considered a big seller at other seasons, the proper planning will avoid carrying over considerable quantities of the commodity and therefore of keeping capital tied up which might be used for the purpose of products which are in demand from week to week and month to month.

Although it is but four years since this store was opened at the present address, F. Lusignan, the manager and owner, stated to HARDWARE AND METAL that business is developing satisfactorily. With respect to wallpaper sales this development is such that the sales of the present season were double those of last year. That is proof positive that the line is taking. Selling prices were perhaps a little higher than the year previous, but the turnover accounted for twice the stock sold in 1918.

Extent of Stock

"We carry about one hundred and fifty different patterns of paper, Mr. Lusignan said. "There are from 100 to 105 designs of regular stock and then oatmeal papers and varnished patterns make up the difference. This makes a large enough stock for our trade."

It was pointed out that a big sale is obtained for papers ranging in price from 15c to 25c per roll. At these costs the outlay required to paper an average room does not exceed $3 to $4, and the average customer was willing to expend this amount. Even if several rooms were to be papered the cost would be well within bounds and when completed, the stock would be pleasing to the buyer.

One fact was pointed out which was well to take cognizance of, and that is that some patterns need not be carried in stock. This refers to the hardware man who desires to keep his investment pared to the lowest point. Of course the application of this idea will depend upon the nearness of one's supplier. If he be far removed his service may not afford such dispatch in deliveries as to remove the necessity of carrying the higher-priced papers in his paper racks. But where the manufacturer or jobber has a stock of these better papers available, the retail hardware man may sell from the pattern book. As a rule the customer will decide several days in advance and this will afford the time necessary to bring the paper forward.

Border Gives Profit

Some have reported that there is a loss from the stocking papers which cannot be avoided. The first consideration is therefore that of securing a good margin of profit. This involves the sale of borders wherever possible. Mr. Lusignan states that borders are not always asked for and that they cannot always be sold. But it should be the salesman's endeavor at all times to sell a line of border suited to each pattern of paper. There are two reasons for this—the one just named and also because it has been necessary, in making a sale, to spend much time in showing the range of patterns available. "If we had ten books of samples, there are people who would want to look through an eleventh," said the proprietor of this store.

It is the part of a good salesman to persuade each buyer to purchase a border. It makes the room, when papered, much more attractive, and once the paper is selected the time required to choose a border is quite negligible, generally. That's why the profit is in the border.

Must Make Hay Early

'Most of the sales of wallpaper are made in the months of April, May and June—sometimes running a little into July," said Mr. Lusignan. "There is also some demand in the fall of the year, but this is not large. If people have not done their house-cleaning in the spring, then they will do it in the fall and we make some sales."

In view of this fact, it is necessary to push sales aggressively in the early spring months. This means that stock must be secured early and any publicity that is to be undertaken planned well ahead. This involves, as an important consideration, the display of patterns along in March, or even in February. If they be shown early one's customers are given a suggestion which is very important. Customers remember such suggestions and will call them up at the time a purchase is decided upon.

"If we did not carry wallpapers, there are many customers who would go elsewhere, and they would also buy other things there. It is a good plan to carry papers for this reason."

This observation of Mr. Lusignan carries an important moral. It surely is important to-day to give one's customers every chance to buy what they want under the one roof.

Displaying Few Losses

Papers are bought early. They are displayed in the store and in the windows. When the representative of HARDWARE AND METAL called, three designs of wallpaper were being displayed in the window—although this was early in August. But here was the same important idea being carried out—that of impressing the customer and the prospective customer, that wallpapers were to be had within.

The Verdun Hardware considers its windows very important as a publicity medium. In fact more importance is attached to them than to any other publicity means adopted. Next to well-planned service to each customer, it is the only means of publicity used. The owner states that in a new district such as this there is more regular and more refined trade, whereas, in the large city, the big store secures a passing trade. Customers of to-day may not return to-morrow, perhaps never again. On the other hand, they will come back to the store located in their own district, to-morrow, and next week, and so on.

Losses are prevented by keeping patterns sold up. "We dispose of many old lots to the painters," said Mr. Lusignan, "and lose very little, in fact losses are very, very few."

8,400 Pounds Whiting

There is much benefit to be derived from the sale of wallpaper. In the matter of paint sales, there is a kindred and direct connection, and Mr. Lusignan reported a much bigger sale this year for some lines than ever before.

"We sold 25 barrels of whiting this year, averaging 336 lbs. each," he said. "And there must be a big sale of this line in the district, there being six or seven stores in this neighborhood."

"Paint has sold better this year than for some time. Many thought the price would be less this year and put off painting. But they soon realized that it would not be cheaper and have simply had to paint this year. I put off painting two houses last year myself, but I have had to paint them this year. The better wall coatings are selling to a greater extent all the time, too. These have a deeper tone than kalsomine and do not rub off."

Then there are pastes for paperhanging, brushes, etc. The selling of wallpapers has been a great help in increasing other sales all through.

A Bigger Future

Mr. Lusignan looks forward to the time when sales of wallpaper will be much larger. This will come with each succeeding year.

"When a new house is built," he said, "the white walls answer very well, for two or perhaps three years. After that

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Progress in the Fall Painting Idea

More Fall Painting is the Forerunner of More Painting in the Indoor Months and Its Development Will Help Make an All Year Round Turnover—Many Advantages by Painting in the Fall

THOUGH the promotion of the fall painting idea is comparatively recent, there is evidence of very considerable progress from this effort. Apparently it is only a matter of time until the idea gathers momentum, then the large number of property owners will learn to break away from the established precedent of the spring painting habit and realize that fall painting has economic advantages for them as well as the trade.

Every paint manufacturer knows that fall painting has advantages from every standpoint. Much could be accomplished in strengthening their efforts to promote the idea if every paint dealer would get behind his promotion work and push fall paint sales for all he is worth.

Use the Newspapers

Quite a number of paint dealers are using their local newspaper space to bring fall painting before their trade. This is a hopeful sign and there is every reason to believe that shortly this advertising will become general rather than exceptional.

Master painters almost without exception are convinced that fall painting produces the best results for their customers. Indeed many of them have used their personal influence to induce clients to paint in the fall rather than in the spring. While they appreciate that it will bring about better business conditions they back their effort with sound practical arguments drawn from their experience in applying paint at all seasons of the year.

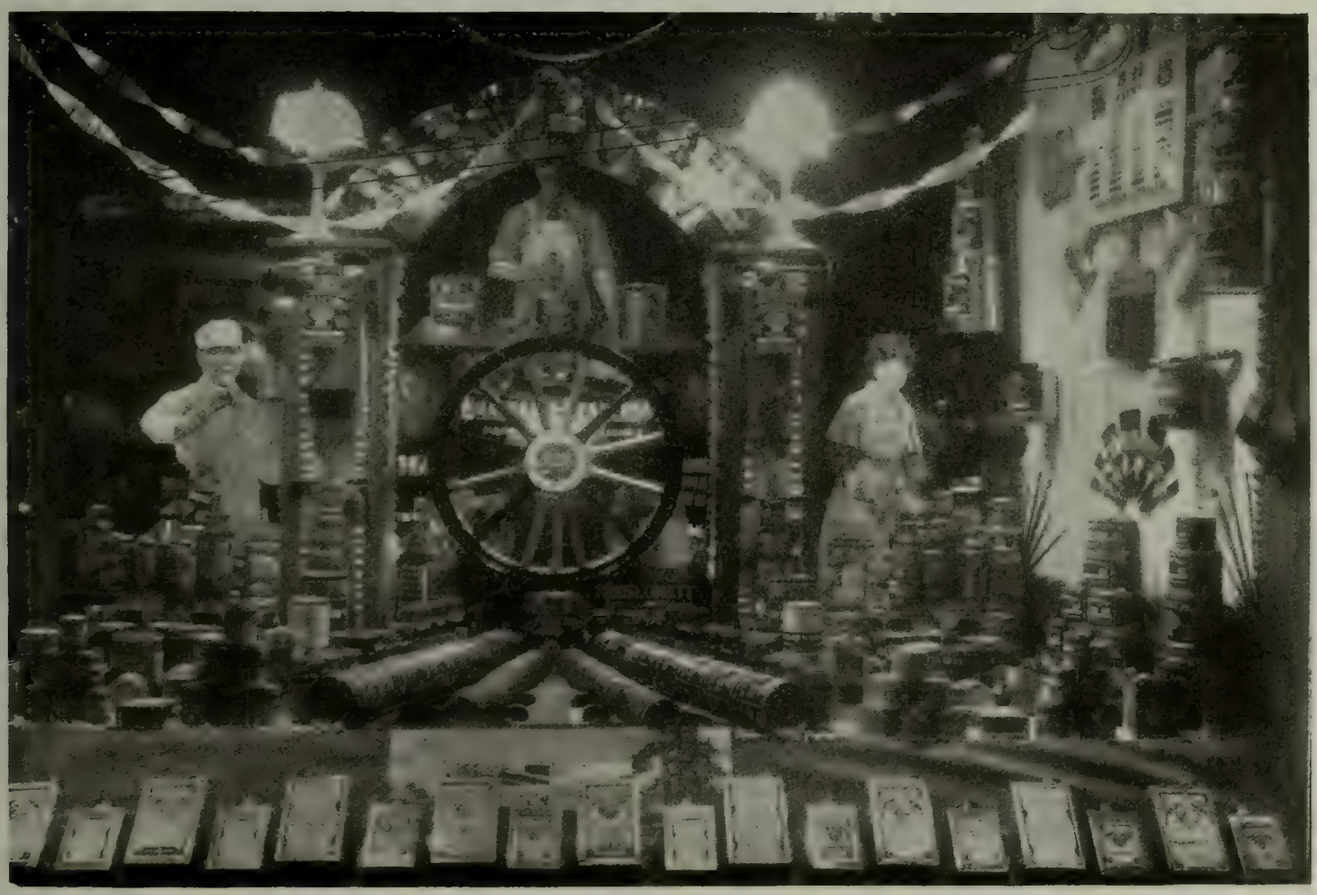
In many ways it is evident that the fall painting idea has progressed to the stage where all factors in the trade are ready for a big united effort to put the idea over and give it the impetus needed to make it general. In some sections of Canada, especially Alberta, the bulk of the painting is done in the fall. Just why this has come about is somewhat difficult to explain, sufficient to say, that if the habit can be carried out successfully there it should be possible elsewhere.

Paint in the Fall

In many sections of the United States the bulk of the painting is also done in the fall. In Washington, D.C., this is notably so, and the master painters put on a co-operative newspaper advertising campaign in the spring of the year to divert some of this business to that season. Their purpose was not so much technical as to make a more even distribution over the year.

In other sections of the United States it is reported that the painting trade is distributed about equally between spring and fall. However, these conditions are largely local, and by no means general. American manufacturers who have national distribution are continuing their efforts to make the fall painting idea more general and their persistence year after year is an indication that much progress is rewarding their advertising effort.

Quite frequently in Canada those in the trade meet property owners who express a preference for fall painting on the basis of protection that paint affords during the severe conditions of winter and early summer. With the increase of advertising paint for purely protective purposes it is easily seen how the fall painting idea will make easier progress



It is when dealers devote time to the arrangement of their window displays that best results are consistently obtained. The above showing is the work of time, but the sales have more than justified the effort. Dealers are more and more linking up their paint and varnish displays with brushes and other kindred lines, with gratifying returns. The above window in the store of M. Philbin Hardware Co., Montreal, is no exception.

and will have a stronger appeal to those desirous of exercising economy through the preservation of their property.

See Its Value

It is understood that the Canadian "Save the Surface" committee have become so impressed with the progress and necessity of fall painting that they intend to devote a part of their campaign to the fall issues of farm papers and newspapers and that fall painting will be featured in these ads.

In close conjunction with the advocating of fall painting has been the endeavor to bring home to the consumer the advantages of painting indoors during the late fall and winter months or what are known as the "indoor months." Fall painting and indoor month painting are so closely related that the one largely assists the other. Fall painting is the forerunner or stepping-stone to the indoor month movement, and the more generally fall painting is done the more it will induce the public to take on the indoor month painting habit.

Any movements of this nature need the whole-hearted co-operation of every factor engaged in the sale and distribution of paints and varnishes. Progress is necessarily retarded if the enthusiasm or co-operation of any one factor is not forthcoming. In this respect retail paint and varnish dealers have a large amount of responsibility placed upon them. They can carry on the idea in their immediate locality as no amount of general advertising can do when it comes to putting over the final conviction that fall painting is an advantage to their trade. If every paint dealer throughout the country would put his shoulder to the wheel during the fall of the next four or five years the movement would go forward by leaps and bounds. It wouldn't take long for the trade to be able to say that fall painting was a fixed habit that had come to stay.

Would Help Himself

In doing so the merchant would not only be helping the trade as a whole but he would be helping himself to a position where his paint and varnish department would be a profit earner the year round with a minimum of lulls and a maximum of turnover. And this is the sort of progress that he should be looking for as a business man.

The paint and varnish industry in Canada has been an example of progress for the past twenty-five years and stands to-day as one of the pioneers in agressive co-operation between manufacturers and retailer. But the limit of its progress and possibilities is not even in sight yet, with the tremendous amount of property that continues to remain unpainted or insufficiently painted from year to year.

There is ample room for more spring painting, for more fall painting, and more indoor month painting.

The progress that fall painting has already made has contributed to some extent to the expansion already made by the trade. But the retail paint dealer, as well as the manufacturer and the painter can s and for a great deal more expansion and progress. If fall painting can help out in this direction now is the time to start preparation and plans for boosting fall paint and varnish sales.

PAINT AND WALLPAPER POPULAR SELLERS

(Continued from page 167)

buyer in paying a little more in these days of high prices that he may get something dependable.

Dufresne, Limited, value the wallpaper department highly. A good profit is to be had if one watches stock and prevents its accumulation, and if patterns are well sold up before the close of the selling season. Suitable and convenient display of patterns is made at one side of the store, and the stock is carried in a rack holding a large range of patterns.

Sell the Better Brushes

Nearly one hundred styles and sizes of brushes are carried in stock. These are sampled and kept in drawers, divided to meet the needs of the stock.

An interesting sidelight was thrown upon the efforts put forth to sell the better grade of brushes. "If you explain," said Mr. Dufresne, "the customer will buy the better brush. Take a kalsomine brush, for instance. The cheap brush may be alright for a cheap job. But when the ceiling is being whitewashed or kalsomined, the material used will slop all over, for the brush that was poorly made will not carry it. If a good brush with solid bristles has been sold, it will not cause any trouble, and a good job can be done. The customer, too, will be fully satisfied."

This is a very interesting argument. It shows how important a thing it is for the hardware dealer to point out to the customer what a brush is, how it is made and what the advantages of the higher-priced brush are.

"Then it is just as easy to sell a high-priced brush. Why not sell a brush at several dollars, and make a good profit? A little extra argument will give one the much larger profit, and, in addition, make a more satisfied customer."

Windows Made to Pull

Answering HARDWARE AND METAL'S query as to how trade was secured, it was indicated that much of the trade came from long-established customers, who had been won through the dependence they had been able to place in the store for service and satisfactory goods. Newspaper advertising was not employed, but use of the window was made right along. That this medium draws trade will not be denied when the accompanying display is studied. Anyone desirous of painting will surely be drawn within the store if they are passing. The display denotes what good use has been made of the background, and in fact this gives window in question real life and interest. It is one of those displays which emphasizes the great value attached to a suitably arranged "backing." It has paid for the time spent upon it.

MERCHANT SEES BIG WALLPAPER FUTURE

(Continued from page 168)

time paper is required and is extensively used. This will mean more paper sold all the time."

This district is one which is sure to expand once the cost of building material is reduced. When it is remembered that this store was opened in 1916—two years after the outbreak of the war, it is not to be wondered at that its owner has faith in the future. There will be much building done here and the hardware man with a good stock who goes after business aggressively will reap the profit. It requires vision and the results will follow.

Buys Advertising Space To Announce Correction

A Detroit department store bought advertising space a few days ago to advertise the fact that it was in error when it announced in a previous ad-advertisement that it was selling heavy 3-ply garden hose at a specified low price.

Following up the advertisement on complaint, says a bulletin from the Associated Advertising Clubs, the local vigilance committee found that the hose was 2-ply.

It was at the suggestion of the vigilance committee that a correction was publicly made.

At the suggestion of H. C. Dart, secretary of vigilance work in Detroit, many stores of that city have adopted the practice of making public correction of errors.

They believe that in addition to increasing public confidence in their advertising, by making the people realize that every statement is made with the greatest care as to its accuracy, the policy will also help keep the department managers and others who contribute to their advertisements, exceedingly careful.

A large department store was the first to adopt the practice as a regular policy, though corrections of advertisements had previously been made in Detroit and in other cities, says the bulletin from the advertising clubs.

In a few previous cases, such corrections have been voluntarily made, and it has been the custom of many vigilance committees to use pressure to get advertisers to make such corrections in other cases. In many instances, the committees have felt that the making of corrections would help insure greater future care, and advertisers who have been flagrant in their careless statements have sometimes been given their choice between making corrections and being prosecuted.

Advising Customers About Brushes

Hardware Dealers Can Render Real Service by Helping Buyers Select the Best Brush for the Work in Hand and Also by Telling Them About How to Clean and Care for Their Brushes After Finishing the Job

RENDERING the maximum amount of service to the customer is perhaps the outstanding feature of present-day retail merchandizing. To find some way in which he can render greater service to the public than his competitors is one of the highest aims of the retailer to-day. It cannot fail, therefore, to be of interest to hardware men generally to have pointed out to them one or two ways in which they can render service to their customers, service which, perchance, may pass unnoticed at the time, but which will undoubtedly make its impress upon the mind of the recipient and influence him perhaps unconsciously to give preference in his future dealings to the merchant who gave it.

In many cases it is simply a case of imparting information. Take, for instance, the case of paint brushes. What does the average man know of paint brushes, of the difference between the various kinds and for what purposes each kind should be used? This is where the hardware man or the hardware clerk can be of service, but he does not always avail himself of the opportunity. In many cases his own knowledge is limited and he has not that thorough knowledge of the use of the things he sells which every good salesman should possess. To any such the information here given will be of assistance.

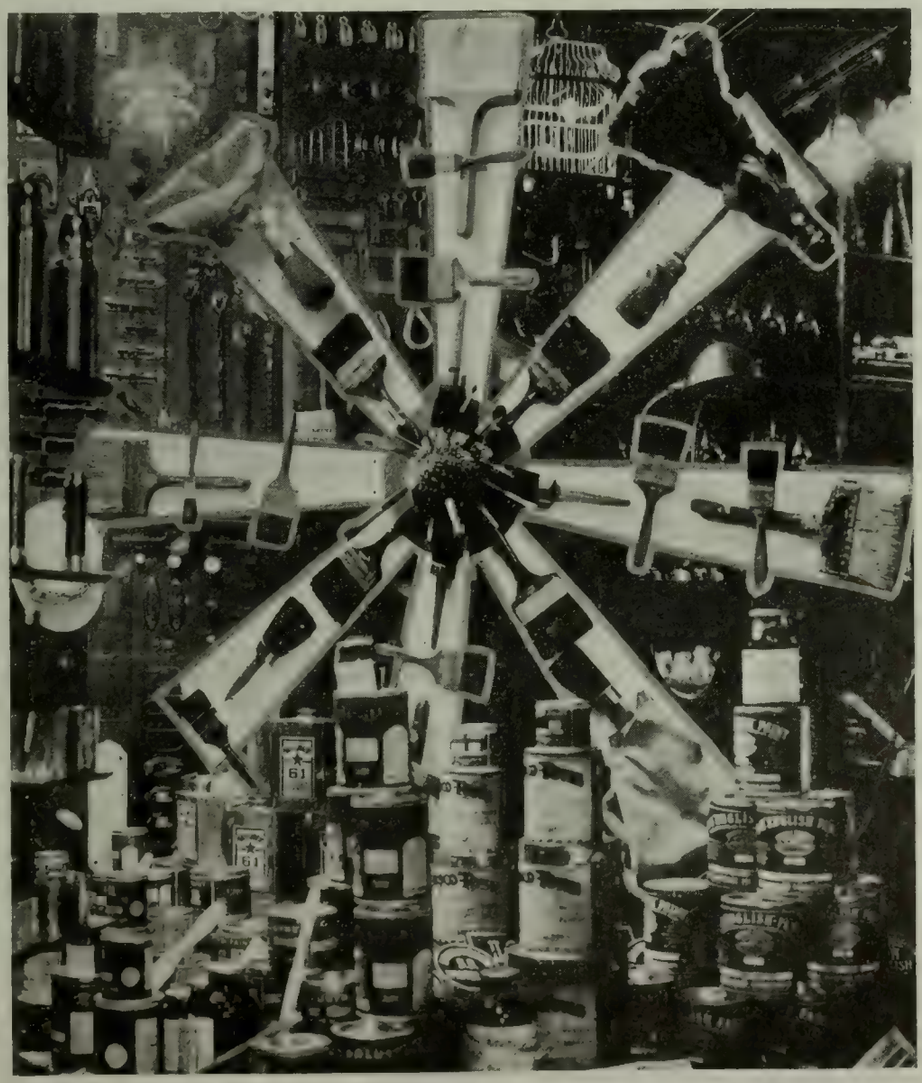
Put in Paint First

A most important matter, and one which many painters have not learned, is never to put a new brush in water. After a brush has been in use it may be kept in water, but new brushes should never be treated to a bath, for the simple reason that the pores of the bristles absorb the water and then when the brush is put in paint the oil cannot penetrate. The water causes the bristles to swell and the result is unsatisfactory work. Once the pores of the bristles have been filled with the oil from the paint, however, no such trouble is experienced, no matter how much the brush is put in water.

Flat brushes of widths suitable for the various uses up to 5 or 6 inches wide, are more generally used than other forms because a greater amount of surface can be covered at a stroke. For painting sashes and other small surfaces small oval brushes with a chisel shaped end are most satisfactory. Varnish brushes are also made chisel shaped or slightly tapered instead of being square on the end as this allows the varnish to flow more evenly. For whitewash or kalsomine a very wide brush is preferable, as these are applied lightly to the surface and are not rubbed in.

The washing and cleaning of brushes is another subject on which the average user of paint is woefully ignorant, and on which the hardwareman who is well primed on the subject can give him some very useful information.

Brushes for applying oil paints should be well cleaned after using, though for keeping overnight it is generally sufficient to wrap them in several thicknesses of paper. Only a careless painter will leave his brush standing in paint overnight. Besides gumming the brush up the bristles are more or less bent, and the brush does not work well till after it has been used for some time the following day. Brushes should be cleaned with turpentine or coal oil after they have been used in oil paints; turpentine is preferable but coal oil is nearly as good except where the brush has been used in a color containing turpentine.



Something unusual is very often adopted successfully by hardware merchants in displaying various lines of merchandise. This shows an unusual display of brushes which it is indicated, secured splendid results.

Getting Them Soft

Perhaps the difficulty most frequently met with by the amateur painter is the brush that has become stiff and hard with gummed paint. The simplest way to free a brush of gummed paint is to place it in vinegar which is almost boiling. After moving it backwards and forwards for a few moments, the bristles will become soft and the brush can then be washed out with benzine. If paint gets very hard in a brush one way to soften the paint and free the bristles is to soak the brush in raw linseed oil for 24 hours. Then put the brush in a pot of benzine and after a while work the bristles until they become separated, when the paint will soften so that it will wash out. Fibre brushes, such as are used for whitewashing, may be soaked in soda

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See Firm Prices For Brushes

Manufacturers Discuss Outlook and Expect That Prices Will Advance Materially This Fall and Will be Stationary or Higher Before Next Spring—Situation Centres Around the Prices of Bristles—Buyers Are Very Numerous—No Labor Troubles

DISCUSSING with HARDWARE AND METAL the outlook in regard to brush prices, W. G. meakins, of Meakins and Sons, Limited, Hamilton, Ont., stated that in his opinion the price of brushes will advance quite materially this fall, and that prices will be stationary or higher before next spring.

"Any buyer who needs brushes," said Mr. Meakins, "will, in our opinion, run no risk of there being any drop in price before he might sell the goods. We do not expect a drop in the price of any kind in brushes. The demand for brushes is very good. Of course, the trade slackens off as usual at this time of year, but special business keeps our own plant running full time with a full staff.

Bristles Are Dearer

"The reason that there will be an advance in the price this fall," Mr. Meakins continued, "is that in the winter of 1919 the price of bristles advanced practically 50 per cent. The different brush firms in Canada had all bought their bristles for their winter trade and although they might have had to buy a few cases at the new prices, the majority of the goods which were being sold were being manufactured out of bristles bought at old prices. In consequence, there was an advance of only 15 per cent. We all anticipated that the high prices which were going into force last winter would not continue, but in place of their coming down they are holding firm at the high advance of last winter, and from the present outlook, they are going to stay there. As nearly all bristles bought under old contracts have now been used up, goods will have to come up to their true level all round.

Come From China

"Practically all our bristles, as you are aware, at the present time come from China. Chinamen are paid for these goods in silver and the high price of silver tends to keep bristles at a high price. Regarding deliveries, we are not experiencing any great trouble in getting supplies direct from China. They are a little late in arriving, but not enough to cause us any trouble.

Regarding Fibres

"Regarding fibres, the common grades of brushes are mostly made of Mexican fibres," Mr. Meakins stated. "These were being sold at 100 per cent. advance over prices of three years ago. We expected they might go down, but in place of this the European demand is going to make them, from the present outlook, advance in place of decline. This European demand, which is now commencing, will, we think, also have a serious effect on the price of bristles.

Hardwood is Dearer

"Regarding handles and other supplies we make our own handles. The price of hardwood has advanced 150 per cent. in the last four years. It is getting scarce and we expect it will stay high for at least two or three years. "We have had no labor troubles in the brush industry and do not expect any."

The Buying Policy

"In regard to a buying policy for the retailers to adopt," Mr. Meakins continued, "we know that the retailer will not lose money on any brushes which he might buy at the present prices. We think, in towns where building is going on (and there is a lot of building going on, although the prices of building materials are high), that the demand for brushes will be larger than it has been any time during the last five years. We think dealers should keep up their stock a little better than they have in the past four years. We also look for a very large spring trade next year, as there is no doubt a great scarcity of houses in nearly every Canadian city."

The Price Question Again

"The most important question in connection with the brush business at the present time is prices," said John C. Boeckh, secretary-treasurer of the Boeckh Company, Limited, Toronto, in discussing with HARDWARE AND METAL the general outlook for business.

"The market for bristles is very firm to-day," Mr. Boeckh continued, "and the prices have advanced considerably in the past few months. It seems to us that prices on all kinds of bristle brushes will be advanced materially within a very short time, and this may also apply to other brushes as other materials used in the industry, such as lumber, are much higher than some little time ago. In fact, our present contract for lumber was placed at much higher prices than the last time we purchased.

"While we have had no labor trouble in our factory," said Mr. Boeckh, "yet wages seem to keep advancing all the time, and this, of course, will have its own effect on the prices of our products.

"We believe," Mr. Boeckh said, "it is an opportune time for the retailer to place orders for all kinds of brushes, and particularly paint brushes, for the reasons already stated, and also for the fact that it is quite possible that bristle prices may advance again before very long.

"Bristles are also very scarce and with all the countries coming into the market for supplies we do not see how there can be any reduction in values and there is the probability that advances will continue."

ADVISING CUSTOMERS ABOUT BRUSHES

Continued from page 171

water and when soft washed out with soap and water and rinsed clean. The caustic in the soda, which would destroy the life of the bristle, does not affect the fibre.

To keep brushes in good condition they should be hung on nails driven in the inside of a tub, partly filled with water, turpentine or raw linseed oil. The nails should be driven at a height to allow the bristles to be covered for about two-thirds of their length into the liquid, but in no case should the bristles rest on the bottom of the tub. When water is used care must be taken that the binding is not covered, as the water is likely to swell the handle and not the binding. Raw linseed oil is the best liquid in which to hang brushes but it is rather expensive.

If a brush has been used for shellac varnish it should be kept in alcohol or in the varnish itself. As a general rule a varnish brush may be kept in the varnish in which it is used.

Many painters, after cleaning their brushes, work a heavy lather of mild soap into them before putting them away. Whenever brushes are to be put away for any considerable time they should be cleaned and stored where it is damp enough to prevent shrinkage of the handles. When a brush has been hung in linseed oil care should be taken to work the oil out of the brush, as otherwise it will leak out and splash.

GET YOUR COAL IN

The Canadian Manufacturers' Association is sending out the following notice to its members all over the country:

Nation faces coal shortage. A coal famine likely this fall. Buy your coal now. This is the warning that is being sent to all United States coal consumers. Canada looks to United States sources for 60 per cent. of its supply. Production in United States mines is running 20 per cent. below actual requirements. Those who postpone putting in the season's requirements will come out at the short end.

EDITORIAL COMMENT

THE 31st FALL NUMBER

THIS issue is the 31st Annual Fall Number of HARDWARE AND METAL. The issue is the largest of its kind ever produced in Canada. It contains a wealth of practical information and we know in advance from previous experience that during the fall and winter months our readers will consult the issue on many occasions. The advertising pages contain a vast fund of information which the advertisers desire to place before the Canadian hardware trade. HARDWARE AND METAL has been published every Saturday for the past 31 years, and is the only weekly hardware paper in Canada. Practically every worth-while buyer of hardware in Canada is a subscriber. We are constantly aiming to improve our paper and make it more valuable for the retailers in whose interests the paper is published. We have under way at the present time a greatly extended program.

WORLD-WIDE IDEAS

IT is a good plan for everyone, and especially merchants, to get all the good ideas and generally useful information possible. No one man has a monopoly of these things and one of the real services that a good trade paper performs is to gather from all parts of the world the information that really counts. HARDWARE AND METAL has exceptional facilities for getting and for presenting to its readers this class of information. To the dealers who follow it closely it mirrors everything that is happening in the hardware field. Dealers can see at a glance what those in the trade are doing not only in Canada but in the United States, in England, in short the world over. Its market reports are a barometer showing exactly what is happening in the trade and also forecasting what is going to happen, thus enabling those who follow them to shape a course which means real money to them. Its advertising pages bring dealers into personal touch with the offerings of scores of the world's largest manufacturers. The advertising section is a sales manager who is consulted from coast to coast by the best dealers in the Dominion. In its editorial pages will be found the most efficient selling methods, the latest ideas in store management and the general conduct of business adopted by hardware dealers all over the country. All the services mentioned above might be considered personal in that the matter chosen is carefully selected from the huge mass of material available and only that which is of direct interest to the hardwaremen taken handed to his desk for him to consider at his leisure. No individual could possibly render this service or secure for himself these facts. It is only the co-operation of many men at work constantly in all parts of the world that makes this result possible. The man who regards his trade paper simply as "a magazine" and does not read it carefully is missing much. This, as the biggest and best yet printed, has an especial value.

BUSINESS MEN SHOULD HELP

BUSINESS men, if they will, can lend most valuable help in the making of better laws. Their efforts can be exerted not only locally but in bettering provincial and federal legislation. Men who by their sheer ability to grapple with and master business problems have won success possess qualities which fit them for dealing with civic and general public problems. One of the worst things that is frequently said about the Government at Ottawa and the smaller but important governments in scores of Canadian municipalities is their utter failure to conduct business in a business-like way. The merchant who governs his own business successfully is eminently fitted for taking his share in helping solve community difficulties. His advice and counsel based on long experience would be invaluable. Probably at no time in the history of the Dominion are men of this kind needed to direct public affairs so badly as at present. Canada is at an important stage of its development and if left to the devices of the professional politicians the country may be set back for many years. Business men have had good reason to know just how little aggressive or constructive leadership there is at Ottawa when commercial interests are at stake. With this in mind, and the future of Canadian business depending upon the action that is taken, or not taken now, business men owe it to themselves to take an interest in the law making that is to be done.

TURNING LOSS INTO GAIN

INITIATIVE and persistence will often change a cause of loss into a source of gain. An example to this effect, worthy of wide emulation, is furnished

in the Exchange Sheet of the Ohio Retail Hardware Association.

In Putnam County, Ohio, there is a Farm Bureau through which the farmers are buying binder twine at a price below that which the dealer has to pay. H. C. Hummon, a hardware retailer at Leipsic, Ohio, had 40,000 pounds of twine in his store, which cost him 21½ cents a pound plus freight, drayage, and war tax. He was confronted with the prospect of a loss on this stock because of his inability to sell it at the same price at which farmers were buying twine through the Farm Bureau. He did not whine about the disagreeable situation. Instead he secured a ball of last year's Grange twine, weighed it in comparison with a ball of his own twine and found that the latter was three-fourths of a pound heavier than the Grange twine. Measuring the two balls of twine he discovered that his twine was 336 feet longer. It takes 26 inches of twine to tie a bundle of wheat. He proved to his customers that twine bought from him would tie 155 bundles more than the twine bought through the Farm Bureau. He showed that his regular price to the trade represents the Grange twine as worth only twenty and seven-tenths cents per pound. As a result of his agitation in this matter he received a letter from the Agricultural Extension Service of the Ohio State University, Columbus, Ohio, assuring him that the authorities at the University, who are in control of the county agents, have instructed them explicitly to confine themselves to educational efforts and carefully to avoid any activity that smacks of commercialism. In other words, it is held that the organization of farmers for the purpose of buying and selling is not the function of the county agent, and is work that he should not do.

A MILLION CARS BEHIND

THE statement made recently at a gathering of American automobile manufacturers that the firms are now more than one million cars behind in their orders indicates, as nothing else can, the outlook for business in auto accessories. Despite the fact that the auto makers have been building extensions to their plants and placing orders for huge quantities of new machinery they cannot begin to keep up with their orders. When it is considered that only a few years ago the cars in America could easily be numbered in the hundreds and that now there are more than five million in daily use, it will be seen what an enormous industry this has grown to be. It is growing now more rapidly than ever and the tractor business just now is where the auto business was ten years ago. Look ahead another ten years and try to figure out how many autos and how many tractors will be in use then. Every auto that is turned out and every tractor too, has to have accessories and supplies. Figure out what an enormous business the auto accessory and supply business is now and then try and estimate what it is going to be. The hardware dealers who have been handling auto accessories are going into the business more and more extensively each year as they find a demand that is steadily increasing, that carries a good profit and is a nice business to handle. For some time past the number of cars in use in Canada has been doubling every two years and from present indications this figure will be increased at the end of the next two year period, if the manufacturers can supply the goods. There are now, it is estimated, over 300,000 autos and trucks in daily use in Canada. City dwellers are buying cars fast, but for every car sold in the cities, two are being sold to the farmers. There is little doubt that the auto is here to stay. It is filling a definite and very important place in the every day life of people and also in the business world. It has proved its worth, and city dwellers, business men and farmers are buying them because they get real returns in service. The few hardware dealers who are not handling auto accessories may find it to their profit to consider carefully not only the present situation, but the future possibilities for business. In many hardware stores the auto accessories department has come to be one of the most important in the business. The merchants are finding that it is not a business that comes and goes, but that there is a call for accessories the year round. Many have found, especially those who ventured into the business cautiously, making a small start at first and feeling their way carefully, that there was a steady and insistent call for more goods than they were handling. They were forced to meet this demand and before they knew it had developed a flourishing department that not only paid well, but was an excellent feeder very often for other departments. Other merchants realizing the possibilities which exist, have, through intelligent and progressive methods worked up tremendous turn-overs in supplies for motor car owners. The opportunity exists in every section of Canada. Hundreds of hardware merchants are cashing in on this business. Are you getting your share out of it? A certain amount of the trade will come to you, but the big things come only to the men who go out after them. In this issue you will find advertisements featuring many profitable motor accessory lines.

THE BUSINESS OUTLOOK

THE business situation in Canada at the present time presents a remarkable example of what confidence will do. Following a period of mid-summer activity that was most unusual and which was marked by a scarcity of many lines of goods, the hardware trade is entering the fall with the same conditions prevailing. If anything the shortage of goods is accentuated and the general demand

apparently increasing as the farmers receive their money from a bountiful harvest. Money continues easy and the general feeling seems to be that there is a period of prosperity ahead for Canada. Conditions generally are in marked contrast to what many business men prepared for only a few months ago. Many of them showed great uncertainty in regard to prices and also trade prospects and as a result could have sold a much larger quantity of goods if they had had the goods to sell. With export demands steadily growing and the home trade brisk it does not appear that goods will be any too plentiful for some time.

COAL FAMINE FEARED

FROM time to time notice has been directed by HARDWARE AND METAL to the coal situation and the fears of a shortage during the coming winter. Conditions according to the latest information available are growing steadily worse from a production standpoint. Canada looks to the United States for sixty per cent. of its requirements and at the present time production in the American mines is twenty per cent. below actual requirements. A few winters ago many merchants had it vividly impressed upon them what a coal shortage means in severe weather and what effects it has on business. The situation now presenting itself has a most important aspect for hardware dealers. There will undoubtedly be a big demand for heating equipment. Wood in many sections of the country is almost as expensive and as scarce as coal. Electricity and oil are the two substitutes that have been steadily increasing in popularity. In many districts, of course, electricity is not available. There is every indication that the calls for oil-burning equipment this fall and winter will break all records.

NEW BOARD ON JOB

THE new Board of Commerce has a big task ahead of it. In hardware trade circles in Canada, as in other trades, rumors have been going the rounds for many years of alleged combines, associations and other influences that are supposed to curtail production and boost prices, and in other ways stifle competitive effort. If illegal practices exist they should be wiped out, and the new Board, it is expected and hoped, will either kill or cure the evils, if they are found to exist. Present indications are that the Board will get down to business at an early date.

EFFECTS OF STRIKES

ONE effect of the numerous strikes which developed in various parts of the Dominion earlier in the season has been to delay a very large amount of building. It is estimated in Winnipeg alone that construction work which would have run into several millions of dollars has been held up. It is now too late in the season for the parties who had planned to build to proceed. In spite of labor troubles, however, there has been an excellent building year and there is every indication that the spring and summer of 1920 will see an even better one. Architects are very busy and state that new projects are constantly developing. Some of these call for large expenditures. From the standpoint of the hardware man there is a lot of good business in sight in the building field.

THE FARMER AND THE FAIR

IN the next six weeks well over two million farmers, their wives and families will be attending the district fairs. It is one of the days that the farmer sets apart in the whole year to meet with his neighbors and other farmers in distant parts of his district. They all go to see what is newest and best in stock, machinery and other lines. Hundreds of thousands of farmers make a special point not only of going to their district fair but also to the larger fairs which last for several days. These fairs, both the small and the large, offer merchants one of the finest possible opportunities for demonstrating their goods and talking about them personally to prospective buyers. The farmer, taking him collectively, is now perhaps the largest purchasing agent in the Dominion and he has plenty of money wherewith to buy. Few dealers have a stock more adapted for attractive and serviceable display than the hardware man with stoves, ranges, paints, electrical labor-saving devices, and many other lines to show.

SENTIMENTAL ARGUMENTS INSUFFICIENT

RETAILERS' advertisements appealing to customers to deal at home in order to patronize the local stores and thus build up the community are not receiving much favorable attention these days. Sentimental arguments in favor of community buying is not sufficient. It appears too much one-sided. Buyers are more likely to listen to such arguments only when sufficient additional information is given to prove that the customer will actually benefit from a quality or monetary standpoint when buying from the local merchant.

Handle Buildings from

Complete Building Service Rendered by McKelvey & Furnish Equipment for Any Size Structure—Sixty- and Timely Display Features—Firm Issues 32- stantly Widening — Plumbing Department

Written for Hardware and Metal by

"WE not only supply the material for buildings but we put up the buildings ourselves—we handle everything from drawing up the plans in our architects' office to supplying the painters and paper hangers to put on the finishing touches." In these words, J. J. Druce, vice-president and manager of McKelvey and Birch, Ltd., Kingston, Ont., outlined briefly the complete building service they are equipped to supply with their organization. And it is a complete building service, too, for either a small house or a university building; excavation work, bricklayers, plumbing and heating, plasterers, roofers, painters, in fact all trades which bear on building are employed by this firm.

Established in 1854

It was in 1854, sixty-five years ago, that the firm was first established by John McKelvey, now retired, and the late Sam Birch. Three years ago the business was taken over by a limited stock company, the plumbing department being the first to come under this arrangement, with the hardware and associated departments soon following. Since that time the activities of the company have been extended to take in all building trades and at the present time, with much work on hand, the payroll includes about 190 employees. C. A. MacPherson is president of the company, J. J. Druce vice-president and manager, Chas. D. Home, manager of the hardware department, and O. J. Warren, manager of the plumbing department.

Speaking of the organization, Mr. Druce could not conceal a note of pride in his voice as he said: "We are just one happy family here. We have one man who has been with the firm over forty years; my own association dates back over thirty years, and I can pick out fifteen or twenty men whose period of service will run twenty years. Our idea is to work together. We can secure far more satisfactory results by co-operation than with constant wrangling. We have no place for the chronic kicker who is never satisfied and would disturb the harmony which prevails." Asked as to whether any trouble had been experienced with the men of the various building trades whom the firm employs, Mr. Druce stated that they tried to watch living conditions and raise the wages of the men proportionately without being presented with "ultimatums." "The result has been that we have had no trouble whatever," Mr. Druce went on; "wages have been raised to meet the conditions that prevail and consequently a spirit of good will prevails all the way down the line."

Wide Field Covered

Speaking of the scope of work and field which the firm seeks to do business in, HARDWARE AND METAL was informed that not only is the city of Kingston and the country immediately surrounding same developed, but work had been undertaken in Belleville, Brockville, London, Ont., and even some business had been done in London, England, a few years back by the late Mr. Birch. "We will do work at any point in Canada," stated Mr. Druce, "the completeness of our organization enabling us to figure advantageously, with the result that our business circle is constantly widening."

Issue 32-Page Catalogue

One of the biggest sales developing features which the firm has for the hardware department is the yearly mail-



To the immediate left on entering the McKelvey & Birch Ltd., store, at Kingston, Ont., one sees arranged in a silent salesman a fine display of automobile accessories. Back of this and beyond is the display of shelf hardware, mechanics' tools and builders' hardware. The drawers on the shelving are sampled, the wall cases carry a fine showing of goods, the counters, both on top and in front have displays under glass which add much to their value. Altogether, the arrangement is good, merchandise being out where people can see and have the suggestion to buy constantly before them.

the Ground to the Roof



Birch, Ltd., Kingston, Ont.—Equipped to Build and Five Years of Progress—Newspaper Advertising Page Mail-Order Catalogue—Territory Con- With Methods of Handling Stock is Feature

G. S. H. Williamson, Associate Editor

order catalogue they issue. The last issue, just off the press, is a 32-page catalogue, which is sent out to a mailing list of 13,500 people. In the catalogue, particular attention is given to the listing of household supplies such as stoves, tinware, enamelware, dairy supplies, refrigerators, pneumatic water supply systems for country homes, pumps, washing machines, etc. "The results obtained are really remarkable," stated Mr. Home, manager of the hardware department. "Not only is this noticeable in the increasing mail-order business which we can call a direct result, but with the greatly-increased use of the automobile. Our stove sales directly to former mail-order customers only has shown a tremendous spurt. People whom we would rarely, if ever, see enter our doors are now consistent visitors. The business we are getting is traceable to the good impression created by the catalogue with the convenience afforded by the automobile, which lessens distance materially."

Farmers Better Buyers

Asked as to the class of goods the farmer is demanding, both Mr. Home and Mr. Druce stated there was a call for merchandise which would minimize farm work in the home. "This is slow in coming but it is coming," stated Mr. Druce. "We can see it in the plumbing department, in the call for power washing machines and power churns. We are also selling quite a few electric lighting plants, which is a class of business that opens up great opportunities. In the next few years there will be great development along these lines and the field presents almost unlimited possibilities."

Big Stove Department

One of the most interesting departments in the McKelvey and Birch Ltd. business, is that devoted to stoves. Not only is the sale of new stoves maintained at a very high average, but this firm does a remarkable trade in second-hand stoves.

On the main floor a small display of stoves is kept, but the complete showing is seen on the second floor. Here all types of new stoves are handled and the newly fitted second-hand stoves are also in evidence. Two stove fitters are kept busy fitting up the old stoves which come in, and these men are capable of building a complete new stove. Repairs are carried for practically every make, and when the stove fitter completes his work the newly-made stove is ready for many, many years of good service. "This end of the business is one which has grown remarkably," said Mr. Druce. "We have often had twenty or twenty-five stoves refitted on Monday morning, and by Friday of the same week completely sold out. We comb our district here very carefully for all the stoves we can get, and send one of our men both east and west to pick up stoves in surrounding towns. This is one branch of the stove business which never seems to lag and for which the sale is ever present."

The display of new stoves is neat and well arranged, and a splendid turnover is maintained in these. The store display is backed up by window displays and newspaper advertising with gratifying results.

Newspaper Advertising

Speaking of newspaper advertising brings one's attention to this carefully planned part of the sales programme of this aggressive firm. Space is used in



This shows the opposite side of the McKelvey & Birch, Ltd., store, hardware department, Kingston, Ont. Here will be seen housefurnishing lines such as enamelware, tinware, etc. In the foreground and to the left will be noted a section of the display tables which are placed directly facing the entrance. Silent salesmen and counter show cases are made good use of, and the young lady who takes care of this department sees that arrangement of merchandise is neat and attractive.



Show room of plumbing supplies in the store of McKelvey & Birch, Ltd., Kingston, Ont. It will be seen that the various sizes of tubs, styles of basins, etc., are out where prospective buyers can see and determine upon the types which they consider best adapted to their use. This display is in plain view from the street through a big plate glass front, the immediate foreground in the window being used to display smaller items. Brass goods are stocked in drawers, the drawers being sampled and in this way gain display value.

the two Kingston dailies which brings in excellent returns, and just recently the idea of offering 'Saturday specials" was adopted. The returns from these ads, which are slated to run in the Thursday and Friday editions of the papers, have been splendid. "Whereas direct results are almost always difficult to trace in the regular advertising we do," stated Mr. Home, "there is no question in regard to the 'Saturday specials' we offer. Perhaps in instituting this class of advertising we obtained a better idea as to whether the newspapers were closely read for the advertising news. The results are apparent in 'Saturday specials' and we believe that we are getting good value from our entire newspaper advertising campaign."

Buying Power of Newspaper Employees

In commenting on the question of newspaper advertising and its value, Mr. Druce brought out a point which is very often overlooked. That is the buying power of the newspaper as a company and meeting the individual employees' requirements. "We find that we are getting a tremendous amount of business just now from the papers themselves and their employees," Mr. Druce pointed out. "We have been called upon to do a great deal of work around the printing plants, and we know many employees who buy from us through our advertising, and who influence their neighbors to do likewise. If we were getting no more business than that generated from these sources as a result of the space we are using, we would feel well repaid. But of course the effect of our advertising is shown also in the increased business from the city and surrounding country served by these papers."

Ever-Increasing Territory

Very often the merchant takes the attitude that he is getting all the business there is in his district—that the territory is limited and possibilities for expansion nil. It is a mistaken idea which merchants in neighboring towns are cashing in on. Speaking on this question of restricted territory and limited opportunities for trade, Mr. Home said: "We are never satisfied to stand still and rest on the laurels of the past. To-day is here and the possibilities for trade are greater than ever before. Unless we are showing constant increase we feel there must be something wrong and the territory we serve is constantly widening. We do intensive work on the immediate territory which we serve, and it is not difficult to increase the scope of our activities all the time. A territory is never worked out or played out unless the merchant serving the territory is worked out or played out. One cannot sit still in this old world of ours—one goes ahead or goes back. We are in the class with those who want to go ahead and are working toward that end."

Telephone to Customers

Another instance of how aggressive tactics are succeeding for this firm is instanced in the business that is done over the telephone. "We have a regular list of customers served by stage routes whom we call at least once a week on the telephone," Mr. Druce stated to HARDWARE AND METAL. "This work is systematized in such a way that each customer can tell what time we will call and has his list of goods ready to read off to us. They appreciate this attention too, and the expense of phoning is very small when the business which we secure is taken into consideration, besides the good will engendered."

Big Plumbing Business

One of the most important departments in the business is that devoted to plumbing. The stock carried is extensive, the business handled of large

ONE HAPPY FAMILY

Speaking of the organization, J. J. Druce, vice-president and manager of McKelvey & Birch, Ltd., Kingston, Ont., said: "We are just one happy family here. We have one man who has been with the firm over 40 years my own association dates back over 30 years, and I can pick out fifteen or twenty men whose period of service will run 20 years. Our idea is to work together, co-operation rather than constant wrangling—we have no place for the chronic kicker."

There in brief is one reason given for the continued success of the firm's business. Are you getting similar results? Are your men staying with you or drifting away? Have you given proper consideration to the "one happy family" idea? Think it over.

NEWSPAPER EMPLOYEES' BUYING

In commenting on the question of newspaper advertising and its value, J. J. Druce, vice-president and manager of McKelvey and Birch, Ltd., Kingston, Ont., brought out a point which is very often overlooked. That is the buying power of the newspaper as a company and meeting the individual employees' requirements. "We find that we are getting a tremendous amount of business just from the papers themselves and their employees," Mr. Druce pointed out. "We have been called upon to do a great deal of work around the printing plants. We know also of many employees who buy from us through our advertising and who influence their neighbors to do likewise. If we were getting no more business than that generated from these sources as a result of the space we are using, we would feel well repaid."

Did you ever consider the newspaper in the light of a source of revenue as well as an expenditure? Think it over.

volume, and altogether this is one department which has developed to a point where it is almost considered in the light of a separate business.

And in a way it is just that. There is no little corner with a sink or a basin to form the display. There is a real showroom which provides an opportunity for customers to make a selection easily and by comparison with the various types of goods available. The accompanying photographs give some idea as to the arrangement of the display. The baths, closets and basins are all arranged where easily seen, and on the wall above will be seen mirrors, medicine chests and bathroom fixtures of many kinds. Attention was also drawn to the arrangement of shelving for carrying bibbs, cocks, and various lines of brass goods. This is not a new method but it is one too seldom employed. Advantages are the constant display of the goods when sampled on the front of the drawers; an arrangement of stock where it is easily and quickly available and the ease with which stock can be taken and orders for material running low can be placed.

Daily Check on Stock

The stock of pipe, fittings and various plumbing supplies is arranged on the floor above the main floor and in the cellar below. A daily check is kept so that the amount of goods on hand is always known. The firm employs a card index system by which every item carried in stock is listed. Slips for all the material used on a job are filled out daily and deductions made from the cards. It is possible by this system to determine at all times the amount of goods on hand without leaving the office for a trip to the stock rooms.

Watching the Work

Another point in connection with the sanitary and heating work is the close check kept on the work done by the men. As soon as a certain job has been completed time cards and list of material used are sent in to the office, and in fifteen minutes the foreman of the work is advised as to whether the firm has made any money on the job or not. If not, there has to be some satisfactory explanation forthcoming—if so, the foreman is told of that, too, and commended when the figures prove to be on the right side of the ledger. "We are not just looking for a chance to complain and find fault when no money is made," explained Mr. Druce. "We want the men to feel some responsibility in their work and an interest in turning in profit-making cards. We are far happier to be able to say to the foreman of the job, 'Well done,' than to have to criticize—not alone because money has been made, but from the fact that we all like to be making a success of the work in hand, no matter what it may be. Incidentally, I might say that we were able last Christmas to share a mighty nice little stake with our employees, so they realize that it is to their interest as well as ours to show a profit on the work they are doing."

Arranging Displays

Displays form an important part of the work done by the advertising man. Not only does he prepare newspaper copy, but he arranges the windows to correspond with the goods advertised in the papers. The floor display is also suited to the advertised lines and in this consolidation of effort splendid results are obtained.

Windows are Current Events

One rather good idea carried out from time to time in the window displays is linking up the store's merchandise with happenings of the town or pictures running at the local theatres. When the writer was in Kingston, one of the latest pictures of Charlie Chaplin, the popular moving picture comedian, called "Sunnyside" was being shown at one of the theatres. A rake was termed "a fine-tooth-comb," a lawn-mower carried a card about "clippings from the Sunnyside barber shop," and in this way, novelty, which is sometimes found of value, was injected into the showing of these goods.

The windows are changed at least once a week and occasionally when a special class of goods is featured for the Saturday specials ads., the windows will undergo another transformation to emphasize in their way the importance of the merchandise being offered.

Rest Room for Girls

"One of the best investments ever made" is how Mr. Druce spoke in mentioning the rest room, which the firm has fitted up for the young ladies in their employ. Large easy chairs and Davenport and a separate lavatory have been installed. The firm sets aside a certain amount of money for the upkeep of the rest room, and have a woman come in from outside to look after sweeping and dusting and installing clean towels. Mr. Druce is very proud of "our girls," as he terms them, and rates their ability and position in the successful operation of the work they do very highly. Mr. Home also spoke very glowingly of his young lady assistant's work in the



McKELVEY & BIRCH, Limited - KINGSTON, ONTARIO

"Ironclad" Sanitary Strainer Pails

"Samson" Bottoms. Heavy Steel Ears and Fluted Tinned Iron Bails.

All Joints and Seams Flushed Full of Solder.

No.	1600
Height, ins	14
Diam. Top, ins	12¼
Diam. Bottom, ins	9¼
Each	$ 2 40

Strainer Pails

Spouts on Sides.

Nos.	106	146
Quarts	10	14
Height, ins	10¼	11¾
Diam. Top, ins	11¼	13¼
Diam. Bottom, ins	7¼	9¼
IC, Each	$ .70	$ .80

Strainer Pails

Funnel Rimmed

With Detachable Strainers.

No.	128
Quarts	12
Height, ins	12¾
Diam. Top, ins	10¾
Diam. Bottom, ins	8¼
IX, Each	$ 1 25

Sanitary Seamless Milk Strainers

Hoop Bottoms

To Be Used With Cotton Strainers

Height, ins	10¼
Diam. Top, ins	12¼
Diam. of Outlet, ins	3¼
Each	$ 1 55

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McKELVEY & BIRCH, Limited - KINGSTON, ONTARIO

Creamery Cans

With "Slip-Over" Covers.

Quarts	12	20	20
Diam., inches	8¼	10	9¾
Crate Lots, doz	1	1	1
Quality	IC	IC	IX
No. 6—With Strainers on Top, ea	$1 30	$1 40	$1 65
No. 7—With Springs to Hold Covers No Strainers, each		$1 40	$1 65
No. 8—With Strainers on Tops, No Taps, No Gauges, each		$1 25	$1 40

Oil Cans

"Side Rest." Galvanized. With Taps.

Position When Filling Lamp

Standing Position

As the illustrations show, these cans will stand erect or lie flat on a shelf without spilling contents.

Gallons	
Dimensions, inches	
Crate Lots, doz	
Each	$ 1 65

17

Showing a couple of pages from the 32-page mail-order catalogue issued by McKelvey & Birch, Ltd., Kingston, Ont. Splendid results are secured from these and the catalogue displays a very wide variety of merchandise.

hardware department. She looks after the housefurnishing goods such as enamelware and tinware, and is rated as one of the firm's best sales mediums of paint. This young lady also handles the shipping, making out the delivery slips and freight bills for out-of-town shipments and sees that the goods are put up and got out promptly.

Auto Accessories, Too

The firm handles auto accessories, and in the accompanying photo these will be seen on display in one of the showcases in the foreground. This department is showing a nice increase and is business that can be handled easily and profitably.

It might be mentioned also that a garage is run in conjunction with the business of the firm. There are six motor cars in addition to ten horses maintained for delivery, and the work on their own cars forms a part of the work done in the garage. Outside work is handled also, and it is found that the garage brings quite a good deal of trade for the auto accessory department. The motor deliveries, wagons and dump carts are all painted a distinctive red and are becoming known as McKelvey and Birch deliveries through the consistent use of this color.

Store Stoves

A form of service rendered by the firm and a profitable one is the storing of stoves during the summer season for many of the store's customers. The charge made for this service embraces taking the stoves down in the spring and putting them up in the fall, besides the insurance. Any repairs that may be necessary are extra, and the firm sells stove pipes, stove boards, and other accessories, business which might otherwise be divided with the other merchants were it not for the "stove storage service."

Other Business Sources

The firm does a big business in the various lines of boat supplies. This comes from boats coming from the Upper Lakes and includes such lines as rope, packing, oils and greases, pipe fittings and kindred lines.

The building supply business is of large volume too, over 75 cars of bricks alone being handled this year as well as correspondingly large quantities of lime, hard wall plaster, cement, etc. Altogether the McKelvey and Birch business renders a complete building service. Their success is attributable largely to constantly keeping their methods through sixty-five years' dealing with the public right up to the minute and rendering service which brings the customers back.



Here is shown a reproduction of a "Saturday Speciuls" ad. of McKelvey & Birch, Ltd., Kingston, Ont. Direct results are traceable to these ads. according to this firm. Read what this firm thinks of their newspaper advertising—not only as an outlay but as an income from the paper. The accompanying article tells the story.

NO REDUCTIONS MADE IN DEMURRAGE RATES

Judgment has been handed out by the Railway Commission on an application made by a number of shippers in Canada asking that the present high demurrage charges be lowered. The shippers are not unanimous on the application, the Ford Motor Co. pointing out that it would prefer that there should not be a return to the old conditions of continual car shortage.

The Montreal Board of Trade is also in favor of the high charges. The fact that the greater part of the country's grain will move this year through Canada, and not through the United States, as it has been doing, was thought to be reason enough for the high demurrage. The application was dismissed.

BUSINESS BRISK AT SHEFFIELD

There are indications of a considerable expansion of overseas trade, chiefly in tools and files, says a report from Sheffield, Eng. During the last week or two many enquiries have been received from Belgium, Greece, South Russia, and Poland, and some substantial orders have been placed, satisfactory arrangements as to payment having been arrived at. The bulk of the business under negotiation, however, will involve considerable credit, and most of the local manufacturers, being already full of work, are not disposed to take any risks. Prior to the war, Germany was a considerable buyer of Sheffield crucible steel and files of certain types, and makers expect shortly to be approached on the subject of resuming this trade. In the lighter branches many orders from Scandinavia and Switzerland are being booked. Makers of tools essential for carrying on the domestic crafts and industries have no difficulty in obtaining the current prices.

A new hydro-electric plant will, it is understood, be erected in Taiwan, Formosa, under Government auspices. A copy of the charter of incorporation of the company, which is capitalized at $15 000,000, is on file in the Far Eastern Division.

How to Fix Sporting Goods Window

Attractive Displays From Now on Will Create in Sportsmen an Irresistible Desire to Get Out in the Woods—Your Window Can be Made to Yield Some Splendid Profits in the Next Few Weeks

FROM now on hardware dealers can cash in on some real profits by arranging attractive window displays of fall sporting goods. These will fan into flame that smoldering desire which is in so many men who long to get away into the great woods with a dog and gun and spend a couple of weeks or more at their favorite sport, hunting. Windows of this kind are not difficult to arrange and they are not expensive, as most of the materials needed may readily be obtained from stock and the nearest woods.

Keep Them Natural

By combining a selection of rifles, ammunition and similar goods with a camping scene, a setting may be made that will carry an irresistible appeal to the hunter. It will set his mind working on the hunting trip he has been planning ever since his last one, and start him thinking of the things he needs, and eventually bring him into the store to buy them.

In planning a sporting goods window for the fall it is well to plan it around some central figure or scene or perhaps both. This will increase its effectiveness as a selling factor and not make it a mere attention drawer without any sales "pull."

Arranging the Display

For instance a seasonable and very attractive display of fall sporting goods may have for its central idea a camp scene. In the centre may be shown a canoe, while at one side may be placed a small tent and at the other side some bushes. The scene may be made more realistic by building a camp fire in front of the tent, making the fire effect of red tissue paper with an electric bulb under it. A further touch of realism may be given to the scene if a flag pole is rigged in front of the tent and an electric fan placed in the bushes. This will not only agitate the bushes but keep the flag floating and put a lot of real action into the display. By the side of the canoe or near the tent may be placed a figure, either wax or a cutout, with a rifle and dressed in hunting costume.

Show The Goods Too

This is merely a suggestion and may be varied in a thousand and one ways which occur to the window dresser. The effective arrangement of the rifles, ammunition, etc., is entirely a matter for his own taste, depending also to some extent on the size and layout of the window. Some hardware dealers find that it improves their window to introduce into the display a few stuffed birds, a stuffed wildcat or some other animal. Frequently these are placed at points where they will direct attention to some of the stock, or where they will harmonize especially well with the advertising matter of the manufacturer that may be used.

An ingenious window dresser can at small expense, arrange a most attractive and successful display, successful in that it will not only be most striking, but a real sales producer. A variety of decorative accessories may be utilized which, while inexpensive, will heighten the general out-of-doors effect. Birch bark is very often used effectively. If it is not available bark from other trees may be placed here and there. Very often a branch or two well placed, especially if it is filled with richly colored autumn leaves, looks well.

Some Use Pictures

Very frequently large pictures are secured from railways companies or other firms, and are placed to advantage in a display. It is always well, though, when fixing up a display of this kind to bear in mind that every article shown should bear directly upon the central idea, and which will help feature the merchandise which the dealer is planning to sell. The hardware dealer has right at hand, usually, between his own stock, the help supplied by the manufacturers and branches, etc., easily obtained in the woods, everything necessary for carrying out a decorative idea which is bound to create an interest and inspire a buying desire for the goods shown.

Very often the window dresser may be able to take advantage and make the most of some special feature that is entirely local, and which will carry an especially strong appeal to the local hunters.

A Good Background

While it is not always necessary, it usually happens that a well arranged background will add very materially not only to the decorative value, but to the sales pulling value of the general

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Not every window is so arranged in regard to lighting and size that the clear, outstanding effect shown above is obtainable without any background. Note the use made in the above arrangement of the bushes, camp kettle and small tent, also the decoy ducks, rifles and the advertising matter supplied by the manufacturer.

Firm Gives Picnic to Customers

Bothwell, Ont., Firm Employs Novel and Effective Advertising Scheme — Does the Catering and Supplies Prizes—One Thousand Guests—One Hundred Cars Line Up For Drive to Picnic Grounds—Dent Bros. Open Grocery Department in Conjunction With Hardware Business



There were over 1,000 men, women and children in attendance at Dent Bros.'s, hardware merchants, picnic at Bothwell, Ont. This shows the happy crowd just before starting out for the lake, where a most enjoyable day was spent. Not only were the mothers and fathers pleased, but the children, who are the customers of to-morrow, will long remember these yearly picnics and patronize the Dent Bros. store in the years to come. The "arrows" point to the three Dent brothers—they start from the main entrance to the hardware department of the store. Groceries are also carried.

THERE are Sunday School picnics, lodge picnics, individual firm picnics, but the case of Dent Bros., retail hardware merchants, of Bothwell, Ont., who have instituted the idea of giving a picnic to all of their customers in the town and surrounding country, marks a new era in this summer pastime.

Quite an undertaking one would say, and it is just that, but nevertheless it is one that has been tried out successfully and is rated by this aggressive firm as one of the best advertising expenditures ever to receive their official sanction.

First Picnic

Two years ago the idea was first put into practice. The firm handles a popular line of motor cars and named the picnic after the cars. There was method in this procedure as will be seen from the way the picnic was handled.

First of all invitations were extended to all those who had purchased cars—a record having been kept each year. These invitations were worded so that the car owner and his whole family were included. Next on the list, or perhaps it might be said of all the others, invitations were sent out to attend Dent Bros.' —— picnic. Every customer and prospective customer was invited, whether he was a car owner or not, by personal solicitation and general invitation through the press for fear some individual might be left out.

One Thousand Guests

The response was splendid, and the idea took like an epidemic of measles. Everyone wanted to attend Dent Bros.' picnic (they don't all want measles), and there were over one thousand turned out, including the children, who had one of the best days of their young lives.

The first year the picnic was given the firm supplied all of the lunch, two trucks being required to take the various things down. A fine programme of sports was also arranged, including a baseball match, and the firm provided prizes for the winners of the various events.

One Hundred Cars Line Up

The picnic was held at the Beach, a comparatively short distance from the town, and the only thing incumbent on the guests was that they arrange their own transportation. This was not difficult, and a very imposing sight was that of the 100 cars strung out along the road on the way to the picnic grounds. Besides those that formed in the procession there were over 35 cars brought a full complement of picnickers to this enjoyable event.

In one of the accompanying photographs the cars are seen drawn up on both sides of the road in the block where Dent Bros. conduct their business. The showing is a good one, and the other photo, which shows the crowd with its preponderance of kiddies, gives some idea of the attitude towards this event when the big smiles are noted.

The First Car There

A rather novel point in connection with one of the accompanying photos is the inclusion of the first car sold in Both-

well in 1901. It is still on the go, and, whereas considered somewhat the worse for wear, is still able to cover the ground alright.

Customers In On It

When the picnic was held last year the customers of the store asked that it be made a "basket" picnic, each one bringing their own eatables. The customers felt that the firm, in supplying the prizes and looking after the arrangements, were doing more than their share. They wanted to help. That was the plan which was finally carried out, but this method was not quite as successful as the one where the firm did the catering, with the result that future picnics will be given wholly on the responsibility of the firm.

Money Well Spent

There are three Dent brothers, and they are all very enthusiastic over their picnic. "True it is that it costs some money, but it is money well spent," the members of the firm agree. "We reach all of our customers and many not our customers. This get-together picnic does more to dispel any little differences which may have arisen during the past year than any other method we might adopt," stated John Dent to HARDWARE AND METAL. "Differences will arise at times and a customer is temporarily lost. After the picnic he is usually back again. Enthusiastic over the good time he and his family have had."

Children To-day, Customers To-morrow

Another point which this picnic idea gets over in a most convincing way is the creation of a new list of customers for the years to come. There are hundreds of children in the Bothwell district who now look forward to Dent Bros.' —— picnic. It will be only a short time before they are the buyers or additional customers for the store. Early impressions usually last, and those who have been responsible for in any happy youthful hours will benefit when these children grow up and require hardware. They will remember Dent Bros. and will be glad to reciprocate.

No Mail-Order Picnic

"What of your mail-order competition, Mr. Dent," asked HARDWARE AND METAL at this point. "There is some of this competition in every community, I believe, and ours is not free from it." Mr. Dent replied, "but the mail-order house doesn't give picnics and cannot give the service that we do. People want service to-day and are appreciative of our efforts to give them a greater community interest through the medium of our picnics. After all, the town is essential to the farm lands around it, and when one treats customers fairly, supplies good goods at fair prices, he is going to get the best of the trade. The mail-order house does not cause us to sit up nights worrying by any means."

Mailing List Effective

Speaking of the firm's method of going after business, Mr. Dent stated that they had a splendid mailing list which they kept right up to date at all times. "We find that our customers like to secure advertising material from us so that they can study at their leisure," Mr. Dent said, "and we get splendid results from the material we send out. It is not our policy to send circulars to a man unless we feel that he would be interested. For instance, why send cream separator literature to a man to whom we have sold one? There are customers we know are interested in securing a new stove, and we arrange that they get material of this nature. With paint, we send in a list of prospects, with class of work they are likely to be interested in, to the manufacturer whose line we handle, and the manufacturer co-operates with us by sending out latest matter pertaining to contemplated work.



The above shows the line-up of cars on both sides of the street photographed at the time of Dent Bros.'s, hardware merchants, picnic at Bothwell, Ont. This picnic was the development of an idea emanating from the sale of motor cars, purchasers of automobiles being invited, and in addition, all the other customers of the store. In the "circle" are the three Dent brothers, who are responsible for this novel advertising and get-together event with their customers. The "arrow" points to the first Ford car bought in this district back in 1901—it was right in the vanguard of the procession.

A mailing list can be of distinct value when handled this way, and I know of no other way that would not reveal a large proportion of waste. We feel that every piece of advertising we send out goes direct to a possible customer. There is no overlapping if we can avoid it."

Newspaper Space Used

Space is also used in the local paper every week and Mr. Dent believes that they are getting very satisfactory results therefrom. The firm picks out definite, seasonable lines to advertiser, makes the appeal in a straightforward way, and following this policy, gets the maximum returns from the space they buy.

Good Windows

Linked up with newspaper advertising is that employed in the windows. A splendid store front faces the street and attractive and seasonable merchandise is always on display for customers to see. The displays are changed weekly.

The store arrangements are good, the merchandise being neatly and attractively arranged on shelving or in showcases or on the floor according to the class of goods. Washing machines, refrigerators, stoves, cream separators, etc., are all shown down the centre of the store. The paint department is to the left and shelf hardware to the right on entering.

Sells Automobiles

The firm handles automobiles, and dispose of about fifty every year. They used to handle garage work as well, but Mr. Dent stated that they found that too much was expected of them in the way of fixing up the cars, so turned all their work over to another garage man. The present arrangement works out nicely and they find merchandising the cars a profitable end of the business to take care of.

One Brother on Road

There are three brothers in the business, two of whom are in the store all the time, whereas the other brother is on the road all the time. The brother who looks after the outside work pays particular attention to selling motor cars, farm implements, cream separators, and kindred lines, besides stirring up a great deal of business for the other departments.

Incidentally it might be mentioned that the firm recently opened up a grocery department in another wing of the store. Where as operated almost as a separate business, the grocery end is one which draws a large amount of its trade from customers who have patronized the hardware store for years. The two stores are joined by a door, but each has its separate entrance and display windows on the street. A sister looks after the grocery department, so the entire business can be said to be a family affair.

Altogether the Dent Bros.' business is one of the progressive types. Good service and careful attention to detail are bringing them an increasing volume of business every year.

On Cash Basis

The business is run on a cash basis—the entire town as a matter of fact operating on this principle. Mr. Dent states they can see no falling off in trade since the plan was adopted and most certainly there are no losses through bad accounts.

Auto Accessories Now Leading Line

Western Merchant Places Great Importance on This New Department—Carries Wide Variety of Motor Oils—



Window Displays Used in Ratio of Three to One With Other Hardware Lines—Remarkable Growth in Few Years

The above is a view of the oil room of J. G. Gunn, Vancouver, B.C. Twenty different kinds of oils are carried, which enables this dealer to satisfy the whims of all motorists.

J. G. GUNN, 563 Broadway West, has been in the hardware business in Vancouver for the last eight years. The business that produced the profits when Mr. Gunn started, was the extensive building being done in Vancouver at that time. With the cessation of building operations that followed the real estate slump six years ago the hardware business lost its most profitable trade.

Finding a Substitute

At this stage Mr. Gunn started casting around for something to take the place of building hardware. The gasoline business looked like ready cash business at any rate, so he put a gasoline pump out on the curb. Shortly after this innovation, the jitney began to flourish, and the new gas station did on an average from 500 to 600 gallons a day. The fact that the cars stopped for gasoline in front of a hardware store naturally caused them to begin asking for necessities, such as spark-plugs, wrenches, etc. A free air station was next installed, and the demands began to be for inner tubes, patches, and other necessities, of which Mr. Gunn began to carry a larger assortment.

Steady Increase

The auto accessory business has steadily increased from a few necessi-



J. G. Gunn, Vancouver, B.C., like many other hardware merchants, found on the outbreak of war and the cessation of building operations, that he must find a substitute for the building trades he had been supplying or practically close up shop. He branched out into a wide range of auto accessories, a few of which he had been handling before, and to-day considers the department so important that three of his four display windows are devoted to their use. The regular hardware lines occupy only one window, which Mr. Gunn states, represents their relative importance to-day.

ties to a full line of accessories, including a very respectable showing of what might be termed luxuries. The fact that most drivers are rather cranky about the oil they use has increased the oil business immensely, because Mr. Gunn has made it a policy to humor each man's individual whims, and twenty different brands of cylinder oil are on tap. In order to accommodate the increasing accessory business it has been found necessary to rent the adjoining store, where the barrels of oil are all arranged on a rack, with drip pans underneath.

Four Display Windows

Altogether, Mr. Gunn has four good display windows, and it is to be noted that three of the four are dressed with auto accessories. Mr. Gunn intimated that he had them dressed in about their relative importance as sales producers.

Keeps Hardware Lines

Mr. Gunn stated to the representative of HARDWARE AND METAL that the trade brought to the hardware section by the accessory section is both large and profitable. It is all spot cash. For instance, a car stops at the pump for gas, or at the hose for air, and if it's a camping expedition starting off there are bound to be several articles from fishing tackle to frying pans that are going to be required, but "why go further?" The business man on the way home from the office, stops his car for gasoline, and takes home something he needs in the garden, or the chicken wire his wife's been reminding him about. "It's a splendid feeder for the other lines in the hardware business," says Mr. Gunn.

Because there are so many coming and going all the time, this store uses the display system to the nth degree. Everything that can be displayed on racks to give a suggestion and reminder to the man who "only came in for a spark-plug," is displayed. In the hardware section could be noted pot-covers on a rack, carpenter rules in a special display case, brushes of all kinds hanging on a rack, window screening on a rack, and garden seeds displayed. In the accessory section were noted racks for displaying a complete line of wrenches, racks for displaying tire sets, and a rack of auto fenders, on which were draped traveling rugs. According to Mr. Gunn, the auto accessory business works well in connection with the hardware, is profitable, and a great help to the regular hardware business. Any hardware clerk can very shortly master the application of any attachment you are likely to have for sale, and the service makes for more sales. It has been found necessary to instal a vulcanizing department, which enables the firm to give an even more complete service.

HOW TO FIX UP A SPORTING GOODS WINDOW

(Continued from page 181)

display. In some stores windows are large enough or are so arranged in regard to lighting that a background is not necessary, but in the majority of instances a good background is needed to add the finishing touches. It is easily arranged and inexpensive also. It must, of course, harmonize with the main plan. Some window dressers use one panel. Others use a large central panel with two smaller ones, one on each side. Frequently no panels are used at all but a background of foliage is constructed. If panels are used they may be made of wall board, with the back braced to prevent warping. Wooden strips will be sufficient for this.

Sometimes steps or a platform may be ingeniously arranged and in this way a great deal of merchandise displayed. On these also may be placed if desired window cards directing attention to some special features the dealer desires to emphasize. Some dealers use the tops of the panels for this purpose also, painting in in neat lettering and in colors that will harmonize with the general scheme some such wording as: "It's hunting time. We can supply every need." Sometimes a large picture of a hunting scene or a woodland scene may be hung from the larger centre panel, so as to stand between the lettering at the top of the two smaller panels. An arrangement of this kind, however, is entirely a matter of choice with the window dresser, who may use his own ingenuity and secure any number of other equally effective and equally attractive results.

Much interest is being shown in China in motorcycles, due to the fact that they can travel on the narrow paths used by foot passengers and for wheelbarrows, although there are but few roads suitable for automobiles. If these paths were improved somewhat, commercial travellers could penetrate with ease to places which are now practically inaccessible.

Window Displays of Oils Get Results

Very Desirable Returns From This Method of Display — Newspaper Advertising Planned to Work in With Windows—Growing Trade in Motor Oils Developing—Oil Chart and Literature Effective Aids

"YES, we got pleasing results from our oil and grease window," said F. G. Webber, manager of that department in the J. H. Ashdown Hardware Co., Ltd., of Calgary, in answer to the question asked by a representative of HARDWARE AND METAL. "Was the percentage of sales much higher than an ordinary week when there was no window display?"

Concentrated Effort

"To back up the window display there was advertising run in the newspapers at the same time, so that there was a concentration of fire, so to speak, on this particular department," Mr. Webber continued. "Our methods of sales are kept pretty well up-to-date all the time, so we do not need to make any change when we have a window display on, except to keep on the jump all the time, and make every step count.

Growing Business

"I find that the oil business is one that is continually growing," Mr. Webber stated, "and the oils that sell best are those used in the motor trades. There is always a good, steady sale for household oils of all kinds, but the big growing trade is that of motor oils."

Speaking of window displays for oils and greases, Mr. Webber does not believe in surfeiting the public with oil windows. HARDWARE AND METAL man asked him how often he thought there ought to be a special display. "Three times a year," he replied, "I think, is plenty. I like one in spring for tractors and autos, then one in midsummer for autos alone, and another in the fall for autos alone. After all, the automobile we have always with us, and as the oilless auto has not yet come into fashion, we can always depend on that business."

Oil Chart Prominent

"During our last display the special oil chart was very much in prominence," Mr. Webber said, "and there was also a call for literature, which was given a prominent place. All advertising literature issued nowadays is of high quality, and very attractive. It does not detract from a well-dressed window, and helps out wonderfully well with enquiries. People may come in and simply ask for

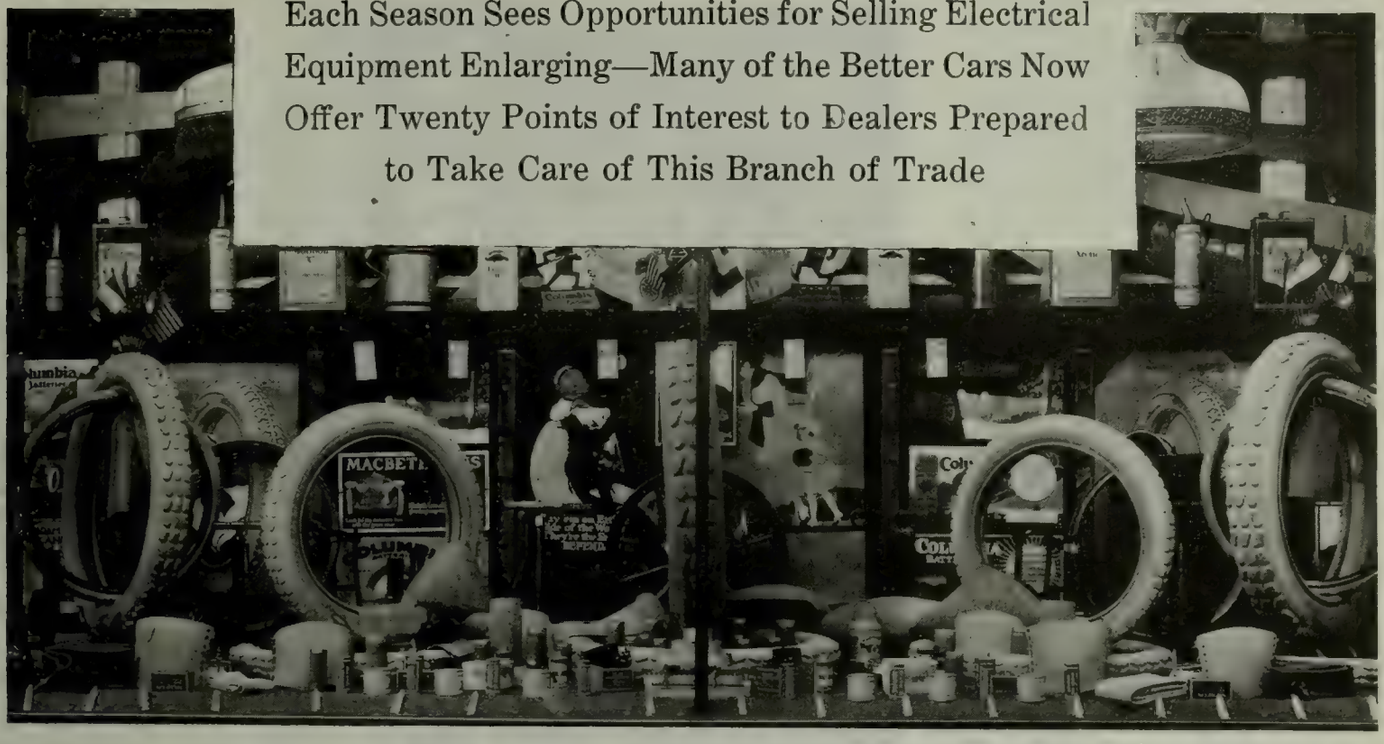
Continued on page 188



One may say a can of oil is just that and no more—there is nothing about it to emphasize particularly. One cannot look at the above window and fail to be impressed with the idea that there is something else besides the can, and that with the emphasis placed on oils by the use of a window display, there are sales possibilities. Every motorist or user of motor power seeing this display is a probable customer, and the results achieved are said to be excellent. The window was dressed by H. Bowen for the J. H. Ashdown Hardware Co., Ltd., of Calgary, Alta.

Big Field in Electric Auto Accessories

Each Season Sees Opportunities for Selling Electrical Equipment Enlarging—Many of the Better Cars Now Offer Twenty Points of Interest to Dealers Prepared to Take Care of This Branch of Trade



EACH season sees the field for the sale of electrical automobile accessories widening. Not long ago there were only a few of the accessories exclusively electrical. This year a great many of the models offer at least twenty points of interest for the dealer from an electrical standpoint. Electrical auto accessories, like most other electrical goods, are popular with those who use them. People will gladly pay more for any article in which they have implicit confidence, and they have come to regard electricity as a great silent force which does its work quickly and thoroughly. Its convenience is never questioned. The mere touching of a button and the work is started and carried on efficiently without any more worry or trouble to the owner. It is this dependability and efficiency that is making electricity so thoroughly popular to-day and is creating the demand for more and more electrical equipment of all kinds.

Depend on Electricity

Every automobile now in use depends for its successful operation upon at least some electrical devices. More and more though, especially in the higher priced cars, are electrical devices of all kinds in demand. Take a medium-priced car of this year's model and it has an electrical starting system. Here is a little electric power plant in itself, complete with an electric motor to "turn over" the gasoline engine, a storage battery from which the starting motor draws its energy, and a generator which recharges the battery when the gasoline engine is running.

This little power plant in itself requires regular inspection and the dealer who is in a position to give this service and lets the public know that they can depend upon him will get a lot of calls. Also the dealer who knows how to locate and remedy irregularities in the ignition system and in the electric lighting system will find that he will be wanted often. Very frequently these troubles may be traced directly to poorly-insulated or badly worn wiring.

Will Start Trouble

One insignificant little ignition wire shaking constantly against a metal part may soon wear through its covering and produce an exasperating skip in the motor. The dealer who can locate this trouble quickly and fix it up for the car owner, restoring lots of "pep" to the ignition system, will not only sell the goods required but he will have made a friend of the car owner and will be talked about for weeks and months to come. When a dealer gets a whole lot of car owners talking about his store in this way and the service it renders he is putting himself in the way of a fast growing business.

It is not necessary that hardware merchants operate a garage or master every detail of the mechanism of the various cars now operated to be able to cater to the requirements of the motorist. It is better, however, that some time be devoted to ascertaining what ills usually afflict a car and being able to offer a remedy. With the growth of the motor and the increasing demands being made for electrical equipment, a working knowledge of the lines in demand should be gathered. This does not entail a great amount of genius and the opportunities to turn this knowledge to good account in the development of business are almost too numerous to mention.

Storage batteries need regular attention if the best results are to be obtained, and in connection with this many car owners have been sold hydrometers and volt ammeters in order that they may keep the batteries at their best.

The brushes in the motors and generators wear out and have to be replaced. This is a simple matter but one which pays and in which the dealer can be of service to the car owner.

Shortage of Cars

As a result of the shortage of new cars thousands of "veterans" are being rebuilt, and in many of these a great deal of new equipment is installed. On a great many of these cars electric lighting systems are put in and on many others self-starting equipment. All this means a lot of excellent business for the man with the goods to sell and the knowledge of installation. In a great number of cases the gas lighting systems may be changed to electric, and this means the sale of bulbs, magneto connections, switches, and other equipment. By keeping in touch with the garage owners and the men handling used cars, as well as with the owners of new cars, the dealer who handles elec-

trical goods can turn over a lot of equipment.

Electrical Accessories

As stated above, the list of electrical auto accessories is growing steadily. Some of the equipment most called for includes fuses for all makes of cars, incandescent lamps for all makes of cars, complete headlights, complete sidelights, complete spotlights, electric pumps for garages, ignition lock switches, electric warning signals, dash ammeters to show whether generator is charging or discharging, spark plugs, breaker points, electric motor and generator brushes, non-glare lenses for lamps, generators, storage batteries, volt ammeters, hydrometers, ignition cable, magnetos, distributors, commutators.

Car owners are good buyers and as soon as they locate a dealer from whom they know they can get service and dependable goods they are not slow to come. Not only that, they send their friends and the friends send others and so on. This business can also be stimulated by frequent window displays and by proper advertising. Some dealers who have developed a large business encourage car owners to come to their stores by advertising to supply free distilled water for the storage batteries and also by featuring in the ads. that their store is the place to come when in trouble for both advice and repairs. With the constantly increasing number of automobiles and the very rapid development of the accessory business the auto trade has come to be a very important factor all over the Dominion. It is going to increase steadily and offers the hardware dealer some splendid chances for making good profits.

WINDOW DISPLAYS OF OILS GET RESULTS

Continued from page 186

some of the pamphlets and booklets, and between these and the window display I can count quite a number of new customers.

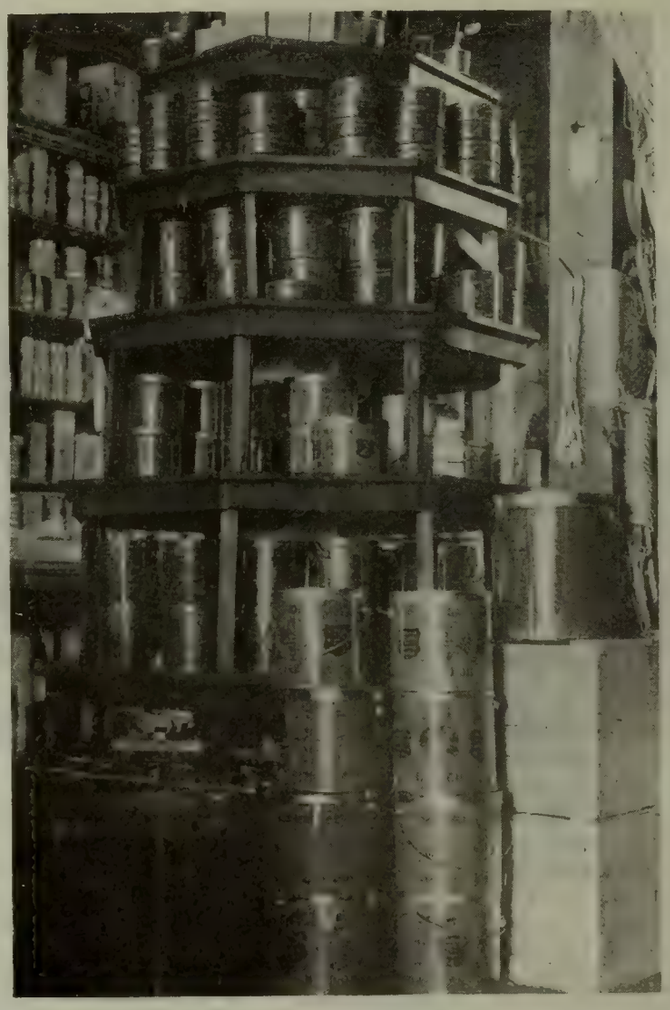
"I do not look for any reduction in the prices of oils for this year," said Mr. Webber, in answer to a question. "Present-day prices have increased on an average of about twenty-five per cent. over 1914, and there might possibly be an increase in some cases."

Kindred Lines Move

All the odds and ends that go with the use of oils and grease are kept well displayed in Mr. Webber's department and many sales are made just because they are mentioned to the customer when he is buying something else.

The oil department of the J. H. Ashdown Hardware Co. is growing, and under the management of Mr. Webber it seems destined to go forward with the times.

Striking Display Stand For Lubricating Oils and Greases Sells the Goods



This striking display stand for the sale of oils and greases is located in the hardware store of Busse Brothers, Gull Lake., Sask. It was made by a carpenter on the premises for this special purpose, and is located in the centre of the store. It is octagonal in shape, resting on a base seven feet in diameter and is about eight feet in height It has five shelves, each smaller than the one below it, and the square posts supporting these shelves are reduced in size the higher they go. A great quantity of goods can be stored on this stand.

The stand was placed on wheels to turn on a circular wooden track, but without ball bearings, with the result that this feature was rendered useless owing to the great weight placed on the axles.

Electric Bulb Trade is Worth Going After

Many hardware dealers are finding that handling electric bulbs is a business which is not only a steady, all year round trade, but carries with it profits that are worth while. Each year sees a steady growth in the number of homes lighted by electricity, and as bulbs are required not only for these but for replacement in homes already wired, there is a lot of trade that is easily handled. There are bulbs and bulbs. Some will get out of commission in a very short time and others will give good service. The dealer who handles the bulbs which stay on the job for a reasonable time is the man who soon wins for himself a reputation with the housewives. Dealers state that it is mostly the women who buy bulbs, and that they are quick to tell one another when they get bulbs that give good satisfaction. They are also quick to talk about bulbs that require replacing after they have only been in use for a few days. What they say in cases of this kind is not good advertising for any dealer.

There is another source of profit for dealers handling bulbs and that is in factories. Some hardware dealers supply all the bulbs required in stores, offices and factories, and have quite a turnover each season. A great many hardware dealers find that it pays well to mention occasionally, in their advertising copy, something about the bulbs they have in stock, always giving prices. Very often a window display of bulbs and other electrical equipment will produce excellent results.

Hardware dealers frequently find that having their store known in the district as the store where reliable bulbs can be procured means the sale of many other lines. Women especially who come in to make their purchases of bulbs ask about enamelware, and other lines with the result that a good deal of extra business is obtained.

According to manufacturers the hardware men are becoming the largest distributors of bulbs in many places, and because they go after business aggressively their sales show a steady expension.

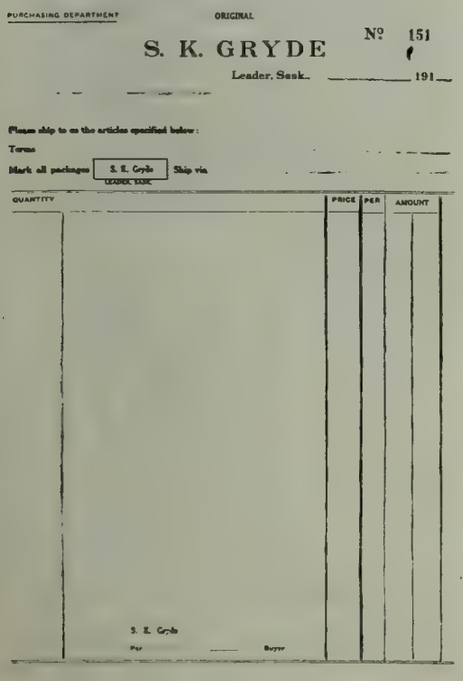
The T. F. Shurly Co., Ltd., of St. Catharines, Ont., manufacturers of saws, is now occupying its new plant. New equipment has been installed and the firm's output will be greatly increased.

How Other Hardware Men Do Things

Points in Retailing of S. K. Gryde, Leader, Sask.

MANY hardware merchants are adopting the plan of furnishing travellers with order blanks that have been especially printed for this purpose bearing their name, instructions how to mark packages, and consecutively numbered to avoid errors. These order blanks are printed in duplicate, the original on white paper and the duplicate on yellow paper. The duplicate is perforated to fit into a loose leaf file and the sheets are filed away in orderly fashion according to numbers.

By this system the merchant can at any time turn to his file and ascertain if he has placed an order for certain goods instead of depending on his memory. If he happens to be away on a trip and certain stocks are low when a traveller comes, any clerk can, by referring to the file, discover whether an order has been placed for this line. By this system a record is kept of the quantities of goods ordered and the price to be checked up later when the goods and invoices arrive. The form adopted by S. K. Gryde, hardware merchant at Leader, Sask., is shown herewith:



PURCHASING DEPARTMENT ORIGINAL

S. K. GRYDE № 151

Leader, Sask. _____ 191__

Please ship to us the articles specified below:

Terms

Mark all packages S. K. Gryde LEADER, SASK. Ship via

QUANTITY		PRICE	PER	AMOUNT

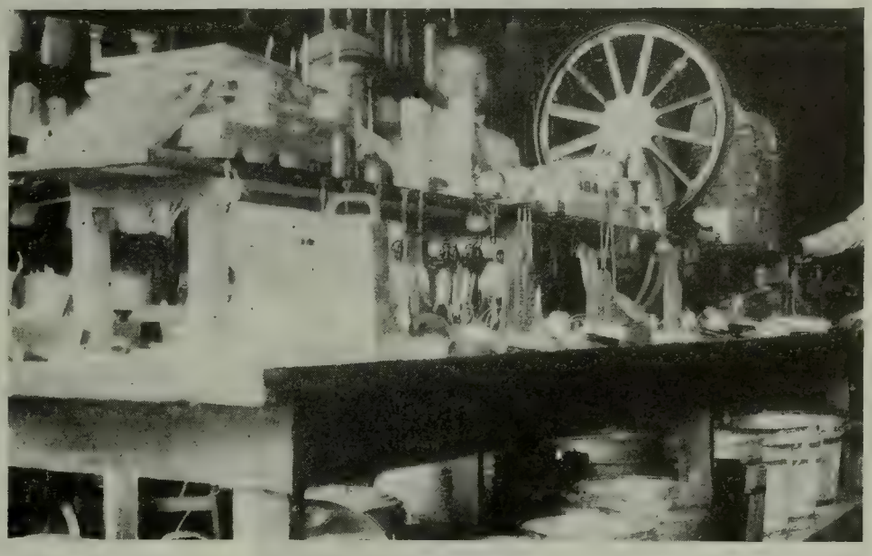
S. K. Gryde

Per _____ Buyer

Order blank used by S. K. Gryde, hardware merchant, Leader, Sask. Read how Mr. Gryde makes use of these in the accompanying article.

The Pipeless Furnace

The pipeless furnace is becoming popular in the West, where the average farm home is small and compact. S. K. Gryde, hardware merchant at Leader, Sask., who handles a furnace of this type, states that since the day he received his first consignment there has been a good sale, and customers have again and again expressed their satisfaction with the heating qualities of this plant. In his district about 90 per cent. of the buyers are of foreign extraction and reside in small houses. The furnace is so easily and so inexpensively installed that it suits their purpose admirably.



This "Close-up" was taken in the store of S. K. Gryde, hardware merchant, of Leader, Sask., to illustrate his method of displaying kitchen utensils, auto acessories and miscellaneous articles immediately in front of the entrance to his big store. The display never fails to catch the eye of customers, and results in many sales. Mr. Gryde is the man in the background without a hat.

Keeping Prices Right

With prices of all lines of shelf and heavy hardware constantly increasing, the merchant is placed at his wits end to keep his stock marked up in accordance with wholesale quotations. Many merchants in Western Canada are not attempting to mark up goods, with a few possible exceptions. With a heavy stock they look upon it as too great a task, and content themselves with securing a standard margin of profit over cost price. The onsequene is that in many instances they are selling hardware retail at what it is now costing them wholesale in a great many cases, and are losing money.

The proposition of keeping goods properly marked up looks very formidable, but in reality it can be made very simple if the system adopted by S. K. Gryde, hardware merchant of Leader, Sask., is used. This merchant's record of cost and selling prices is kept in one little leather bound note book about 7 by 5 inches in size. This book, which can be purchased from any good bookseller is alphabetically indexed on the outer edge of its leaves, and is ruled for two columns of figures. The name of every article on sale in the store is recorded in this book by lead pencil with the wholesale price marked in alphabet code in the first column and the retail price in the second column in plain figures. With this system all that Mr. Gryde has to do is to watch the market quotations as tabulated each week in HARDWARE AND METAL and the quotataions furnished by travellers and simply change the lead pencil figures in his book. He stated that he believed fully in advancing prices in keeping with the market, but that he was unable to do so because other merchants in Leader did not, he had therefore adopted a policy of striking an average, fifty-fifty, that is to say he advanced his prices fifty per cent. on the market quotations.

This little book is kept in its place in the office where it is available for any clerk to see, and the wholesale prices in code eliminate the possibility of the customer seeing these figures by accident.

With this practical system at work this firm finds itself in a position to keep pace with rapidly fluctuating prices, and the retail figures on any article can be ascertained in a second if they are not retained in the memory. Without some such system the merchant is at sea.

Selling Goods in Bulk

The advantage of selling goods in bulk wherever possible is exemplified in the experience of S. K. Gryde, hardware merchant of Leader, Sask. Mr. Gryde

Operates Successful Furniture Department in Connection With Hardware Business





Combination hardware and furniture store operated by Aos & Hellekson, at Cabri, Sask. A broad archway at the front of the hardware store leads to the furniture department, which, as the photograph discloses, is of a very pretentious nature. The demand in this district is for high-class furniture. This merchant has under advisement the opening of a phonograph department in connection with this salesroom. By putting on musical programmes he could attract large crowds to view the imposing display of furniture, which at present is only seen by the casual customer.

In keeping with modern ideas of merchandising it will be observed that an effort is being made in the hardware department to place as many articles out in the open under the eye of the customer as can be conveniently arranged. In this store, as in all other stores in Western Canada, the oil stove is a big seller, the three-base burner type being the most popular. It will be observed that a large portion of the shelves on this side of the store are given up to paints.

put on what he terms a "drive on oil" this spring with results that have since turned out greater than he expected. By newspaper canvassing, by personal solicitation of farmers who came into the store, and by visiting customers in the country, he sought to sell motor lubricating oil in quantities ranging from 5 to 25 gallons, or sufficient to last the farmer throughout the season. As a special inducement he made a quantity price, and was enabled to do so by the discount he secured by buying in large quantities from the refiner.

"I found," said Mr. Gryde, "that by doing very little pushing it was just as easy to sell oil in large quantities as in small. We pointed out to the farmer that if he bought his season's oil in advance it would save him coming to town for it at frequent intervals during the summer with a consequent loss of time and money. Incidentally the time of my clerks was saved by being relieved from filling these small oil orders from time to time. We made a big clean-up on oil, and secured a portion of the business that would have otherwise gone to other stores, but best of all we disposed of our stock at a time when crop prospects were looking rosy in the spring, and at a time when the farmer was more prone to be optimistic of the future. As it has turned out there is going to be practically no crop in the district this year, or if any, very light. We have not loaded the farmer up with oil in a bad year for he will use it all on his tractor and automobile, and he was enabled to buy cheaply. The transaction was beneficial for all concerned.

Hardware Merchant Minimizes Fire Risks

A hardware merchant at Maple Creek, Sask., uses an old furnace in the rear of his premises for burning up the accumulation of refuse from the store. By removing all waste inflammable material of this kind the possibilities of fire are greatly reduced.

Handling Toys in the Hardware Store

Toys in the hardware store for the Christmas trade. Why not? One of the livest retail hardware salesmen met with on a recent trip through Western Caanda suggested the idea. He was formerly employed with the firm of James & Reid at Perth, Ontario, and stated that this firm made a practice of keeping a stock of toys on hand all the year round, many of them being of the mechanical variety. At the Christmas season they made a killing.

H. S. Hall is the name of this salesman, and he is employed in the hardware establishment of J. E. Thompson at Rivers, Man. He has only recently returned from overseas. Mr. Hall told of the aggressive selling methods of the Perth store. He states that they not only sold toys, but a general line of gift goods which were pushed by window display and by newspaper advertising. It was the custom, he said, to place triple decker tables down the centre of the store, perhaps five of them, consisting of 5c, 10c, 15c, 20c and 25c tables with the price mark on each table, printed prominently on a large card. Kitchen utensils formed a large part of this display, but all of the smaller articles in shelf hardware were thus placed out in the open where they would come under the eye of visitors to the store. Counter boxes were used with false bottoms so that it was not necessary to use a great quantity of goods to fill them, and when stocks ran low they could be turned over to display a few articles to the best advantage.

Many Sales Made

Sales were constantly being made off these tables. It seemed impossible for a woman to come in to make even a

small purchase without picking out some article for household use. It was these tables which were turned over exclusively for the sale of toys and gifts at Christmas time. When nicely decorated and emblazoned with seasonable signs in red and green they presented an attractive appearance and brought a handsome return in business. Toys went over big according to Mr. Hall, who intends to carry out these ideas in the Rivers' store.

Had Own "Santa Claus"

In connection with the sale of toys this Perth firm attracted unusual attention to its display by being the only store in town to have its own Santa Claus, who was welcomed at the railway depot by cheering crowds of children, who were presented with gifts of small bags of candy from his capacious bag.

Go After Business

Mr. Hall is of the opinion that hardware dealers are largely to blame themselves when they fail to successfully combat the mail-order business. In the first place he says they do not give the farmer what he wants by studying his needs, but try to load onto him something else which, in their opinion, should be satisfactory. The result is that a great many customers who are inclined to be stubborn in their desires have recourse to the mail-order catalogue. Again, some hardware merchants are content to sit in their stores and wait for business to come to them instead of going out after it. Mr. Hall told of two occasions when he suceeded in securing furniture orders for $125 and $160 respectively in Rivers by going out after the business. In both instances the sales were made to young married couples about to start a home. They were visited personally by this salesman, who, with the aid of an excellent furniture catalogue, was able to take their orders and pave the way to further purchases in the store.

It is one of the duties of Mr. Hall to look after advertising, the time of his employer being largely taken up in the operation of a garage. In talking advertising, Mr. Hall deplores the slackness of some manufacturers in not sending out advertising cuts to the country merchant. By not doing so, he says, they are missing a rich opportunity to place their goods before the public. Any merchant, says Mr. Hall, would be only too glad to brighten up his advertising with illustrations of this character. At the present time many advertisements in Western Canadian small town newspapers are devoid of cuts of any kind.

Sell Wall Paper

The Thompson store deals in wall paper, and a sample rack is displayed near the front of the store. It also sells two lines of phonographs, and stocks rugs, which are displayed on a unique rack just under the ceiling above the hardware cabinet. On this rack, placed at an angle of 45 degrees so as to display the rugs from the floor of the store, strong wooden pegs are inserted at intervals to support these rugs. Cut glass, silverware, auto accessories and electrical goods are also carried and displayed in large quantities.

Spread of Golf Fever Means New Business

Manufacturers of golf goods should look to the smaller towns of Western Canada as a new field for the sale of their products. The golf fever has hit the prairie country, and hit it hard. Golf courses have been established recently at Brandon, Swift Current, Maple Creek, Medicine Hat and Red Deer. There are municipal golf courses at Calgary and Edmonton. In the little town of Red Deer, Alta., hardware merchants have made the sale of several complete sets of golf clubs this summer, and the list of golf "bugs" is growing every day. At Calgary the Hudson's Bay Company has established a private course for its employees in the valley of the Bow River.

Kitchenware Displayed in Novel Form

A onvel and striking display of kitchen utensils has been carried out in the Miller Hardware store, Virden, Man. A section of shelving immediately in the rear of the main counter was removed and the space left converted into an alcove built in the form of a concave. Wall board was used for this purpose, and was covered with a spotless white oilcloth. Against this background, which gave the impression of cleanliness, the various utensils were placed, and made one of the most inviting displays possible. Many of the articles were of shining new metal, including polished nickel. Few women who visit this store can resist the temptation of making a purchase of some article or other. The display is a permanent fixture, and solves the problem of disposing of kitchen utensils which are being brought to a high point of perfection. Unless the more modern utensils are well displayed they will never be asked for, and consequently will remain unsold.

If the plans now under consideration to improve the sewage disposal and water supply of Shanghai are carried out, large quantities of pipe and other supplies will be required, as there is at present no sewerage system whatever. It has been recommended that a sewage-disposal plant be installed instead of discharging the waste into the river or using septic tanks. Inquiries should be addressed to the Secretary of the International Municipal Council, Shanghai, China.

Employs Effective Background Scheme to Create Interest in Enamelware, Etc.



Exterior view of Hamilton Hardware Store, Gull Lake, Sask. Mr. Hamilton is standing in the doorway.

The photograph below illustrates the remarkable effect achieved by Cliff. Hamilton, hardware merchant of Gull Lake, Sask., by painting the walls of this store a flat black in order to make graniteware and other articles stand out prominently. The same effect is carried out in one window where tools are displayed, making them stand out attractively and with great prominence. A mirror with frame painted in black is placed at one corner of the window, and reflecting the display gives the appearance of great volume. The cabinet in the rear of the main counter is painted black, causing the samples attached to the drawers to stand out in marked contrast. "It hits them in the eye," is the way Mr. Hamilton describes it, and what he says is right. Shining kitchen utensils, tinware and nickleware are made to appear even more polished and shining than ordinarily. The jet black of the walls and cabinet is relieved by gilt lines.



Mr. Hamilton got his idea when he happened one day to put some black burlap in the bottom of a showcase. He used one coat of paint on the walls. "It shows the dust and is hard to keep clean," he said, "but it is worth while in the additional trade it brings."

Miniature 10c, 15c, 25c Store Idea Proves Successful Innovation in Maple Creek





One of the finest features in the hardware department of the A. A. Meneley & Co. departmental store at Maple Creek, Sask., is the extraordinary amount of goods that are placed out on display in the centre of the store. Table after table is loaded down with articles, and the vast space is turned into a veritable fair or bazaar. Perhaps the most interesting phase of this policy is the sale at these prices on establishment of a miniature 10, 15 and 25 cent store, with the goods placed on three separate triple deck tables on which large price signs are placed. As a result of this great display F. Hockin, the manager, states that customers walk around and help themselves just like the modern cafeteria, carrying an armful of goods to the clerk for parcelling. They are, of course, led to make many more purchasee than they otherwise would have done.

Mr. Hockin believes that the time will come when shelves will become a thing of the past. He contemplates taking his graniteware off the shelves and placing it on tables.

A Good Business Man, or a Good Fellow

Two Instances of Western Business Men That Are Worth Consideration—Being a Good Fellow at the Cost of Business Does Not Pay

TWO instances were met with during a recent trip around the West which goes to prove how dangerous it is for a man to neglect his own business in order to secure prestige in the eyes of his neighbors by devoting most of his time to various other interests. It is like the old fable of the dog who grasped at the shadow and lost the substance.

The first of these cases was met with in the town of Cabri, Sask. Here the story was told of a merchant who formerly occupied a corner store, but who had made an assignment the year before. The consensus of opinion about this merchant was that he was one of the finest fellows the town had ever known, but that he talked too much. No man could have been more popular than he while he was in the town. He was president of the Board of Trade, and a member of several committees; he was chairman of the school board, and a trustee of the church. He also took a prominent part in politics. He was popular, extremely popular, and if he had had the money to back it up he probably would have come out on top. The trouble was that he neglected his business. He was always on the street or at meetings, or ball games, or something else when he should have been in the store. When a customer did come in to see him, the story goes that he would spend a very considerable time in an effort to convert him to his side of politics. Meanwhile other customers waited. He formed enmities by the stand he took on various subjects before the numerous boards and lodges of which he was a member, and he let his business run itseif. He was a good fellow and he allowed a heavy line of credit. Finally one day in Winnipeg there was a meeting of credit men. They decided that the Cabri merchant had reached the end of his tether, and they proceeded to jerk him up with a snap that could be heard in all the adjoining towns. At one sweep he lost his business, his home, and the savings of five years as represented in assets.

Attention That Paid

The second case was revealed in the town of Wetaskiwin, Alta. Here a live wire has stepped in, and starting with a $1,500 stock in 1916, he has developed his business in three years to the largest general store in the town with a turnover close to the $100,000 mark. Adjoining his premises is the big store that formerly held the premier place. Its proprietor was a member of the Provincial Parliament. He was accustomed to spend considerable time among his constituents and attending the sessions of the house. He left his business to his clerks. That is the explanation given by townspeople for the remarkable achievement of the stranger who usurped his position in the brief period of 36 months. The new man devoted his full time to the business. He made it a point to meet customers, make friends of them and see that they were satisfied. He strove in every way to give service. The people wanted service. They switched over to the new store.

Looking Ahead For Future Customers

All the boys and girls of Maple Creek, Sask., and the country round about were invited by A. A. Meneley & Co., of Maple Creek, to a special juvenile picnic. Special programs were distributed all through the district covered by the store. Besides containing a list of 17 sports for which prizes were given, it contained the following announcements:

A. A. Meneley & Co. invite all the boys and girls of the town and district to their Juvenile Picnic AT THE BARRACKS BRIDGE
Parents send your children. Let 'em all come. We will take care of them. All kinds of fun. Read our time card. Cars leave Post Office at 3 o'clock sharp, **and for love o' Mike be on time.**

Prizes will be given for each of the above events and will be on exhibition in the windows at the BIG STORE.

Entries for the sports must be made before 11 o'clock on the morning of the picnic. Make your entries at the store.

Free Picture Show at the Grand

At 8.30 p.m. we invite the parents to meet the children at the Grand Theatre. We have arranged for special comedy films.
Two Side Splitting Hous with Charlie and Fatty
EVERYTHING FREE. Money will be no good. Just pack your eats. Everything else will be provided

The boys and girls came out in crowds and had a splendid outing.

"We find it a good investment from an advertising standpoint," said a member o fthe firm to HARDWARE AND METAL, "and we are also catering to the good will of the young people. They are our future customers."

FINNISH RUBBER AND LEATHER FACTORY

The Helsinging Sanomat, a Helsingfors daily, states that it has been decided to establish in that city a firm for the manufacture of rubber and leather goods, to be known as the O. Y. Finska Treugolnik A. B. The capital is 5,000,000 marks, ($965,000 at normal exchange), but may be increased to 15,000,000 marks ($2,895,000.) Because of its close connection with the Treugolnik Co., of Petrograd, this Finnish concern will doubtless prove a great factor in the rubber and leather trade.

Opportunities for the Hardware Merchant in the Sale of Prepared Roofing and Roof Repair Materials

Points in sale of roofing outlined by D. P. HATCH, Sales Manager The Barrett Company, Ltd., Montreal, P.Q

THE enormous increase in the sales of Prepared and "Rubber" Roofing during the last ten years or so, would tend to indicate that hardware merchants generally, are more and more realizing the opportunities for real profit in handling this line.

Knowledge Essential

It goes without saying that in order to sell any article successfully, the seller must be thoroughly conversant with it. One of the most successful salesmen that has ever worked for this company, upon being asked to state the principal reason for his continued success, replied: That he defied any man to ask him any question about either the process of manufacture or the practical application of any of the goods that his house produces which he could not fully and completely describe. That intimate knowledge of his line was the secret of his success.

Explaining his continued selling success, a roofing salesman stated "That he defied any man to ask him any question about either the process of manufacture or the practical application of any of the goods his house produced which he could not fully and completely describe." That intimate knowledge of his line was the secret of his success.

The successful retailer of roofing materials to-day is the man who is prepared to visit the job, size up the kind and class of work in progress, determine the nature of the roof deck and its incline and then be ready to recommend to his prospective customer exactly the type of roofing most suited for such work.

In the same way a close understanding on the part of hardware merchants and the man behind the counter of the more salient features of the manufacture of roofing materials and their practical application, is surely bound to result in greater and more profitable sales of such materials.

No Hidden Secrets

It may possibly be that the sale of roofing and roof repair materials is more technical than the sale of the average article in the hardware merchant's stock. However, no longer are there any dark secrets and mysterious formulae surrounding the manufacture of this class of goods. The salesmen of all reliable roofing houses to-day are willing and prepared to describe in detail all processes of manufacture or application. This information may be had for the asking.

Visit the Job—Advise Application

The successful retailer of roofing materials to-day is the man who is prepared to visit the job, size up the kind and class of work in progress, determine the nature of the roof deck and its incline and then be ready to recommend to his prospective customer exactly the type of roofing most suited for such work. Further, he must be prepared to advise his customer as to how best to apply the roofing, how to construct flashings properly around chimneys, skylights and curbs, how to properly fasten the roofing at the eaves, how to line the valleys and in fact be prepared to inform him on all the practical details of application.

Big Field in Roof Repair Materials

Again there is a most profitable field, indeed, for hardware merchants in the sales of roof repair materials. Much prepared roofing, as well as roofing of other types, has been sold in the last ten or fifteen years. A great deal of this is now due for repair each year. Talk the roof repair proposition over with the next roofing salesman that visits you; assimilate all the information that he can give you and ask him to explain the different lines of roof repair materials that he sells. It is undoubtedly a true statement to make that the possibilities for profit to the retail merchant in the sale of roof repair materials is bounded only by the knowledge and activity of the men behind the counter.

There are relatively small hardware dealers upon the books of this company whose sales of roofing and roof repair materials are abnormally large—out of all proportion, in fact, to the size of their business as a whole. This volume of business in roofing materials has simply been developed by a close and careful study of the roofing problem.

Co-operate With Manufacturer

Reputable roofing manufacturers are always prepared and pleased to assist the retailer in every possible way. Samples, attractive literature imprinted with your firm name, cuts for use in local advertising, testimonials of service, etc., etc., may be had upon your simple request. Roofing problems may possibly be bothering your clerks. Get them together some night, call in a practical man and go into all the details with them.

Turpentine Prices Have More Than Doubled Since the First of the Year

TURPENTINE has been one of the surprises of the year. Had anyone predicted six months ago that all price records would be smashed, those in the trade would have paid little attention to the prophecy. But this is just what has happened, in fact, it is still happening.

On January 1, with an active demand the turpentine market was steady, with quotations ranging from $1.07 to $1.10 per Imperial gallon. Reports indicated that shipments overseas would commence at no distant period, and were likely to be heavy.

By the middle of January prices at primary points had advanced five cents and the market was showing great strength. From New York came reports that stocks were getting low.

By February 8 the price had dropped two cents, and by the 15th of the month the decline had reached five cents, prices being quoted at $1.05 to $1.08 per gallon. The market continued to decline, and a week later prices were down to $1.04. By March 8 it was down to $1.03.

By March 22 the price was advancing, and had risen four cents. By March 29 it was $1.10 and by April 5 had climbed to $1.12. On April 12 it had dropped back to $1.10, and on April 19 had jumped again to $1.15. In another week the price had moved up to $1.17, and by May 24 was $1.20.

Stocks Reported Low

By June 1 heavy shipments were being made at $1.30. The next week saw a jump of 20 cents, prices being quoted at $1.50, and reports stated that the stocks at Savannah were at the lowest point in many years. By the middle of June quotations were up another five cents, and a week later were up to $1.60.

On July 1 prices stood at $1.65, with heavy shipments moving overseas. A week later prices were unchanged, but shipments had practically ceased overseas, and a reaction was looked for. Reports regarding short crops, however, caused prices to hold fairly well, and although prices dropped, they did not fall below $1.55.

Overseas buying commenced again, and with German buyers coming into the field prices began to soar in a fashion never before experienced in the history of the Southern markets. By July 26 the quotations were around $1.82. By August 2 they were $1.95, and a week later had climbed to $2.21. During the next week they had risen to $2.50, but later reacted and came down to $2.40. The latter figures are entirely unprecedented in the history of the market and fully justified the opinion of the importers that there was no telling where turpentine would soar to as stocks were very low and there was a big demand.

"There will be no more cheap turpentine for some time," said Mr. Robert Pinchin, proprietor of the Ontario Oil and Turpentine Co., Toronto, in discussing the outlook for turpentine with HARDWARE & METAL. "Prices have stopped advancing for a day or two because the Germans, who will be heavy buyers, have not been able to make satisfactory arrangements for credits. This will no doubt be arranged shortly and then I expect prices will start to jump again. Just how important a buyer Germany is of turpentine may be gathered from the figures showing the amounts imported in the year before the war 3,275,929 gallons. Germany was easily the largest buyer of turpentine. There are other factors to be considered now also. When the war broke out the demand for turpentine was cut off and hundreds of southern producers were ruined. Then came the demands for men in munition plants, and thousands of those who had been employed in the production of turpentine at low wages went into other occupations at very high wages. Just how seriously production was affected is shown by last year's figures which totalled about one-half of a normal crop. This year's production will not be any larger than that of 1918, if it is as large. Thus the situation is that with half a crop there is an unprecedented demand. The producers are doing their best to stimulate production, but they have to pay their men very much higher wages, and cannot get the men they want even then."

Canada's Imports of Turpentine

1914	1,114,363 gallons
1915	917,912 "
1916	1,026,768 "
1917	1,109,029 "
1918	978,125 "

Big Business Ahead for Hardware Dealers Who Handle Cement

"THERE is record business ahead for dealers handling cement and no one is going after the trade more aggressively than the hardware dealers," said John Lavelle, sales manager of the Alfred Rogers Company, Toronto, in discussing the situation with HARDWARE AND METAL.

"Cement sales opened up well in the spring, they have been improving all summer and the outlook for the fall is still better. We are looking for 1920 to be, perhaps, the greatest year on record. There is every indication that it will be the big year."

Prices to be Steady

As far as prices are concerned, Mr. Lavelle stated that there is little reason to look for any change. He expects that they will be maintained at about the present levels.

"The hardware dealers are real business getters," said Mr. Lavelle. "Forty per cent. of our distributors are hardwaremen, and I would say that approximately they handle thirty-five per cent. of the total business. They go right out after trade and we find that they are right on the job all the time. They are in touch with those needing supplies and with prospective buyers, and they keep well informed regarding the needs of those in their territory. They are not afraid to advertise and let the people know that they have got the goods. In short, they are live wire merchants and they are getting splendid results.

Lots of Business

"There is no question at all about the volume of business to be had. The trade among the farmers is showing an increase of forty per cent. so far this year. During the past week or so it has slackened a little, because the farmers have been very busy harvesting, but indications are that there will be a big call for cement this fall from the farmers. They are prosperous and they are putting some of their money into new and better homes and buildings and into improvements. Had it not been for some shortage of help among the farmers during the spring and summer, sales would have been even bigger, but now that many of them have their sons home and the help situation relieved, they are going right ahead.

Big Building Program

There is a big building program under way which will call for the use of a lot of cement. In some of the big centres trade has been affected because of unrest and labor troubles. Taking it all around, though, a splendid lot of building is under way and I should say that sales of cement this year will be approximately double those of last year. There is lot of work going ahead this fall and a lot of other work is planned for the spring. The architects all over the country are very busy, and some of the jobs they are getting out plans for run into large sums. Many of the contractors have plenty of work on hand to keep them busy all the rest of this season and are being asked to figure on other work. It certainly looks as if there was no doubt about the business ahead."

The Roland Hardware Co., Ltd., of Roland, Manitoba, has been granted authority to increase its capital up to $50,000.

Render Service You Would Like to Get

A Woman's Ideas on Merchandising — Mary J. Stewart, of Tilbury, Ont., Employs Aggressive Tactics in Conduct of Hardware Business — The Barb Wire Move—Sells Customers Service—Studies the Game

Written for Hardware and Metal by G. S. H. WILLIAMSON, Associate Editor

IN the olden days (and not so far back either) when one mentioned the hardware store, it was generally considered the man's place to do the shopping. The hardware store catered to the men—the women occasionally did do the unusual and entered the sacred precincts of the men's store, but it was not often. To-day the hardware store is as much the women's store as the men's—perhaps more so—thus do things change.

The Woman Proprietor

The process has been gradual, was almost imperceptible at first but it came and it is a change which hardware men all over have been quick to appreciate and turn to good account. However, there is one field which man still claims superiority in— in numbers at least—and that is the proprietorship of the store. That it will continue so seems probable, but that is no reason why women cannot function from the proprietor's chair in the store as well. They are doing it, and the case of M. J. Stewart of Tilbury, Ont.—The M. standing for Mary—is a living example of successful operation of a hardware store by a woman.

It's a Partnership

To be absolutely correct, the writer should say "two" women, for Mrs. Stewart and her cousin, another young lady, are handling the business. There are no big burly men around, either, to handle the stoves, move the furniture and do the heavy lifting. With the aid of a boy, these two women are handling one of the nicest hardware businesses one would wish to own.

Tilbury, Ont., is situated in the very centre of one of the most prosperous sections in Canada, and on the country road between Essex and Kent Counties. It is 35 miles east of Windsor, and 20 miles west of Chatham. The country surrounding is given over to the production of canning crops and the town is well known as a canning centre. The locality is also a great oil centre. The community is a prosperous one, so that it is an unusually advantageous position for the hardware merchant.

Established 42 Years

The business has been established for 42 years in the one place, Mrs. Stewart's husband being interested, until his demise about one and a half years ago. To-day the store has one of the best locations for taking care of trade any proprietor could wish. It is situated on a corner, with a large corner window, which gets double display value, and as well, there is another large display window at the front of the store. The interior of the store is well fitted up, and as will be seen from the accompanying photograph, the goods are out where people can see them.

SELLING SERVICE

Mrs. Stewart says: "As a customer for other lines of goods, I appreciated courteous treatment, promptness in being waited upon and having the feeling that the merchant sold goods back of which he would stand. That formed our interpretation then of store service and our customers know that they can get satisfaction or their money back."

The Barb Wire Story

Mrs. Stewart firmly believes in having merchandise out where customers can see it. "It is in this way that we save ourselves much unnecessary effort in making sales, and make sales which otherwise would not be thought of," Mrs. Stewart stated. "Perhaps I had this brought home to me most forcibly in regard to barb wire. Rather an odd instance to cite, perhaps, but it illustrates the point I would like to make better than any other line I could mention. I found on taking over the store that there was a large stock of barb wire in the warehouse. It had been there for a long time, and there seemed to be no call for it. I moved a spool out to the front of the store—right on the sidewalk where everyone passing would see it. The barb wire has been moving ever since—we have cleaned out all the old stock, re-ordered once, and I am expecting the arrival of the second order placed almost any time now. There was a concrete example of what display would do, and we have profited by it to the extent that we get everything out we can for people to have the suggestion to buy constantly before them."

MOVING BARB WIRE

Speaking of the value of display, Mrs. Stewart cited an instance on the sale of barb wire which had been a sticker. She said: "I moved a spool out to the front of the store—right on the sidewalk where everyone passing would see it. The barb wire has been moving ever since and we are expecting now delivery of our second re-order."

Was Not Versed in Business

"It was not an easy task for me to try to manage this business," Mrs. Stewart continued. "I had never bothered about the store when my husband was living, and probably never would have could I have sold out to advantage. I had the business, however, and I felt that I should be making it bring me in some revenue. I secured my cousin's cooperation and we started in. Here we are still, and if I may say so, going strong. The business has practically doubled in the past year, and I am convinced that we are making a success of it. Our bank book is the best evidence of this."

"To what do you attribute your success," Mrs. Stewart was asked, to which she quickly replied: "'Service.' There are many ways in which customers may be treated," Mrs. Stewart said. "I know because I was for many years and am still, a customer for many lines of goods. I appreciate cour-



Window display in the M. J. Stewart store at Tilbury, Ont. A nice display of aluminum cooking utensils is shown, and a rather novel way of showing small kitchen articles and paint brushes is employed. The effect is good, and the ar-

teous treatment, promptness in being waited upon, and having the feeling that the merchant sold goods back of which he would stand. Right there then, was what we adopted as our interpretation of how we could sell service to our customers. We have advertised and put into practice the slogan: 'Satisfaction guaranteed or your money back.' We stand back of every thing we sell—if it doesn't turn out right, we make it right, and there is no better foundation on which any business can be built.

Devoted Time to Study

"The past year has been a mighty hard one, I can say that," Mrs. Stewart stated. "We knew practically nothing of the details of the business, but we have studied hard in an effort to learn. In this connection I can say that HARDWARE & METAL has been of inestimable value to us. It has been our good Samaritan and helped us over many difficult places. Articles on how other merchants have made a success of their business, and the markets have given us information we could have secured in no other way so quickly and advantageously. We study also manufacturers' catalogues and circulars on the goods we handle, and the result has been that we are becoming increasingly interested in this erstwhile 'man's game.'"

Store Arrangement Good

The arrangement of the store is good. To the right, on entering, is shelving for tools and builders' hardware. The goods are neatly sampled on the fronts of the drawers, making a splendid showing of these goods. Display cases are also used which serve to emphasize the various lines of merchandise displayed therein. To the left, furniture, stoves, washing machines and kindred lines of house-furnishings are constantly on display. These goods are kept dusted and polished, presenting a most attractive layout.

Furniture Good Line

Mrs. Stewart is very enthusiastic over the opportunities which handling furniture presents in selling other lines carried regularly in the hardware store. "It gives us an opportunity to sell the bride and groom, as an instance, their complete house-furnishings with the exception of window blinds and curtains. For the parlor, dining-room, kitchen (including enamelware, tinware, aluminumware and stoves) and bed-room. We have the stock here for the entire house, and it is business the hardware store can handle to distinct advantage," is how Mrs. Stewart outlined their attitude on this department of their business.

The windows are used to distinct advantage, and it is perhaps here that these ladies excel. They naturally have a taste for arranging goods in an attractive, sales-compelling way. The accompanying photograph shows a well arranged display of kitchen utensils and a background built up from hanging many small lines on clothes bars. The idea is excellent, and being unusual, the results proved decidedly effective.

"There is, perhaps, one point I should mention," Mrs. Stewart said, "in reference to how we manage in handling stoves and the heavier furniture business. Our customers are remarkably good, the men from the farms usually bringing in a neighbor to assist them in loading onto their waggons, and thus relieving us of much of theis work. Almost a 'self-serve' proposition one might say, but we are giving service, and the assistance the men give us in this respect is cheerfully given."



View of the interior of the store of M. J. Stewart, Tilbury, Ont. Neatness is one of the first things to appeal to the eye of the visitor to this hardware store. The displays are well arranged, and goods out where they secure the attention of the customers.

Altogether, the M. J. Stewart store is a good store, well conducted, adopting progressive selling methods and making progress. Its success is in no small measure due to the fact that M stands for Mary—a business woman.

May Sell Linseed Oil by Weight in United States

THE following announcement is being sent to the trade by American linseed oil crushers and their representatives:

For some time the Linseed Crushers' Industrial Council, of which our company is a member, has been conducting a work for the betterment of the conditions in the industry, which impose unfair burdens on manufacturer, distributor, and consumer.

The council has now under consideration a question of a substantial change in the merchandising policy of linseed oil—that is, changing the unit price of oil from a gallon to a pound basis.

This change would mean that linseed oil would be quoted at so much per pound, and no recognition given to the gallon measure.

As you know, the majority of vegetable oils are now sold on the pound basis, and in order that the council may have the advantage of full and complete expressions from its trade on this subject before making this change in policy, will you kindly register your vote by making a check opposite "Yes" if you recommend the change, and opposite "No" if you do not?

Do not fail to note on the back of this card, before mailing the same to us, substantial reasons for your decision.

We thank you for your co-operation in this matter in behalf of the industry.

According to Canadian crushers, with whom HARDWARE AND METAL discussed the question, the adoption of the weight standard would make little difference to them.

"While we nominally sell by the gallon," said one crusher, "we are really selling on a weight basis, because many shipments, especially those going overseas are reckoned on the basis of nine pounds to the gallon. That is a standard for linseed oil."

Another crusher pointed out that there is a slight difference in the weight of various linseed oils. He thought that the sale by weight strictly might have advantages in this way, but stated that before the measure is adopted finally its effect in relation to other liquids should be considered. It would make no change as far as the Canadian trade is concerned whether linseed oil is sold by the gallon or by the pound as far as the crushers are concerned, he said.

Reports from across the line state that the weight system is favored by some dealers in the States owing to the fact that in handling there is often a loss of from 3 to 3½ per cent. Manufacturers, it is stated, figure this loss in their costs, but many dealers and contractors do not realize that the loss reaches this amount.

Merchant Who Buys Early Saves Worry

Montreal Jobbers See No Advantage in Delayed Buying — Auto Accessories Reveal Rapid Development—Business All Along the Line Is Showing Increases—Collections Splendid

FOLLOWING their own policy of buying liberally, the advices being sent out to their travelling men by Lewis Bros., Ltd., Montreal, suggest that the matter of purchasing for the selling needs of the coming fall be plainly placed before the retailer. If he decides to protect himself all well and good, otherwise he will have to accept the responsibility of shortages when the goods are needed.

This is the buying and selling policy of the above firm for the coming months, according to John A. Frazer, sales manager of the company. In an interview, Mr. Frazer expressed some interesting phases of the situation to HARDWARE AND METAL.

Reasons for Buying

"Any small declines in the price of various lines of hardware have almost invariably been followed by advances to fully offset these, if not to advance the prices," said Mr. Frazer. "This has largely been the result of labor increases, and the tendencies have been upward right along. We see no likelihood of lower prices for a long time to come, in fact it may be several years before prices that can be considered low, will prevail.

"There will be great activity all this fall and next winter in the big automobile factories. I understand that there will be three eight-hour shifts in many of these plants, enabling the manufacturers to sustain operations the full twenty-four hours."

There are two outstanding reasons justifying the belief that prices will hold firmly, and with wages continuing high, and likely to, Mr. Frazer sees no prospect of lower levels obtaining.

Did Not Cancel

"We had bought very heavily of certain lines of auto accessories. An announcement was made that a certain large manufacturer would sell his own lines at a very close price. This, we understand, led to the cancellation of many orders and to the temporary holding up of others which had been placed with private manufacturers. We had ordered very extensively, and while the quantities were heavy we considered it better business to leave the orders as placed, rather than reduce them. Since then we have repeated on many of these lines several times, and for one line alone we recently received the twenty-ninth invoice."

Mr. Frazer referred to the fact that one large manufacturer, selling a line of automobile horns, was behind on his deliveries 97,000 horns. This is added proof that, in such a line as accessories there will be no surplus of stock and no probable decline in the markets.

On a recent visit to a large United States centre, Mr. Frazer had requested acceptance of a large order by a manufacturer of certain accessory lines, leaving the matter of delivery entirely with the firm on the understanding that they would accept. He had not yet learned the verdict, but hopes to secure the goods sometime within the next six months.

Increases Already

There has been a splendid buying spirit among the retailers, Mr. Frazer states. They seem to have anticipated the difficulties that might be met in securing goods. In any case they have been selling freely and have had to place repeat orders. Orders for fall delivery are accumulating and there is improvement in this respect as well as in orders received for immediate delivery. In fact, accessory sales have surpassed all estimates, and each month has recorded large increases.

Mr. Frazer pointed out that the same was true, largely, of other departments. Asked as to whether lines which had been very slow purely on account of the war were again selling. He replied that a real revival of buying was manifest for sporting goods. Rifles and shot guns and all kinds of accessories pertaining to this department were moving freely now. Not only so, but ammunition for trap shooting was moving again in fairly large quantities.

Price No Object

There had been an increased demand for plated ware and for electrical goods. Cutlery was a big seller. And one of the notable features of the present buying is that of the high-grade goods selected. "A merchant used to balk at the high prices," said Mr. Frazer, "but he has come to know that good merchandise will cost money, and he pays the price."

Summing up the present outlook, Mr. Frazer concluded: "We have, in my opinion, entered already upon a new era. It is the merchant who is going after business to-day who is getting it, and I believe that there are many years of prosperity ahead in this country."

Eastern Canada Prospects Excellent

The present conditions as affecting the hardware jobbing trade in Quebec and the Maritime Provinces are reported excellent by George C. Davis, vice-president and general manager of Frothingham & Workman, Ltd., Montreal. To HARDWARE AND METAL, Mr. Davis stated that business was most satisfactory and that there was every reason to anticipate a big fall trade for all lines of hardware.

Asked as to whether the present and prospective activity was applicable to any one section of the country, Mr. Davis said that all the eastern territory was in a healthy business state. This was evidenced in the number of orders received and in the tonnage going forward to all parts of the Maritimes, while Quebec Province business was very active.

Not only is there a free movement of goods to the retailer but the orders are larger. This is a change from the practice of most merchants since the signing of the armistice, and Mr. Davis attributes the improvement to a return of confidence. He also believes that the average merchant has satisfied himself of the improbability of declines coming on hardware lines, generally. Thus arriving at a satisfactory conclusion as to his buying, he is making his demands upon the wholesaler somewhat larger, realizing that it is well to have such stocks as may be required by his trade, and having them wanted.

A Big Variety

In the matter of selecting hardware at present, Mr. Davis stated that the demand was for a general class of merchandise. There was really little hardware in which the turnover was suffering, and, in addition to this there was a welcome return to the purchase of some goods which had been slow sellers owing to the effects of the war.

Sporting goods are having a fairly large sale at the present time, and a large distribution of them is being made in all directions. Nickeled goods and electrical are enjoying an increased demand from all parts. In this respect a notable movement has developed for electrical washing machines. It is simply a question of being able to secure the stock, and it was stated that delays had held shipment of these goods back.

Wire nails have been a big seller. Mr. Davis understands that it has been with some difficulty, indeed, that nails have been secured to meet all requirements.

Asked as to the condition of accounts, Mr. Davis expressed himself as most pleased. "There are very few returns from the bank these days, and bills are promptly paid. This condition is even more favorable than ever, for there have been times in the past when returns from the bank would reveal 12 or 15 unpaid bills." There was little fault to find in this respect.

As to the tendency of prices, Mr. Davis feels, decidedly, that the basis for most lines will hold firmly and that higher prices may come. "There has been a tendency upward lately, and many lines have gone up. With wages high and likely to continue, there is not much likelihood of lower prices prevailing," he stated.

Successful Program at Man. Convention

Retailers Disclaim Responsibility for H. C. of L.—Decide to Form Joint Stock Fire Insurance Co. for Merchants—A. G. Box, Pierson, the New President—Small Attendance Did Not Mar Enthusiasm

Written by E. H. SCOTT, Western Representative MacLean Trade Newspapers

BRANDON, Aug. 15.—Business of far-reaching importance was transacted at the fifth annual convention of the Retail Merchants' Association of Manitoba, which was held at Brandon, August 13, 14, and 15, and this despite a very small attendance, there being present only about 30 delegates from points outside of Brandon. The membership in the province totals over 800. The fact that harvesting started about three weeks earlier than usual this year was mainly responsible for the poor attendance.

It was decided that in future district conventions should be held at points all over the province, these conventions to appoint delegates to the annual gathering.

Chief among the resolutions passed was one disclaiming responsibility for the high cost of living, and calling for an investigation of the charges made by Dr. R. J. McFall in this regard. It was decided to form a joint stock fire insurance company for merchants. There were several other resolutions passed, including a proposal to ask for a Federal law prohibiting premium contests. A. G. Box, hardware merchant, of Pierson, was appointed president. He is an energetic young country merchant, and as former vice-president took a leading part in the convention.

Several inspiring addresses were given by F. H. Mann of Devils Lake, North Dakota, and by R. L. Line of Columbus, Montana.

The entertainment features provided by the Brandon branch were excellent. Noonday luncheons at the Prince Edward hotel, with sing-songs from a printed card, were the rule daily. A well-staged banquet and dance brought the proceedings to a close.

The Secretary's Report

I have much pleasure in presenting to you the sixth annual report of the Manitoba Board of the Retail Merchants' Association of Canada, Incorporated. This report covers the fourteen months between the last convention held at Winnipeg on June 18 to 20, 1918, and the present meeting, August 13 to 15, 1919. During this period your Executive officers have had under consideration a large number of questions of great importance to the retail trade. The financial statement presented by the treasurer covers the fiscal year ending March 31, 1919.

Sixteen meetings of the Executive have been held. The membership as of July 31, 1919, totals 785; in Greater Winnipeg 330, other points in Manitoba 455. All of these members are in good standing; all dues having been paid. Our association work throughout Canada is receiving greater interest, more sympathetic co-operation and larger financial support on the part of members than formerly. This is due to the fact that the members are beginning to measure and appreciate the service which our organization renders. During war time great opportunities were given for the exercise of co-operative effort and I would like to take this opportunity to direct your attention to the untiring and unselfish services of the Dominion Secretary, E. M. Trowern, at Ottawa, and the enthusiasm and genuine interest of J. A. Banfield, Dominion President, in all questions which affect the status of the retail trade in Canada.

At the last convention held in Winnipeg June 18-20, 1918, the following Executive officers were elected: George W. Markle, Winnipeg, president; A. G. Box, Pierson, first vice-president; A. F. Higgins, Carman, second vice-president; T. A. Connell, Winnipeg; treasurer; J. H. Curle, Winnipeg, secretary.

Action was taken on the resolutions passed at the last convention as follows:

1. Resolution on "Win the War Effort."—The Executive officers and members of the association have been identified with the various movements which had for their object the success of the war, and general rejoicing accompanied the signing of the armistice and peace terms.

2. Resolution asking merchants to study Transient Traders' Act, and that municipalities be requested to observe same. During the year this matter was covered in a bulletin to the members. In addition, municipal officers should be requested to examine the 1918 statutes and amendments.

3. Resolution asking for co-operation with the University of Manitoba in the establishment of a Chair of Commerce—The officers have the assurance of the Advisory Committee on Commercial Education of the University of Manitoba that a director of commercial education will be appointed as soon as a man with the qualifications desired can be secured.

4. Resolution on Conference of Farmers and Commercial Organizations—A. F. Higgins and your secretary attended a meeting called by Henry Detchon, honorary secretary of the Joint Committee of Commerce and Agriculture, with a view to bringing about such a conference. Satisfactory arrangements were not made as to the date of the conference and the meeting was postponed indefinitely. The last general meeting of the Joint Committee of Commerce and Agriculture was held at Regina in March, 1918, when A. F. Higgins, H. L. Montgomery and your secretary were present.

5. Resolution as to Time of the Holding of the Convention—To be determined by a questionnaire. Numerous interviews with members caused your executive to choose the month of June.

6. Resolution on Parcel Post—This matter was referred to the Dominion Executive for action. The Dominion Secretary has forwarded a letter to the members of the House of Commons and the Senate with statistics showing that the rates on parcels are not sufficient to pay for the service. Letter rates are high in order to absorb the loss occasioned on the parcel post service.

7. Resolution on Benefits of Prohibition in Manitoba—This resolution was passed to assist the campaign for prohibition in New Zealand. Your Executive is co-operating with the Social Service Council of Manitoba in an effort to secure satisfactory permanent prohibitory laws in Canada.

Resolutions 8 to 11 covered thanks to the press, Industrial Bureau and exhibitors and speakers.

12. Resolution appointed A. F. Higgins, H. L. Montgomery and William Iverach to meet farmers, manufacturers and wholesalers. This matter was referred to in Resolution No. 4.

13. Resolution re Bankruptcy Act—A special committee of the Dominion board met a special committee of the Dominion House when this bill was introduced in 1918. Numerous changes were suggested so that the whole retail trade would not be tied up. Your Executive, co-operating with Horace Chevrier, met in conference with W. F. O'Connor, K.C., and H. P. Grundy, when further changes were considered and agreed upon. The Act goes into effect in 1920.

Recommendations.

In addition to the resolutions referred to, your Executive was requested to ask for a revision of, "The present method for the inspection of weights and measures." This matter has been referred to the Dominion Executive.

"The Cold Storage Problem."—This matter will have to be taken up with the Minister of Agriculture. The Deputy Minister will likely be present to make a statement to the convention.

"The Classification of Freight."—This was referred to the Dominion Executive.

"District and Sectional Meetings throughout the Province."—This matter is under consideration, and will go into effect with the appointment of a business expert at the university.

Community Building and Affiliation With Social Service Council.

During the year the Executive received an invitation to affiliate with the Social Service Council of Manitoba and they did so. Your secretary is a member of the Committee on Community Organization. This department of the Social Service Council has as its secretary F. C. Middleton, who was appointed on June 1, 1918. Excellent work has been done throughout the province, clubs having been formed in 25 centres. We expect during the year these will become a get-together medium for the farmers and the merchants to their mutual benefit and the good of the community generally.

Co-operating with a representative of the wholesale grocers, a questionnaire was pre-

OFFICERS FOR 1919-20

The following officers were elected:

President, A. G. Box, Pierson.

First vice-president, A. F. Higgins, Winnipeg.

Second vice-president, T. A. Connell, Winnipeg.

Treasurer, J. W. Kelly, Winnipeg.

Honorary secretary, W. E. Crawford, Brandon.

Advisory committee, W. L. Salmon, W. J. Devlin, Winnipeg.

pared with a view to securing the selling policy of all wholesale grocers soliciting business from the retail trade of Manitoba. The selling policy of these wholesale houses are now on file for reference. We would urge the members again to advise our office of all irregular selling.

Fixing of Prices by Dominion Government

Your Executive was requested to co-operate with the Government in the event of such action being taken.

Provincial Taxation Board

Your Secretary was appointed a member of the Manitoba Tax Commission. During the year meetings of the commission have been held at Winnipeg, Brandon, Souris, Portage la Prairie, Morden, Dauphin, Neepawa and Minnedosa. At all of these places evidence has been secured regarding the methods of making assessments and the collection of taxes. Merchants have shown their interest in the various sessions by submitting figures and other valuable information as a protest against the present tax on personal property and rental values. Practically every retail merchant was in favor of a tax on net profits and salaries in lieu of the business tax as now imposed.

Assisting Farmers in Greater Production

Reports go to show that great assistance was given to farmers by merchants and clerks throughout the Province of Manitoba during the 1918 harvest. In some places the stores were closed for part of the day to help the farmer in this movement.

Application by Express Companies for Increases in Rates

Your secretary appeared before the Board of Railway Commissioners at sittings held in Winnipeg, when objections to the application of the express companies for increased rates were heard. The burden of the arguments were presented by the Winnipeg Board of Trade, with whom we were pleased to co-operate. An examination of the proposals of the express companies revealed the fact that they desired to reduce the tariff on those packages which entered into competition with the parcel post rates and have the increases apply to the heavier packages. We drew the attention of the commissioners to the fact that this would mean that one branch of the business would be conducted at a loss while another section would take care of this loss, and at the same time produce a profit on the entire investment. We opposed this attempt of the express companies to follow the lead of the Dominion Post Office in its policy of carrying parcels at less than the cost of the service.

1919 Legislation

(a) Licensing and Bonding of Produce Dealers—Manitoba has suffered for many years with certain produce dealers who were unbusinesslike and dishonest. Their plan was to offer higher prices than that paid by regular reliable dealers, with the result some persons, attracted by the price, made shipments and suffered losses accordingly. These were reported from time to time, the latest being those who shipped to the Anderson Produce Company December, 1918. Your Executive officers were of the opinion that the operations of this class of dealer should be checked. We sought and secured the support and co-operation of the officers of the Manitoba Grain-Growers' Association, the Home Economics Society and the Manitoba Agricultural Societies in our efforts to eliminate such, and by a special Act granted by the Government, which went into effect May 13, 1919, all dealers whose principal business consists of handling farm produce shall be required to obtain a license of $10.00 and furnish a bond for $3,000 before doing business in Manitoba. I would urge all shippers of produce to co-operate as far as possible in carrying out the provisions of this Act. Our association will use its best efforts to make it hard to be dishonest in business.

(b) Amendment needed in respect to certain licenses. Your officers have applied for the Amendment of the Municipal Act and the Transient Traders' Act in respect to the exemption from licenses of goods manufactured in Manitoba if sold by the manufacturer or his authorized agent. This provision is unfair, is out of date and discriminates. At the suggestion of the Committee on Amendments to the Municipal Act this matter will be considered with the Union of Municipalities prior to being brought again before the Government.

(c) Early Closing Movement Growing.—This question has been a live issue in Winnipeg for years, but more particularly during the past year, due to an appeal that has been made from the decision of the magistrate based on the amended by-law. Your officers have studied this question carefully and are fully convinced that early closing by-laws if introduced must be properly enforced. Dealers who wish to enjoy the privileges of remaining open after the closing hours of other stores should (as provided for in the Shops Regulation Act) be required to confine their stocks to those lines which may be sold after hours. This action on the part of your officers has not been popular with some dealers, who looked at the question purely with a selfish motive, but we believe that early closing will never prove satisfactory until there is administration that is guided by the best interests of all concerned, and it must be fair and effective.



View of Rosser Ave., Brandon, Man., looking west. One of the principal retailing streets of this Western city. Inset is the new fire hall.

Many suggestions and inquiries have been received from country towns on closing stores for one-half day each week. Many merchants are enthusiastic over the advantage of having a half day free. No doubt this question will be brought before the convention for your consideration.

(d) The Chinese Trader—Complaints have been received from time to time during the year respecting the practice of certain Chinese merchants who conduct business under very unsanitary conditions, and who also ignore the Lord's Day Act. There is a strong demand for more effective regulation of such traders with a view to having them adopt higher standards of living.

Service of the Manitoba Office

Throughout the year every effort has been made to furnish the members with satisfactory service in the following branches:

1. Information on the best methods of bookkeeping.
2. How to display goods and where to get fixtures.
3. Information regarding competent help.
4. The checking of freight bills and information on other transportation matters.
5. Credit information and collections.
6. Information on advertising and selling.
7. Information on insurance, fire, accident and health.
8. Information on irregular selling.

Dominion Legislation and Activities

Mr. Banfield, Dominion President, will cover the work of the Dominion Executive in his address. I will not make any attempt to include these matters in this report except to state that I believe we have had good co-operation with the head office.

The Future of Association Work

If the association work is to make more rapid strides, there must be greater co-operation among merchants generally than there has been. I am convinced that the getting together of merchants will benefit customers and dealers, and would greatly add to the possible usefulness of the association.

J. H. CURLE, Secretary.

Many Important Resolutions Passed

One of the most important resolutions passed by the Brandon convention of the Manitoba Retail Merchants' Association was that disclaiming responsibility on the part of the merchants for increasing prices, and the high cost of living. The resolution demands an immediate investigation into this charge preferred by Dr. R. J. McFall, High Cost of Living Commissioner. The president of the Retail Merchants' Association for Manitoba, George W. Markle, moved the resolution, while the seconder was Ald. J. B. Curran, of Brandon. This important resolution asks that a speedy inquiry be undertaken at once by the Board of Commerce. It also further states that Dr. McFall is confusing the minds of the consuming public on the real causes of the trouble. This resolution is as follows:

Full Inquiry Invited

"Whereas the retail merchants of the province deplore the ever-increasing high prices prevailing for the necessities of life and realize that they are helpless to remedy the conditions, and whereas the High Cost of Living Commissioner, Dr. R. J. McFall, has given statements from time to time to the press which in effect indirectly charge the retail merchants as a class with demanding exhorbitant prices. Now be it therefore resolved that this convention declare its stand in relation to these charges.

"The recent inquiry of the Federal Government and other investigations that have been made during the war and since the signing of the armistice, has shown conclusively that the retail merchants as a class have not made unfair profits. It must be apparent to anyone who has followed the exposure of profiteering during the war and in recent months, that the retail merchants are not among those who have made even unusual profits, while at the same time these investigations have shown that enormous profits have been made by many other classes who are much nearer the source of supply than the retailer.

"It therefore appears to the delegates here assembled that the High Cost of Living Commissioner in making such charges is diverting and confusing the minds of the consuming public on the real causes of the trouble. And inasmuch as the retail merchant comes more closely in contact with the consuming public than the producer, manufacturer, or wholesaler, is therefore placed in a more or less defenceless position by these official charges.

"Therefore be it resolved that we urgently request that the newly-appointed Board of Commerce fully consider the



J. H. CURLE

Secretary of Manitoba Branch of the Retail Merchants' Asseociation

question as it applies to the retailer, at the earliest possible date. Further, be it resolved that a copy of this resolution be sent to Dr. R. J. McFall and such other officials of the Government dealing with the problem of the high cost of living."

Other resolutions were passed as follows: "Resolved that the incoming executive be requested to secure legislation whereby all retail stores in Manitoba will be required to close on Wednesdays or Thursdays at 1 p.m. each week and every other day excepting Saturdays and days preceding holidays at 6 p.m. during the months of June, July and August."

Resolution of Community Work Lectures

"Whereas satisfactory results have attended the work of the University of Manitoba in the short courses in merchandising offered in February, 1918 and 1919, and the field work done among business people in August, 1918, therefore be it resolved that the members of this association express their appreciation for this service, which has been rendered by the University of Manitoba and that we continue to co-operate with the university for the advancement of commercial legislation with a view to having extension work serve as many business centres as possible."

Resolution on Community Work

"Whereas the Social Service of Manitoba established a Community Organization Department on June 1, 1918, with F. C. Middleton as secretary, and which department has been the means of organization of a large number of community clubs throughout the province, which clubs have added to the happiness and prosperity of the centres so organized;

"Therefore, be it resolved that we the members of this association co-operate in every possible way with the Social Service Council in the promotion of this work."

Resolution on Soldier Settlement

"Resolved that the members of this association use every means possible to co-operate with and assist soldiers going on land in Manitoba."

Resolution on Taxation

"Whereas the Manitoba Taxation Commission had held sessions throughout the province to receive evidence on methods of assessment and taxation.

"And whereas it is the intention of said commission to make recommendations to the Government:

"Therefore, be it resolved that the members of this association be requested to submit to the commission evidence in the form of statements to show inequalities which exist in the distribution of the business taxes as distributed under the tax on retail values and personal property, and that we urge for the appointment of a permanent taxation board to have supervision over assessment on taxation matters in the province with a view to increased efficiency."

Resolution on Licenses Respecting Goods Manufactured in Manitoba

"Whereas under the Municipal Act no license is required in villages or rural municipalities for hawking, peddling or selling from any vehicle or other conveyance any goods, wares or merchandise manufactured in this province if the same is hawked or peddled by the manufacturer or by his bona fide servants or employees;

"And whereas such goods if stocked in a retail store are subject to a business tax;

"Therefore, be it resolved that the executive be requested to apply to the Legislature for an amendment to the Municipal Act whereby this exemption will be removed."

Resolution on Produce Dealers

"Whereas there have been many losses in the past on shipments of produce by farmers and merchants through the operations of unreliable and dishonest produce firms;

"And whereas the Manitoba Government at the 1919 session granted legislation whereby produce dealers are now required to be licensed and bonded;

"Therefore, be it resolved that we co-operate with the Department of Agriculture by reporting all cases of irregular buying or selling of produce with a view to having the provisions of this act carried out."

A resolution protesting against the alleged inequalities of taxation in Manitoba was passed as follows:

"Whereas the Manitoba Taxation Commission has held sessions throughout the province to receive evidence on assessment and taxation;

"And whereas it is the intention of said commission to make recommendations to the Government;

"Therefore, be it resolved that the members of this association be requested to submit to the commission evidence in the form of statements to show inequalities which exist in the distribution of the business taxes as distributed under the tax on rental values and personal property, and that we urge for the appointment of a permanent taxation board to have supervision over assessment on taxation matters in the province with a view to increased efficiency."

After some discussion among the members, this resolution was unanimously adopted. It was generally felt by the members that under existing conditions the merchants were being overtaxed. After a short discussion, an amendment is to be asked for by the Retail Merchants' Association to the Municipal Act, requesting that the exemption be removed regarding non-requirements of a license for hawkers and pedlars selling from any vehicle or any other conveyance in the province.

Dominion President Speaks on Community Building; Outlines Aims of R.M.A.

J. A. BANFIELD, of Winnipeg, the president of the Dominion Board of Retail Merchants, addressed the delegates. He dealt with legislation enacted reecntly and suggested changes and improvements therein.

"I notice that in the Council of Agriculture platform," said Mr. Banfield, "their statement of regrets at the shifting of young men from the farms to the cities. Surely there is a remedy for this, and I feel that if they look into the homes they will find considerable of the cause, and the blame is not altogether with the farmer; it rests also on the merchants in the small towns, because in their hands lies the upbuilding of their community."

Mr. Banfield then dealt with the comparison of educational advantages, the wage question, and general public utilities in the farming districts. He advised the establishment of public libraries and the establishment of community centres "where all classes of the community might gather and get acquainted."

Dealing with the principles of the Retail Merchants' Association, Mr. Banfield stated that the association stands for "Honest weights and measures, no misrepresentation in the quantity, quality, or value of the goods sold; one price to customers on proprietary trade-marked articles upon which a fair price has been fixed and printed by the manufacturer; no deceptive tricks to allure customers to buy goods that they are familiar with at a cent or two below the regular price, and then get back from them more than the loss made in goods that they are not familiar with; no false advertising, no attempt to rob the working classes or the farmers by buying manufactured articles or produce that has been made by those who receive starvation wages."

Co-operatives and Mail Orders

The association aims to oppose any attempt on the part of any promoters or persons who are not familiar with the retail problem to induce our customers to place their money, or their trade in speculative co-operative stores or society ventures on the idea that they will be able to buy much cheaper and have dividends paid back to them, which dividends, if paid, are overcharges or bribes, paid back to customers in order to deceive them and endeavor to hold their trade; to point out to every resident of our cities and towns that if they want their city or town to prosper, they must keep their money in local circulation, and that the retail mail order houses that send goods into the municipality which are carried by merchants are not contributing to the support of the municipality; to endeavor to give the best service and accommodation to the buying public and to give to those who are worthy credit when they require it; to keep a register for the inspection of all the merchants, of those persons who habitually make it a practice to avoid paying their accounts, so as to prevent them from securing further credit and to send the names of those who have met with misfortune to the proper officials



J. A. BANFIELD

Winnipeg, President of Dominion Executive Council of R.M.A.

in the municipality whose duty it is to examine into all such unfortunate cases; and to ask our customers and citizens of our cities and towns to patronize those retail merchants who believe in the above principles, and who have united with their fellow-merchants, whose duty it is to see that these principles are lived up to.

Delegates Attending The Convention

The following merchants were in attendance at the Brandon convention:

S. R. Acheson, Boissevain; R. C. Balloch, Reston; Frank H. Brady, Reston; A. G. Box, Pierson; F. T. Baxter, Winnipeg; H. Bicknell, Wheatland; J. A. Banfield, Winnipeg; G. B. Bedford, Brandon; E. Bolton, Brandon; S. Broomhall, Brandon; J. Bedford, Brandon; W. D. B. Boyd, Roseisle; T. A. Connell, Winnipeg; W. Chrests, Brandon; W. E. Crawford, Brandon; J. N. Campbell, Makinac; W. J. Currie, Lauder; H. Cooperman, Brandon; S. Cooperman, Brandon; W. J. Draper, Brandon; A. J. Doak, Brandon; H. Davis, Desford; George Dinsdale, Brandon; J. F. Dobber, Brandon; W. W. Donaldson, Brandon; J. M. Donaldson, Brandon; John Farrell, Brandon; T. F. Foreman, Brandon; D. Hetherington, Souris; M. A. Hetherington, Souris; A. Hartley, Virden; H. E. Hatteim, Rapid City; A. L. Hall, Brandon; M. Johnston, Brandon; E. T. Johnson, Boissevain; W. S. Kenner, Pierson; A. B. Knowlton, Brandon; K. M. Kerr, Brandon; J. W. Kelly, Winnipeg; A. E. Ligne, Rapid City; P. Lamont, Brandon; S. H. Lees, Souris; T. E. Morris, Alexander; J. F. McDonald, Brandon; S. K. McDonald, Brandon; W. E. Minion Brandon; R. F. McBurney, Brandon; J. H. Niore, Souris; E. B. McDonald, Souris; W. F. Murphy, E. Newdale; J. W. McArter, Souris; E. J. McKittrick, Brandon; J. B. Ober, Brandon; John Pepkin, Brandon; Geo. Parrett, Brandon; Jas. Rothnie, Virden; J. H. Rankin, Brandon; J. M. Robertson, Brandon; E. E. Riesberry, Rapid City; S. D. Robertson, Brandon; J. G. Robertson, Brandon, H. H. Sutherland, Brandon; O. Sawyer, Aexander; Mr. Shewan, Brandon; R. H. Vankirk. Winnipeg; Chas. P. Williams, Plumas;; Geo. White, Brandon; W. Hutchings, Brandon; Ed. Hill, Brandon; W J. Creelman, Brandon; Louis Franchard, Ste. Rose Du Lac; S. Delveaux, Ste Rose Du Lac; Jos. Molgat, Ste Rose Du Lac; Wm. Shear, Brandon.

Retailers Decide to Form a Joint Stock Fire Insurance Company

AN important move in the history of Manitoba retailers was taken at the Brandon convention of the Manitoba Retail Merchants' Association when it was definitely decided to form a joint stock fire insurance company.

Little discussion followed the reading of the resolution, which was moved by D. W. Boyd, of Rose Isle, and seconded by W. E. Crawford, of Brandon. By this resolution it was decided to form the company as soon as sufficient stock is subscribed to by the members. Only members in good standing will be allowed to hold stock or carry insurance in the company.

Refused to Co-operate

This action was taken as a result of the refusal of the Saskatchewan Retail Merchants' Mutual Insurance Company to cooperate, and as a result of advice from the Manitoba Fire Insurance Committee against the forming of a mutual company. This action is being taken largely on account of high premiums charged by the insurance companies for insurance of retailers' stock and property.

The resolution, which follows, was adopted:

"Whereas a committee of this association has been studying the question of forming a fire insurance company with a view of effecting a saving on the insurance premiums for the members;

"And whereas negotiations have been carried on with the directors of the Saskatchewan Retail Merchants' Mutual Fire Insurance Company with a view to having their company extend its operations into Manitoba, and whereas the Saskatchewan Retail Merchants' Mutual Fire Insurance Company

does not consider the time opportune for such extension of operations;

"And whereas the Manitoba Fire Insurance Committee has advised against the formation of a mutual fire insurance company in Manitoba,

"Therefore, be it resolved that the officers of this association take the steps necessary to form a joint stock insurance company as soon as sufficient amount of stock has been subscribed by the members, the said stock to be limited to the members in good standing in this association."

During the discussion which ensued President Markle pointed out that in the case of a joint stock company all risks could be reinsured, whereas this would be impossibls in the case of a mutual company. Under this plan, too, the operations would be unlimited. He stated that in April or May of last year, when enquiries were sent out, the merchants immediately offered business amounting to $215,000. He made the statement that A. F. Higgins, a Winnipeg grocer, had offered to subscribe $10,000 for stock in a merchants' insurance company.

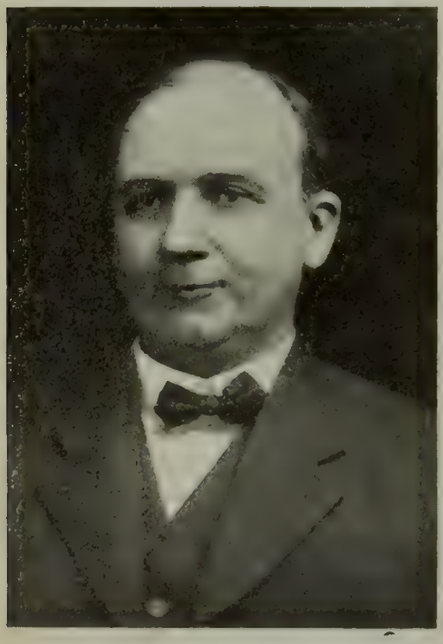
F. H. Mann, president of the North Dakota Retail Merchants' Association, said that he was also president of the Merchants' Mutual Fire Insurance Company of North Dakota. This company, he said, wrote all classes of insurance, and operated the same as the old-line companies. They offered a cash discount of ten per cent. for insurance paid within 15 days. Insurance to the amount of $4,000,000 was carried, and the company had been able to pay a dividend of 20 per cent. His company, he said, had the privilege of reinsuring risks, and further protects itself by scattering its insurance. For instance, it would not place insurance on an entire block. He told further about the Implement Dealers' Insurance Company in his state, which had been operating successfully for 18 years on the note system. That is to say that only 60 per cent. of the premium was payable in cash, the other 40 per cent. in the form of notes, on which money was never realized except it became necessary to assess the members in the case of some great conflagration. He said that the merchants' company was the largest in the state.

Newsy Features of the Convention Briefly Told

A very important resolution was passed by the R.M.A. regarding future plans for conventions. It was decided that in future, district conventions would be held. At these district conventions delegates familiar with local conditions in their respective districts would be appointed to attend a yearly conference to conduct the general business of the association. It was further pointed out by J. H. Curle, provincial secretary, that such a movement would awaken intensified interest among merchants who have not as yet linked up with the association.

* * *

W. J. Keyes, of Kelvin Technical School, Winnipeg, spoke on practical retail advertising: "Many merchants," said Mr. Keyes, "could not see the connection between selling and advertising. Good advertising results in reduction in price of goods to the consumer, an important item at the present time. He advised co-operation between retailer and manufacturer in advertising as this would result in assisting the retailer in making his advertising expenses cheaper.



ALDERMAN J. B. CURRAN,
Proprietor of the Brandon Hardware Co., Brandon, Man., and 1st Vice-President of the Brandon branch of the R.M.A. of Canada.

Edwin Loftus, K.C., lecturer of the Manitoba Law School, addressed the convention on "Commercial Law as Related to the Retailer."

"Partnership," said Mr. Loftus, "is a poor proposition for the reason that partners are liable for partnership debts even if they do not know such debts are being or have been contracted. Oral contracts," he said, "open up a large field for fraud." In order to get away from this in 1910, the statute of frauds was passed. His whole address dealt largely with questionings of vital interest to merchants, and was made interesting by the illustration of practical cases coming under his attention daily.

* * *

The question of better distributing of merchandise caused a brief discussion. Particularly in respect to the jobber selling goods direct to the consumer, in a district at a price that prevented the local dealer from competing for the business. Better co-operation between the wholesaler and retailer was considered necessary and the following resolution was adopted:

"Whereas, the problem of the effcient sympathetic co-operation of manufacturers, wholesalers and retailers, and

"Whereas, the limited co-operation of the past has not produced as rapid strides as is desired in solving the problems of modern merchandising.

"Therefore, be it resolved that the executive be requested to use their best efforts to get the manufacturers and jobbers of Canada to assume greater responsibility in studying and assisting to solve the common problems of distribution."

* * *

A window dressing contest was a feature of the convention of the Manitoba Retail Merchants' Association at Brandon, August 13-16.

The judges, H. R. Vankirk and J. Baxter, expert window dressers, stated the interest taken was very keen and the windows generally were exceptionally good. The prizes were awarded as follows:

First prize—Knowlton's shoe store. This was a display of ladies' footwear. The feature of this window was a neat and well-executed background. The merchandise was seasonable and neatly displayed. Another good point was the splendid range of all prices ticketed with exceptionally neat price tickets. A well-designed and harmonious show card was well placed in the display. The percentage awarded was 95 per cent.

Second prize—Clement's drug store. A display of toilet powder. 90 per cent. award.

Third prize—W. T. Creelman, display of ladies' and men's footwear, 85 per cent. award.

Fourth prize—McPherson & Bedford, a display of bedroom furnishings; awarded 80 per cent.

Fifth prize—McCulloch Drug Co., a display of kodaks and candies, 75 per cent. award.

Sixth prize—Johnson Hardware Co., a general display of hardware.

Seventh prize—Star Grocery.

Eighth prize—W. S. Gooden, gents' furnishings.

Ninth prize—S. A. Thompson, clothier.

Tenth prize—Cut Rate American Shoe Store.



JOHN POPKIN,
Of the Johnson Hardware Co., Brandon, Man., Secretary of the Brandon branch of the R.M.A. of Canada.

Canada's Paint Bill for 1919 is Large

Western Provinces Have Been Using Much Paint, Too—Merchants Continue to Manifest Usual Optimism—Linseed Oil Price Fictitious—West Will Yield Fair Crop Flaxseed, Says W. S. Fallis

AFTER an absence of a month in Western Canada, during which time he traversed all the provinces right through to the Pacific Coast, W. S. Fallis, managing director of the Sherwin-Williams Company of Canada, Ltd., has returned to headquarters in Montreal. To HARDWARE AND METAL Mr. Fallis stated this week that he had found business excellent and considerably larger than is looked for at this season of the year. July itself, said Mr. Fallis, was a remarkably good month and one of the biggest on record. There had been big increases in the gallonage going forward and all lines are moving freely. An immense volume of business has been passing all through the season, and shipping staffs have been extremely busy. The demand has been heavy for both prepared paints, specialties, and for white lead in oil.

British Columbia Good

Conditions are very good at the Coast and throughout B.C., Mr. Fallis said. While his trip had necessarily been filled with business every day, and at all stages, a little stop was made in the Okanagan fruit district. "The fruit farmers there are very prosperous and are getting big prices for their products. The crops are good this year and the yield of berries has been large and that of apples also is heavy.

"Fruits are commanding higher prices than ever before. Three cents a pound used to be an average price for berries. I learned of one fruit farmer who had disposed of his crop this year at 17c per pound and this man had a yield of thirty tons.

"The apple crop will be a large one and the growers are selling this as it stands, right on the trees, realizing from $2.10 to $2.25 per box for the same," continued Mr. Fallis.

The Coast is a busy place and shipbuilding at both Vancouver and Victoria has been conducted actively. In this respect the absence of strike difficulties has been a welcome change from the earlier conditions obtaining there this year.

Alberta-Saskatchewan

Much has been said regarding the conditions affecting the development of the crop in Alberta. There will not be a big yield in some sections of the "sunny" province, particularly in the south, in that region south of Calgary. Here, drouth has worked some hardship and there can be no improvement, of course, now that the season has developed so far.

From Red Deer north the prospect is better and there will be some fair yields, while from Edmonton toward Saskatoon, in a diagonal line, there will be quite a large yield. This section of Alberta and that north from Edmonton will prove better, perhaps, than other sections in the province.

In Saskatchewan there will, Mr. Fallis says, be a fair crop. Here the yield will vary greatly according to the district. All south of the main railway line is more or less affected by lack of moisture, this belt being tributary to that of Southern Alberta. From the district around Moose Jaw to the Manitoba boundary the conditions are much better and the yield here will be good. Around Saskatoon and north from there, the conditions are fairly good.

Manitoba Is Best

From the standpoint of actual grain yields Manitoba will be the star province of the West this year. It has been estimated from time to time this year that there would be an immense yield there. Of recent weeks there has been some development of rust, but this will not be responsible for a drastic revision of estimates, it is thought. Mr. Fallis believes that the farmers of this province will reap a record crop, notwithstanding any drawbacks there may be.

One of the big yields in Manitoba this year will be that of flax. "I would estimate this to total 3,000,000 bushels," said Mr. Fallis. "This will be a big factor in the general flax situation and the farmers of Manitoba have all been raising a little flax this year. Taking all the production of the Western provinces, this year's yield of flax may even exceed the crop of last year, although the West has produced as much as 17,000,000 bushels in a single season."

Abnormal Flax Prices

The prices asked at present for flax Mr. Fallis considers abnormal and quite decidedly on a high speculative basis. "After seed passed the $3 mark the benefit passed from the farmer to the speculator," said Mr. Fallis.

Asked as to whether prices were likely to lower on seed, Mr. Fallis believed that they would later on. There will be a large yield of flax in India this year, Mr. Fallis stated, and once the crops are harvested and available he believes that prices will be more favorable. It is not clear, just at present what the definite trend of the market will be later. Conditions, as surrounding flax, have been most difficult to define and the heavy speculative feature has been manifest for many weeks, making it decidedly difficult to make plans, excepting from day to day.

A Good Sign

Mr. Fallis believes that the West will take hold of its problems in that progressive and optimistic manner so characteristic of it. The difficulties there will not be few, in some districts, but the business conditions will depend, in large measure, upon the people themselves. With colections good to date, which they have been, Mr. Fallis states, there ought to be progress and reason for a steadying of conditions that will discount the necessity of any undue alarm.

A careful student of Western conditions for many years, and as one who has unbounded faith in its future, Mr. Fallis believes that conditions will prove satisfactory, in the long run, throughout the West.

LITTLE PROSPECT OF DECLINES IN SHEET BUILDING MATERIAL

The last decline effected in architectural sheet metal building materials was in February of the present year. This decline, HARDWARE AND METAL is informed, was made with a view to stimulating building. It was also made to apply to materials which had been bought from the mills at high prices, the manufacturers of the finished product absorbing whatever loss there was through these reductions.

It was pointed out to HARDWARE AND METAL this week by a large Canadian manufacturer that a further readjustment of prices had been under advisement for some time, but these are now unlikely to materialize. As he stated, "We fully intended to make another material decrease in prices during this month, but the increased cost of labor, plus exchange and an unexpected increase in freight rates, both in the United States and Canada, prevented us from taking any step.

"Now we have been advised that a general strike in the sheet steel industry in the United States is imminent, in fact there are already strikes in two mills from which we receive our raw materials; consequently we cannot see any daylight for this last half of the year, and prices will have a tendency to increase, rather than otherwise."

Thus, a condition has been created which was quite unlooked for some time ago. It is apparent that lower prices are not probable under such conditions as those just recited. The market will be a firm one.

The Imrie McFarlane Hardware has opened at Tillsonburg, Ont. The firm will conduct both a wholesale and retail business.

EVENTS IN THE TRADE

New Firms

A. Findlay has opened a hardware store at Chatsworth, Ont.

Business Changes

Cornfield, Sask.—Partnership has been dissolved in the Lutz Hardware Co.

Wroxton, Sask.—M. C. Kremer, hardware, is succeeded by Pawchuk Bros.

Teeswater, Ont.—John McGowan, of Hamilton, Ont., has purchased the hardware business of R. J. Mann.

Incorporations

Morse Oil Company, Limited, capital $1,500,000, head office Toronto, plans to prospect for and manufacture and deal in oil.

J. E. Dennie, Limited, capital $24,000, head office Toronto, plans to manufacture and deal in paper bags, cardboard and paper products.

Scarfe & Company, Limited, capital $500,000, head office Brantford, Ont., plans to manufacture and deal in paints, oils and varnishes.

Handley-Page, Limited, capital $2,500,000, head office Morrisburg, Ont., plans to manufacture and deal in aeroplanes and aviation equipment.

Personals

A. G. Hayes, of the Consolidated Plate Glass Company of Canada, Ltd., Toronto, is in Winnipeg on business.

Robert R. Jamieson has been appointed assistant advertising manager of the Sharples Co., West Chester, Pa.

Robert Pinchin, proprietor of the Ontario Oil and Turpentine Co., Toronto, has returned from a business trip to Cleveland.

C. A. Thomas, manager of the Toronto branch of the Sherwin-Williams Company of Canada, Ltd., is spending his holidays in the Lake Simcoe district.

J. L. Finley has been appointed superintendent of the Imperial Ooil Co., Montreal, to succeed D. M. Allan, jr., who is going to Halifax.

James Sutherland, of Vancouver, B.C., has been placed in charge of a new tinsmithing and plumbing department just started by the Fulton Hardware Company, of Enderby, B.C.

Norman Miller has been appointed manager of the hardware and auto accessory departments in the store of A. Kenneman, Kindersley, Sask., hardware, tinsmithing and electrical work.

James N. Makin has been appointed superintendent of the Australian Division of E. C. Atkins & Company, saw manufacturers of Indianapolis. He will be located at the E. C. Atkins & Co. Branch House, 5 Australasia Chambers, Martin Place, Sydney, N.S.W.

R. J. Mann, who, after being in the hardware business at Teeswater, Ont., for 37 years, has sold out to John McGowan, of the Steel Company of Canada, Hamilton, Ont., will leave shortly for Galveston, Texas, to spend the winter. Mr. McGowan is a former resident of Elora, Ont.

Obituary

The death occurred at his home in Toronto of Samuel Allsopp, tinsmith and roofer.

The death occurred at Vancouver, of Colin Kennedy, manager of the coast branch of the A. R. Williams Machinery Co., Ltd., Toronto. For many years he was with the Warnock Edge Tool Works, of Galt, Ont.

Death came very unexpectedly to J. Halloran, of the plumbing firm of J. & A. Halloran, at his home, 640 Barton St., Hamilton, Ont. He had not been in good health for some time, but on the evening of August 18 retired as usual. He was found dead in bed next morning, death having resulted from an attack of heart weakness.

John R. Folsetter, for many years in the hardware business at Ayr, Ont., died at his home there on Friday last. For the past ten years he was manager of the Ayr branch of the Standard Reliance Mortgage Corporation. He took an active part in public affairs and was a member of the council for 12 years, a Justice of the Peace and chairman of the Patriotic Committee.

Trade Notes

Empire Tractor Co. has been registered at Toronto.

The Beaver Broom Mfg. Co. has been registered at Montreal.

The Abernethy Oil Co., Ltd., of Abernethy, Sask., has been incorporated.

The International Silverware Co. has been registered at Montreal by Charles W. Meakins.

The Orpen Conduit Co., Ltd., of Toronto, is succeeded by the National Conduit Co., Ltd.

The Clarke Delorne Electric Supply Co. has been registered at Montreal by Malcolm S. Clarke and Rosario Delorne.

A winding-up order has been granted for the Clark Pressed Metals, Ltd., of Toronto, and N. L. Martin appointed interim liquidator.

The Sharples Milker Company of West Chester, Pa., has been organized to manufacture and sell a milker made by the firm. L. P. Sharples, former secretary-treasurer of the Sharples Seperator Co., will be president of the new company.

United Motor Service, Inc., have opened an office and service depot at 88 Adelaide street West, Toronto. They represent the service branch of the following firms: Delco Engineering Laboratories of Dayton, Ohio, manufacturers of electric equipment for automobiles; Remy Electric Co., of Anderson, Ind., manufacturers of automobile and tractor electric equipment; Klaxon Warning Signal Co., of Newark, N.J., manufacturers of Klaxon warning signals, also Jaxon Steel Products of Jackson, Mich, manufacturers of automobile rims and rim parts. Mr. C. D. Fairweather is the Toronto branch manager.

Montreal News

Mr. Orsali, of the Imperial Oil Co., Ltd., has returned from his holidays.

Archie Macfarlane, of A. Macfarlane and Co., is away on holidays this week.

S. A. Jones, vice-president of Newton Line Co., Homer, N.Y., was in Montreal last week.

George A. Paine, of the A. J. Reach Co., Philadelphia, Pa., was in Montreal last week.

Ernest Bureau has been covering territory in the Maritime Provinces and returned early this week.

A. W. Poole, of McArthur Irwin, Ltd., paint and color manufacturers, was in Toronto during the week.

Jack H. Meikle, Caverhill-Learmont representative in the Ottawa district, was in Montreal this week.

Mr. Bedell, of the hardware department of the Hudson's Bay Company, Calgary, has been a visitor to Eastern cities, making Montreal one of his points of call last week.

W. S. Fallis, managing director of the Sherwin-Williams Company of Canada, Ltd., has returned to Montreal after an extended absence of one month in the West. Mr. Fallis was through to Vancouver and Victoria.

T. H. Jordan, vice-president of A. C. Leslie and Co., Ltd., has returned after spending his vacation at York Beach, Maine.

W. J. Egan, Canadian Trade Commissioner for South Africa, has just returned to Montreal. Mr. Egan finds the trade eager to learn of the trade possibilities with the South African Union, and of which, it is understood, there are many.

Royal Cluxton, manager of the Canada Paint Co., Ltd., has so far recovered as to be about for a few hours each day. Mr. Cluxton will probably spend a few weeks in the South before returning to his desk.

Edward Goodwill, manager of the Thos. Davidson Mfg. Co., Ltd., Montreal, returned from his holidays this week. Mr. Goodwill reports the Gaspe Coast lumbering industry an active one, and says this is one of the best holiday resorts ever.

St. John, N.B., News

The city was in festive garb this week in honor of all returned soldiers of the province and of the Prince of Wales, who set foot on Canadian soil for the first time at this port. Great crowds came to the city for the occasion, and two days were observed as public holidays in honor of the dual events. The first, "Soldiers' Joy Day," was marked with a lengthy procession, in which many of the local business houses showed enterprise by entering floats; the second was observed with special ceremonies in honor of His Royal Highness. The programme in connection with the latter was finished about noon in the city, and because of that and owing to the many people from outside points among the visitors, the business houses resumed business in the afternoon and kept open in the evening. The local hardware stores were all nicely decorated with flags and bunting and special patriotic designs in honor of the occasion.

Major Percy D. McAvity, of the 26th Battalion, of T. McAvity & Sons, had the honor of presenting to His Royal Highness the King's and regimental colors, which the Prince then presented to the battalion in behalf of the Daughters of the Empire. Major McAvity had command of the color party.

The Maritime Nail Co., Ltd., had two floats entered in the parade, one of which, representing "Canada Welcoming the Prince," won third prize for being especially spectacular. It was beautifully designed and richly decorated. Their second float, showing a trench scene, was also very good.

W. H. Thorne & Co., Ltd., had a float on which was seen a model airplane with the firm's service card showing thirty-three members upon their honor roll, two of whom had made the supreme sacrifice. It was designed by Mr. Gandy and driven by Arthur Woods. The float attracted much favorable comment.

Third prize for the original floats was won by T. McAvity & Sons in a float representing "No. V. F. 889, from Newfoundland to Ireland," a model of the big 'plane which made history. It was trimmed with bunting, flags and rosettes and manned by young men and women in R.A.F. uniform, Jack Edwards as pilot, E. L. Brennan, Arnold Robinson, Misses Emma Rice, Allison and Dorothy Day, with Jack McKay and C. F. Coleman driving.

"My Old New Brunswick Home," was the title of the float entered by James Pender & Co., Ltd., which was much admired. It was a typical home scene in the rural districts. Those taking part in the representation were Edward Howard, L. B. and R. F. Mabee, Robert Carson, Stanley Irvine, and Fred Charlton.

PETERBOROUGH BICYCLE PARADE

The Bicycle Dealers' Association, of Peterborough, Ont., celebrated peace day by a fancy bicycle parade which was a big success. A large number of gaily and tastefully decorated bicycles took part in the parade, also a number of bicycle floats, and a considerable procession of riders on bicycles which were not decorated.

R.M.A. DELEGATES TO NATIONAL INDUSTRIAL CONVENTION

According to an announcement made by J. A. Banfield, president Dominion board of the R.M.A., E. M. Trowern, secretary of the R.M.A. of Ottawa; J. A. Banfield, president of Winnipeg, and E. H. Watson, a prominent wholesale and retail boot and shoe merchant of Montreal, will represent the R.M.A. at the National Industrial convention, which will meet in Ottawa Sept. 15, and will be presided over by the Premier. All organized commercial and labor organizations will be represented.

CRAWFORD GRIFFIN DROWNED

Crawford Griffin, aged 16, son of Wm. J. Griffin, of Hamiota, Manitoba, was drowned at Shoal Lake while in swimming at a Sunday School picnic. His father is well known to the hardware trade throughout Manitoba, and before taking up residence at Hamiota he resided both at Winnipeg and Shoal Lake.

NEW STORE FOR REGINA

A new hardware store is being opened in the city of Regina to be known as "The Capital Hardware and Sporting Goods Company."

The men behind the gun are Don F. Bolster and C. M. Carruthers—both are experienced men. Mr. Bolster has been in the employ of the Marshall Wells Company, of Winnipeg, as a traveler; later he bought out a business in Prelate, Sask., which he recently sold. He has been manager of the Frank Woods Hardware in Regina, and now opens out in the Darke Block, 2121 Eleventh Avenue, in the store recently vacated by the Ontario Wind Engine and Pump Company, who have removed to their new warehouse and office on St. John street. Mr. Carruthers has had several years of experience in the hardware business.

HUGE NEW ROLLING MILLS

According to press reports the new steel rolling mill which is to be erected on the British Forgings site at Ashbridge's Bay by Baldwins, Limited, of Swansea, Wales, is to be known as Baldwins Canadian Steel Corporation, Limited.

A. M. Russell, of Hugh Russell & Sons, Montreal, is to be president of the new company, which is expected to provide employment for 2,300 men within a year.

CATALOGUES and BOOKLETS

JOHN MILLEN & SON, LTD.

Bulletin No. 46, issued by John Millen & Son, Ltd., 321 St. James St., Montreal, lists the lines of automotive equipment handled by the firm. The bulletin is attractively illustrated and copies of it will be sent to any readers of HARDWARE AND METAL upon request.

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MARBLE ARMS AND MFG. CO.

The Marble Arms and Mfg. Co., of Gladstone, Michigan, has gotten out a calendar for 1920. It shows an attractive painting by Philip R. Goodwin, the celebrated painter of sporting scenes, and is lithographed in several colors. The calendar is 27 inches long and 18 inches wide. Readers of HARDWARE AND METAL may secure one free by writing to the Marble Arms & Mfg. Co., Gladstone, Mich. The firm stipulates that the dealer must make the request on one of his own business letterheads as these calendars are not for general distribution.

* * *

F. E. MYERS & BRO.

Three catalogues just issued by F. E. Myers & Bro., of Ashland, Ohio, contain much that is of interest to hardware dealers. Catalogue No. P. P. 20 lists the shallow and deep well power pumps manufactured by the firm and contains full details regarding working heads, pumping jacks, hydro pneumatic pumps, countershafts, power spray pumps, working barrels, and deep-well cylinders. It contains 142 pages. Complete Catalogue No. 54 contains 430 pages, and in it are listed pumps and hay tools. Catalogue No. H. T. 54 lists hay tools and door hangers and contains 122 pages. Each catalogue is profusely and attractively illustrated. Copies of the catalogues will be sent to readers of HARDWARE AND METAL, who are interested, upon request.

Quebec Province Business Good

Colonel Robert Starke, of the wholesale hardware firm of Starke, Seybold, Limited, Montreal, reports business in the Province of Quebec as very satisfactory. This is the present condition and there is splendid promise of its being better. Col. Starke stated to HARDWARE AND METAL.

"Crops are good in the lower district, below Quebec," he stated. "I have been over the territory there and the prospects are good. I also understand that there is a good outlook in the back country, and that there will be some good grain harvested there."

Quebec is, of course, not a grain country, but the hay and root yields, Col. Starke thinks, will be fully up to normal, or, perhaps, better. The prosperity which has been manifest for some time will continue.

With respect to business, Colonel Starke stated that retailers are still buying for their wants, but not too far ahead. One of the satisfactory features is that of the promptness with which bills are paid. There is little to complain of in this respect and collections are good.

"Really, the greatest difficulty is that of getting goods. This continues to be one of the big problems and it does not look as though we will get a great deal of relief on some lines this fall."

This has continued to be one of the big problems of the jobber. He finds that, with many lines ordered, they are either short-shipped or filed for future filling altogether. Little encouragement seems to offer with regard to uninterrupted service in filling trade orders. It would seem the part of wisdom to buy early and avoid disappointment.

Says Trade To Blame if Shortage

HARDWARE AND METAL has frequently called the attention of the trade to the possibility of shortages continuing in various kinds of merchandise. In speaking this week with a large importer of cutlery and tools, ths fact was touched upon. This informant declared that the buyer—meaning the retailer, and in some cases the jobber—hesitated repeatedly in the spring to buy his requirements. He felt that there would be declines and thought he would be the winner if buying was deferred. Perhaps a slight decline did come about on some lines. This importer had, in several instances, gone out then to sell goods and was frequently met with objections prompted by the above excuse, namely, that prices would decline further. Instead of this, when changes again came about, as they did, they were in the nature of advances.

The above applied to the goods in question—cutlery and tools, and some lines of nickeled ware, etc., electrical goods and so on. Such commodities are difficult to procure still, and this will be the case for months to come, as far as HARDWARE AND METAL can learn.

The situation, in a nutshell, is this. The trade would not buy in the spring in any but such small lots as were required for immediate trade needs. The importer therefore placed but limited orders with his principals; the principals with whom he dealt placed their orders accordingly—and these, too, were cut down. This policy continued right down to the mills where the raw materials were obtained and production of steel and other raw, basic materials was cut down. Then came a period of inaction and continued light buying, comparatively speaking, until the trade realized there would be no precipitate decline of price. Buying again developed and demands became greater upon the mills and the manufacturer. There was but one result. Manufacturers, without material, were unable to get from the mills, the stocks here becoming low, and now, before this condition can be righted, delays will continue for some time and supplies are not to be had without more delays.

All the advices that HARDWARE AND METAL can obtain, on most regular lines of hardware and also on many lines that must be considered special, are to the effect that the merchant who orders at once and as he can use, will be the one who will have least complaint to make later. It is the man with the goods who will sell them; there is bound to be a big demand.

PAINT EMPLOYEES HOLD PICNIC

The Winnipeg staffs of the Sherwin-Williams Company of Canada, Ltd., held a successful picnic on Saturday last. This was enjoyed along the Red River and the day was acclaimed one of the best outings yet. W. S. Fallis, the Canadian managing director, of Montreal, was present.



Ensilage Cutters

A. H. Melvill, Cereal, Alta.—Please forward names of manufacturers or distributors of ensilage cutters.

Manufacturers of ensilage cutters in Canada are as follows: Bateman Wilkinson Company, Ltd. Toronto; D. Bell & Sons Co., Ltd., St. George, Ont; The Bruce Agricultural Works, Teeswater, Ont.; J. Fleury's Sons, Aurora, Ont.; Gilson Mfg. Co., Ltd., Guelph, Ont.; Peter Hamilton Co., Ltd., Peterboro, Ont.; The MacDonald Fraser Co., Ltd., Stratford, Ont.; Massey-Harris Co., Ltd., Toronto; Mississippi Iron Works, Almonte, Ont.; The Matthew Moody & Sons Co., Terrebonne, Que.; John Watson Mfg. Co., Ltd, Ayr, Ont.—Ed.

Marble Slabs

R. T. Holman, Ltd., Summerside, P.E.I.—Kindly advise where we can procure marble slabs for counter tops.

We would refer you to the following firms: The Fletcher Mfg. Co., Ltd., Toronto; The Hoidge Marble Co., Ltd., Toronto; The Marble and Tile Co. of Canada, Ltd., Winnipeg; The Vermont Marble Co., Peterboro, Ont., and the Smith Marble & Construction Co., Ltd., Montreal.—Ed.



Branch managers of Beatty Bros., Ltd., Fergus, Ont., in convention. Reading from left to right: Top row: A. S. Walbridge, Montreal Branch; J. M. Thompson, Winnipeg Branch; D. R. Potter, Advertising Manager; N. J. Cabeldu, St. John Branch. Bottom Row—A. K. Freeborn, Vancouver Branch; T. A. Farnell, Ontario Branch; L. P. Winslow, Ontario Branch; M. J. Beatty, General Sales Manager.

THE CLERKS DEPARTMENT

Intelligent Buying is Just as Important as Selling Ability

Many Dealers Find It Difficult to Admit Making an Error of Judgment in Their Selection of Stock and at Inventory Time—Do Not Place Goods Wrongly Bought at Their Real Value

THEODORE H. PRICE, editor of "Commerce and Finance," is reputed to know more about the general underlying conditions that make for success or failure in business than many of the foremost bankers. In the "American Magazine" he discusses the subject at length as follows:

Every business man knows that the possibility of failure is something he must take into his calculations. This does not mean that he expects to fail. It means that he intends not to fail.

Every week brings him his problems. Every year brings an emergency of some sort. And far more often than is realized by people who are not in business there comes some actual crisis which has to be met.

If the famous saying, "Life is just one damned thing after another" was not originated by a business man, it isn't because commercial life does not fit that description.

A Small Percentage

Yet the number of reported failures, compared with the number of men and firms engaged in business, is very small. And there has never been a time in the history of the United States when this percentage was as low as it has been during the past year.

This apparent immunity is largely due to fact that prices have been rising steadily for four years. And it is in a period of declining prices that the real test comes to most financial structures.

The individual man cannot control these outside conditions which, of course, increase the difficulty of carrying on any business whatever. But if a concern is sound within itself, and if it is managed wisely, it can generally weather the storm. Whereas, if it is not sound, if there are radical faults in management, it may fail even when outside conditions are favorable.

Some of the Causes

That being the case, it is certainly worth our while to examine the causes of business weakness and to pick out some of these faults in management. My own experience has been almost entirely with what is called "big businesss"; but the fundamentals are much the same, whether an organization is large or small.

In my observation, a very large proportion of mercantile failures—meaning failures of businesses which have to do with the manufacture and distribution of goods—are due to what a professional accountant once described to me as "hopeful inventories."

Hopeful Inventories

It had been this accountant's business to compile the schedules of bankrupts; and in that shrewd phrase, "hopeful inventories," he put his finger on one of the chief causes which had led to their bankruptcy.

By it he meant that these bankrupt merchants, when they made their annual inventory, had a habit of invoicing their stocks at prices above what was then the market value of the goods. They invoiced at figures which represented the cost, plus the profit which the merchant originally hoped to obtain; not at what was the salable value of the goods at the time the inventory was made.

Is Much Too Common

This habit is not confined to men who actually reach the bankruptcy courts. It is altogether too common among business firms in general. I do not doubt that many a man who reads this article will, if he is honest with himself, admit that he falls into this error. He cannot resist giving his inventory the benefit of every possible doubt. There is too much hopeful addition in it, and too little wise subtraction.

Success in merchandising is almost as much due to intelligent buying as it is to selling ability; and the merchant who makes a mistake and buys an article that isn't readily salable, often finds it very difficult to admit to himself this initial mistake. When he comes to make his inventory he lacks the courage to include in his figures the loss he must face because of that error in judgment.

Become Shopworn

Goods that are kept on hand for a long time often become shopworn. If they are wearing apparel—shoes, millinery, dry goods, men's furnishings—they go out of fashion. And many article deteriorate in quality. When these things happen, the merchant must finally sell the goods at only a fraction of their original cost. In his unwillingness to accept this fraction, and to admit his loss, he shows a lack of moral courage as well as a lack of sound business judgment.

Will Cause Trouble

For instance, a dry goods dealer who buys women's dresses and, failing to dispose of them, carries them over until another season, is laying up trouble for himself if he makes a "hopeful inventory" and lists those dresses at the prices he originally expected to get for them. Because, in order to move them at all, he will have to sell them at a sacrifice.

It requires courage to face this loss and to take it boldly before it becomes too great; for putting off the evil day only makes a bad matter worse. Most women are shrewd shoppers. They know when a stock is up to date. In a small town, especially, they know whether goods have been carried over from one season to the next. They like to go where the stock is fresh. The merchant who makes a hopeful inventory of his old goods may fool himself, but he is not likely to fool his customers.

This lack of moral courage in facing facts leads to a great many failures which are not essentially dishonest, although there is an element of dishonesty in them. For they are caused by a sort of self-deception which often results quite as disastrously as does the deception of one's patrons or one's creditors.

Wrong Bookkeeping

Another frequent cause of failure is bad bookkeeping. I do not mean mathematically incorrect bookkeeping, but bookkeeping that is wrong in principle.

In some of the European countries a very expressive phrase is used in this connection. When a man fails the merchants in those countries say it was because "he didn't keep his books," meaning that he did not estimate correctly his overhead charges—which include many costs that are, in a sense, intangible—and that he also failed to distribute these costs correctly among the various departments of his business.

This distribution, or allocation of costs, is very important. In many establishments one department which is extremely profitable absorbs the losses in others which are unprofitable.

A man needs an analytical mind, and the assistance of a bookkeeper who is analytical, to determine the costs of conducting each department. He should know which one yields a profit, and which ones are conducted at a loss.

Valuable Knowledge

You can readily see how valuable this knowledge would be to the head of a business. Yet it is astonishing how many merchants do not have it. Among older men there are some who pride themselves on being old-fashioned, and who simply deal with the results of their business as a whole. They know they made a certain amount on a year's transactions. But they do not know that the lion's share of the profit came from only a few departments, and that the business might have made a great deal more if they had built up other departments which had yielded only a small profit, instead of maintaining those which had been run at a loss.

This type of merchant unconsciously relies on the profits from some particular article, or some special line, that is well established or is temporarily in demand. But if that particular line becomes unpopular he may find, to his surprise, that the whole business was leaning on a single support. With that support gone, it collapses.

Criminal Methods

From the standpoint of the business accountant or statistician, these two factors—"hopeful inventories" and "bad bookkeeping"—are responsible for most of the mercantile failures which are not the result of what I may frankly call criminal methods.

By criminal methods I mean the deception of creditors, the creation of a false basis of credit by giving out misleading statements which are known to be dishonest by the man who publishes them,

and a desire to defraud one's creditors by taking advantage of the protection of the bankruptcy laws.

Reckless Speculation

Among what I call immoral, or unmoral, practices which often lead to business failure, speculation takes the first place, because all business is to a greater or a less degree speculative.

But a distinction must be drawn between legitimate and illegitimate business speculation—and it is a very fine one. The conscience of the business man himself must be his chief reliance in determining what speculations are legitimate for him and what ones are improper and an injustice to his creditors.

For instance, the dry goods merchant, who must buy his autumnal stock of goods in the spring, is by the very nature of his business compelled to "speculate" upon the demand he is likely to meet when the autumn season shall have arrived.

Would Face Loss

It is impossible for him to know positively whether the crops which promise well in the spring will come to the hoped-for fruition. He is, however, justified in calculating at least upon an average yield. But if, in a moment of unguarded optimism, he should base his purchase upon the expectation of abnormally large crops, and then should find in October that the people in his section were impoverished by a crop failure, the probability is that he would have to face a considerable loss upon at least the seasonal portion of his stock.

His business loss as a result of this "speculation should not, however, be disproportioned to his capital. If his springtime purchases have been made in a spirit of unwarrantable optimism, he is likely to meet disaster. That is why the great wholesale distributors of the country—who sell their goods on credits which sometimes run four or five months from the planting to the harvesting season—watch the crops so closely.

Keep Track of Crops

One of the most interesting organizations I know of, in regard to the progress of the crops, is that which has been developed by the Simmons Hardware Company of St. Louis. In their credit department there is an extensive system of maps on which, from week to week, the condition of the crops in each country, as reported by their traveling salesmen and other correspondents, is indicated by different colored disks. In this way it is possible to tell at a glance whether the agricultural prospects in a certain section are such as to justify the credits customarily given to the merchants of that region.

There is another form of speculation, however, concerning the impropriety of which there is a question. The man who speculates in his own business, with which he is thoroughly acquainted, and of whose risks he is entirely aware, is perhaps justified. In fact, as I have explained, he is obliged to base his advance purchases on his opinion of what the future holds.

But the man who goes outside of his own business to speculate—the hardware dealer who speculates in cotton, the proprietor of a shoe store who speculates in grain, the dry goods dealer who speculates in stocks—loses his credit just as soon as his speculative proclivities become known to the bankers who extend him the financial accommodation upon which he depends to supplement his own capital.

Temptation is Great

Of course the temptation to engage in what may be called outside speculation is at times very great. Every few years there spreads over this country—and over all countries for that matter — a speculative mania, whose contagion it is very hard to resist. The conservative merchant, especially as he grows older and finds himself a little less disposed to work hard in order to keep his regular business up to the standard of his youthful efficiency, is very prone to allow himself to hope that he can increase the income he is so sorely in need of to meet the growing demands of his family by the deal in stocks, or the "flyer" in grain, which the local broker so confidently recommends him to undertake.

Were Far Harder

One of the few sermons which I can recollect dealt with the temptations of middle age, which, the preacher said, despite all that has been written about the temptation of youth, were far harder to resist.

We all know that as a man grows older and commences to realize his limitations, either as a money-maker or as a leader of men, it is increasingly difficult for him to say "No" to the insidious voice of the tempter who points out that he may, perhaps, have a little more of life's comfort or enjoyment by relaxing the discipline he had put upon himself when he was younger.

Then, too, although it may be an unkind thing to say, it is undoubtedly true that the extravagances of young people, of one's children, is in the United States responsible for not a few of the business failures that occur.

Requires Courage

It requires a higher degree of moral courage than most affectionate fathers possess to say to their daughters that they cannot have the new dress or give the entertainment they are so eager for; or that the son cannot have the new automobile or the vacation trip he is so anxious to take—because "Father hasn't got the money!"

It is an admission of incompetency or mediocrity on the part of the father, which he, poor man, is very reluctant to make to his own children. And while in most instances I would acquit the wives of the responsibility for the unwarrantable extravagances of which so many of our American men are guilty, I cannot acquit the children! However, their fathers are at least equally guilty with them, because of their unwillingness to tell the children the facts.

When it comes to a consideration of the causes of failure that are within the business itself, and due to what we might call its misconduct, I should probably name as the first the inability, or unwillingness, of a business man to divest himself of details and to trust to the judgment of others as his business grows larger.

The Linseed Oil Situation

Present Conditions Are Entirely the Results of Supply and Demand, Says Toronto Crusher, and Looks For Very Firm Markets

"LINSEED oil prices are high, but the whole situation is based absolutely on supply and demand," said M. Ransom, of the Canada Linseed Oil Company, to HARDWARE & METAL. "It is difficult to obtain supplies of seed, and I expect the markets to remain very firm until the new crop is in, and there may be little change even then. In my opinion buyers can make no mistake whatever in placing their orders now for half of their requirements at present prices, and taking a chance on the other half."

The rise in linseed oil prices has been one of the most spectacular of any commodity except turpentine. In spite of the high quotations there has been a steady demand not only at home, but for export, and many firms have been turning down export business because they have had all they can do to look after home markets.

Reports would indicate that United States consumers of linseed oil are in a much worse position than Canadians, owing to the fact that the crushers have been unable to depend upon getting supplies of seed from outside. Just how important outside supplies of flaxseed are to the American crushers may be gathered from the import figures given below.

The imports of seed from Canada have been as follows: 1914, 8,647,168 bushels; 1915, 6,629,860 bushels; 1916, 3,094,735 bushels; 1917, 7,014,523 bushels; 1918, 5,501,391 bushels.

Imports of seed from the Argentine were: 1915 3,927,542 bushels; 1916, 1,468,039 bushels; 1917, 5,209,441 bushels; 1918, 7,432,421 bushels.

The United States buyers had large orders placed in the Argentine for seed to meet its requirement for this year, but when the European buyers came into the market they offered such fancy prices that many of the South American exporters found it more profitable to cancel their contracts and pay the forfeits provided and send the goods overseas. This they have been doing right along, with the result that stocks at many American points are very low.

Canada buys very little flaxseed from the Argentine, and is in no way dependent upon that source of supply.

The 1918 crop of flaxseed at the latest estimates will not be more than 10,000,000 bushels. Early figures gave it as 13,000,000 bushels, but the long spell of hot, dry weather reduced this greatly. The normal requirements of American crushers are in the neighborhood of 15,000,000 bushels, and as they commenced buying wherever they could pick up supplies, prices started to climb, and have been reaching new high records for some weeks.

The market is in such a state now that it is very sensitive to every rumor and responds quickly, and generally upwards, as report after report of shortage comes in.

Not long ago the effects of the rising markets were shown in the all round advance made in paint prices.

As far as this year's Canadian crop is concerned, there is little doubt that it will be short. The best estimates apparently are at about 6,500,000 bushels.

With shortages of this kind in both the United States and Canada, and with overseas countries clamoring for supplies, those in close touch with the situation predict firm markets for some time.

The total amount of flaxseed required for home needs runs from about 2,500,000 to 3,000,000 bushels annually.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

ONE of the most important changes made this week in its relation to conditions existing in the steel and iron markets is that of an advance in some quarters of 20c per 100 pounds in galvanized sheets. There are those in the trade who believe the market will show a general revision upward, while others again look for nothing more than a "levelling up" of existing prices, some declining, others perhaps showing a slight advance. The tendencies undoubtedly seem firm.

New prices have been named on carpet sweepers this week. Those with japanned finish advance $2.00 and nickel-plated finish $3.00 per dozen. Vacuum sweepers have also moved upward with quotations being made at levels $22 to $26 per dozen higher than those which have been in effect.

Ingot metals are strong and in some markets show advances. This is particularly true of tin and copper. The strength of copper is reflected in soldering coppers which are up another 8c per pound this week.

Boxwood rules, measuring tapes, cut hay baling wire, planes, shears and trimmers and sleighs have all joined the list which move to higher levels.

Oakum is reported very strong and higher prices are looked for at an early date. Wrought pipe seems slated for higher levels and difficulty is being experienced in securing sufficient skelp to maintain production.

MONTREAL MARKETS

MONTREAL, Aug. 21—Many advances have been made this week in various hardware lines and the changes are important. These, in brief, constitute increases for hay wire of the cut varieties, common door locks, Sterling slicers, tool sets, screwdrivers and chain and bench drills of Yankee make, these lines advancing about ten per cent. Expansive bits are up as well as the extra cutters for same. Chamois are advanced about 10 per cent. Injectors and grease cups, injectors and ejectors of Penberthy make are all higher. Carpet sweepers are advanced in price, effective August 20. Gun cleaners are higher to the tune of 15 per cent. Shears and scissors of Wiss' manufacture are higher in price. Copper and tin in ingot form are both higher. Black sheets advanced 10c per 100 pounds. One line of hoists is higher. Cocoa mats have been put on a new high basis. Brass middle butts and various other brass hinges are higher. Plug cutters, cement tools and spool wire are all higher.

The two declines of the week are confined to a few lines of old scrap and to wire solder. Trade is remarkably good for August.

Screwdrivers and Tool Sets Higher

Montreal

SCREWDRIVERS, TOOL SETS.—An advance has recently been made in some tools of "Yankee" manufacture. Net prices to the dealer on some of these are now available and are as follows: No. 10 screwdrivers, 2 in., $7.30; 4 in., $9.65; 6 in., $11.95; 8 in., $13.50; and 10 in., $16.15. Number 30 are quoted at $33.70 per doz.; 31, $45.25; 130, $38.50; and No. 20-1, $21.55. Tool sets No. 100 are quoted at $8.10 each.

Yankee drills, No. 41, are quoted at $29.25 per doz.; 42 at $23.10; 43 at $14.65, and 50 at $44.30.

Bench drills are quoted at $6.95 each for the No. 1455, and at 10.35 each for the 1555.

Chain drills, No. 1500, are $5.35, while Yankee vises, No. 990, are $2.95; 996 at $3.20; and 1993 at $8.35 each. Tap wrenches No. 250 are $1.75 each; 251, $2.20; and 1251, $2.90.

Hay Wire and Loop Ties on New Basis

Montreal.

HAY WIRE—A change has been made in the prices, f.o.b. Montreal, on cut hay wire and loop ties. The prices are as follows on "cut": No. 9 per cwt., $5.40; 10, $5.50; 11, $5.55; 12, $5.65; 13 and 13½, $5.75; 14, $5.95; 15, $6.15; and 16, $6.35.

"S" loop bale ties are somewhat higher, as follows: No. 12, $5.50; 13, $5.60; 13½, $5.70; 14, $5.75; 15, $5.95; and 16, $6.20.

Common Door Locks And Slicers Higher

Montreal.

LOCKS AND SLICERS.—Common door locks are higher. The ordinary rim style have advanced to $3 per dozen, net, while the price of porcelain and mineral knobs is now $2.75 per dozen.

Sterling slicers, No. 10, are priced at $2.60 each.

Advance Nearly 12% For Expansive Bits

Montreal

EXPANSIVE BITS.—An advance has been effected for expansive bits. This increase approximates between ten and twelve per cent. and is for Clarke's line. The present prices are: No. 1, per doz., $18.60, and No. 2, $27.00. Cutters for these are also advanced. The present prices for cutters are: No. 1 per doz., $3.10; No. 2, $4; No. 3, $5.50; No. 4, $6.25; and No. 5, $9.40. The increase of price for cutters is about 15 per cent.

Ten Per Cent. Advance on Chamois

Montreal.

CHAMOIS SKINS.—An advance of 10 per cent. on all grades of chamois skins

and all sizes is effective this week. This is due to the labor and shipping shortage. The demand is fairly brisk, with the larger sizes the best sellers, due to the automobilists demand for this commodity.

Injectors, Oil and Grease Cups Higher

Montreal.

INJECTORS, GREASE CUPS, ETC.—Various goods of Penberthy make are advanced, net list now applying and making the advance approximately 30 per cent. Quotations now are: Penberthy ejectors, 60 and 10 off list; Penberthy injectors, 60 per cent. off list; water gauges, 25 per cent. off list, or about 15 per cent. advance; Penberthy grease cups, Nos. 950 to 953, quoted at 40 per cent. off list; No. 954 at 30 per cent. off list, which is an increase of 15 per cent.; Penberthy oil cups, Nos. 300 to 303, at 5 per cent. off list, or about 15 per cent. upward; Penberthy oil cups, Nos. 304 and 305, 15 per cent. off list; Penberthy air cocks, lever and tee handle 40 and 2½ per cent. off list, or 20 per cent. advance over previous quotations.

Carpet Sweepers Are Marked Up

Montreal.

CARPET SWEEPERS.—The Bissell line of carpet sweepers has been advanced for several of the numbers. The list prices are marked higher under date of August 20 on Japanned, $2.00; and on nickelled, $3.00. Vacuum sweepers of this manufacture are quoted $22 to $26 per dozen above former figures. New prices are shown in current market quotations.

Gun Cleaners Higher; Shears and Snips Up

Montreal.

CLEANERS, SHEARS, SCISSORS.—Advanced prices are in effect on all lines of gun cleaners. The increases made are approximately 15 per cent.

Wiss line of shears and snips are advanced. This applies to the whole line of scissors as well and the increase is about 10 per cent. all through.

Various Brass Hinges Make a Big Advance

Montreal.

HINGES—Various increases have been made of late for brass hinges. The latest is that for wrought brass hinges, these being advanced from a former 7½ per cent. advance to the present advance of 25 per cent. on list. The change also applies to desk and shutter, narrow, middle and broad butts.

Hoists Are Higher; Cocoa Mats Advance

Montreal.

HOISTS AND MATS.—Higher prices are in effect for hoists of Burr manufacture. These are selling in the ordinary pattern as follows: No. 3, $1.90; No. 4, $3.60; No. 5, $4.50; No. 6, $5.60; No. 4½, $6.40; No. 5½, $7.75; and No. 6½, $9. For the roller-bearing patterns the following prices are now in effect: No. 3, $3.80; So 4, $5.60; and No. 5, $8.

New prices are out on cocoa mats and the line has increased to the extent of 10 per cent. Labor is one of the contributory reasons for this increase.

Plug Cutters and Cement Tools Go Up

Montreal.

CUTTERS, CEMENT TOOLS. — Advances have been made for plug cutters. The following prices apply for three ordinary stock sizes: Half inch, $6 per doz.; 9-16, $6.40; and 5-8, $6.80. These prices apply to Stearns' make.

Cement tools of the various shapes have also advanced. The increase is equal to about 20 per cent. over previous prices.

Various Spool Wire Is Moved Higher

Montreal.

SPOOL WIRE.—New high prices have been reached on various kinds of spool wire. The following prices apply: One ounce black, per gross, No. 28, $3.55; No. 34, $4.40; and tinned, No. 28, $4.40, and 34, $4.85. Soft brass wire on spools: No. 20 is quoted at $2.50 per doz. for ¼ lb. spools; 22, $2.85; and soft copper in relative sizes, $2.45 and $2.55.

Big Nail Sales Still Reported; Firm

Montreal.

NAILS AND WIRE.—Sales of wire nails still are heavy and there appears to be no diminution in the tonnage from week to week. The price basis is without change, but the undertone is firm and the tendency is that the basis will not lower. The keg price is still $4.75 and this applies, likewise, for cut nails.

There is little new in wire excepting that hay wire is a big seller. Smooth steel wire, No. 9, is quoted at $5 per cwt.

Seasonable Sales Reported For Rope

Montreal.

ROPE AND CORDAGE.—There has been little development in rope markets. Jobbers are buying what they need from the makers and retailers are doing likewise from the jobbers. The tendency is steady on manila and sisal, while soft fibres, as for some time, are very firm and still tending upward. The base prices are: Pure manila, per lb., 32c; Beaver or British manila, 28c, and sisal, 25c.

Stoves Soon Active; Wares Hold Firmly

Montreal.

STOVES AND WARES.—There has been a seasonable, though light movement of stoves and ranges. The same will greatly improve, doubtless, early next month, for shipment of booked orders, and of which many have been received, will begin in earnest. The undertone is firm and there is no indication now of reductions being made. The market is also steady and firm for various wares and the summer trade has been reasonably good.

No Extensive Sales Oil or Gasoline

Montreal.

COAL OIL, GASOLINE. — While August busines has been fair for these lines, there is not a heavy movement. The basis for coal oil holds without change at 21 to 24c per gallon, and that for gasoline of motor grade, 33c.

Good Sales Made Iron and Steel

Montreal.

IRON AND STEEL.—While the marketing of these products at this time of the year is not usually expected to be heavy, the outturn has been satisfactory for the past month. Mills are rolling steadily and some of them overtime. The undertone is quite firm, too, but no changes have been made in the price basis.

Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	6 50
Spring steel	6 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 22
Black Diamond tool steel, per lb.	0 22
Black Diamond cast steel, lb.	0 22
Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75

Black Sheets Up; Galvanized Hold

Montreal.

SHEETS AND PLATES—An advance of ten cents per 100 lbs. has been made for black sheets of all gauges from 18 and lighter. This is in direct and definite accord with the tendencies reported last week in HARDWARE AND METAL. The undertone is firm and no lower prices are likely at this time. There have been no recorded changes for galvanized sheets. Sales are reported good, and of some of the lighter gauges there is said to be a tax on available stocks.

	Per 100 lbs.	
BLACK SHEETS—		
10 gauge	$5 60	$6 25
12 gauge	5 55	6 20
14 gauge	5 60	6 35
16 gauge	5 70	6 50
18-20 gauge	....	6 35
22-24 gauge	....	6 40
26 gauge	6 45	6 50
28 gauge	6 75	7 00
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	$8 35	$9 25
28 gauge	8 30	8 85
26 gauge	....	8 50
22 and 24 gauge	7 70	8 35
20 gauge	7 50	8 35
18 gauge	7 50	8 35
16 gauge	7 30	8 00
English Standard—		
28 gauge	....	8 35
26 gauge	....	8 10
24 gauge	....	7 40

22 gauge	....	7 30
18 and 20 gauge	....	7 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Old Material List Records Declines

Montreal.

OLD MATERIALS.—In accordance with the quiescent state of trade here the prices for old scrap have weakened and lowered quotations are made this week on pipe scrap, stove plate, malleable scrap, and some of the other lines are tending to soften. The basis is well held for scrap copper and lead. Altogether there is not a great deal of movement and the condition seems to be that of a waiting one. It is probable that there may be an active market in a few weeks, when manufacturers will likely be in need of more supplies.

Dealers' Buying Prices—		
Pipe scrap, ton	....	8 00
Stove plate, ton	14 00	15 00
No. 2 busheling	7 00	8 00
Old rubbers, boots and shoes	0 07	0 08
Overshoes, lumbermen's rubber boots	....	0 05
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	....	0 03½
Automobile tires	....	0 04
Yellow brass	0 09	0 10
Red brass	0 15	0 16
Light brass	0 07½	0 08½
Scrap zinc	0 05½	0 06
Light copper	....	0 15
Heavy copper	0 17	0 18
Wrought iron, No. 1, per gr. ton	....	15 00
Malleable scrap (ton)	....	15 00

Lower Prices Now On Wire Solders

Montreal.

LEAD PRODUCTS.—The change of the week on lead products is but one and this is confined to wire solder. The decline recorded amounts to one and a quarter cents per pound, 40-60 being quoted at 36c, 45-55 at 38¾, and 50-55 at 41¼c per lb .

There is a fair sale for manufactured lines and the movement of solder and sheet lead and lead pipe is quite satisfactory, season considered.

Lead pipe	....	0 12½
Lead waste	....	0 13½
Note.—Lead pipe is subject to a discount of 10%.		
Lead traps and bends	....	15%
Lead wool, lb.	....	0 13
Lead sheets, 3 to 3½ lbs., sq., ft., lb.	....	0 12½
Lead sheets, 4 to 8 lbs., sq. ft.	....	0 09½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	....	0 37
Solder, strictly, lb.	....	0 32½
Strictly, commercial, lb.	....	0 31½
Solder, wiping, lb.	....	0 29½
Solder wire (8 gauge)—		
40/60	....	0 56
45-55	....	0 38¾
50-50	....	0 41¼
Zinc sheets, casks	....	0 17
Do., broken lots	....	0 18

Copper Firms Again; Tin Scores Advance

Montreal.

INGOT METALS.—The features of the week are those of a firming of the market for copper and also for tin. There is not a big movement, but there is a good promise in prospect.

COPPER.—In view of the possibility of export of copper to Germany being likely soon, interest centres around this ingot and there is anticipation of prices being advanced once export begins. The basis is somewhat firmer, locally, at 27c per pound.

TIN.—An advance of 2c per pound is made here this week and the tendency is firmer. It is pointed out that little tin is expected to be available from London before September, at the earliest.

LEAD.—This is somewhat firmer in prices, although the product is selling at 7½c per pound. The tendency is stronger.

ANTIMONY.—There is little change. Condition of the market is steady at an unchanged price of 10c per pound.

ALUMINUM.—The basis holds at 35c per pound with sales limited and interest small.

PIG IRON.—$50 per ton is the base price here for this. There has been a limited sale for the product.

TORONTO MARKETS

TORONTO, Aug. 21—Tendencies are decidedly firm and the markets this week reveal many lines quoted at higher levels. Carpet sweepers are up from $2.00 to $3.00 per dozen and vacuum sweepers are up from $22 to $26 per dozen. Boxwood rules and measuring tapes are higher with Wiss' shears and trimmers showing a 15 per cent. advance. Soldering coppers are up 8c per pound and ready roofing has advanced 10c per roll in some quarters. Some factors have increased their quotations on galvanized sheets 20c per 100 pounds.

Soldering Coppers Up Another 8c

Toronto.

SOLDERING COPPERS.—Another sharp advance has been recorded in soldering coppers this week, price moving up another 8c per pound, bringing the base price to 56c per pound. No change in the extras is reported.

Rules, Measuring Tapes Up 10 Per Cent.

Toronto.

RULES, MEASURING TAPES.—A ten per cent. advance has been shown in boxwood rules during the week, both Stanley and Lufkin lines being affected. Lufkin measuring tapes have also followed the upward trend and are being quoted at advanced figures.

Carpet Sweepers Register an Advance

Toronto.

CARPET SWEEPERS.—New prices named on Bissell carpet sweepers and vacuum sweepers show a substantial increase over figures formerly in effect. Carpet sweepers, japanned finish, are up $2.00 per dozen, and nickel-plated finish $3.00. Vacuum sweepers are up from $22.00 to $26.00 per dozen. The new prices adopted, which include these advances, are: American Queen, nickeled fittings, Cyco ball bearing, dozen, $51.00; Cub, jap., Cyco bearing, dozen, $108.00; Champion, nickeled fittings, dozen, $43.00; Champion, japanned, fittings, $36.00; Grand, nickeled, Cyco ball bearing, dozen, $64.00; Grand, japanned, Cyco ball bearing, dozen $57.00; Grand Rapids, nickeled, Cyco ball bearing, dozen, $48.00; Grand Rapids, japanned, Cyco ball bearing, $41.00; Parlor Queen, nickeled, Cyco ball bearing, dozen, $54.00; Princess, nickeled, Cyco ball bearing, dozen, $49.00; Standard, nickeled, fittings, dozen, $45.00; Standard, japanned, fittings, dozen, $38.00; Universal, nickeled, Cyco bearing, dozen, $46.00; Universal, japanned, Cyco bearing, $39.00.

SWEEPERS, VACUUM.— Grand Rapids, nickeled, dozen, $124.00; Household, japanned, dozen, $110.00; Superba, nickeled, dozen, $140.00.

Another Advance Made in Planes

Toronto.

PLANES.—Another advance has been recorded this week in Stanley Siegley planes, which are now quoted at prices showing an advance of ten per cent. over figures only recently named.

Shears, Trimmers, Up About 15 Per Cent.

Toronto.

SHEARS, TRIMMERS.—Quotations are just available on Wiss and Heinisch shears and trimmers, which show a substantial increase over former levels. A new list has been established which provides for a net advance aggregating 12½ to 15 per cent.

Slight Revision Made in Rifles

Toronto.

RIFLES.—A slight revision upward has been made in Winchester rifles, which are being quoted at an advance on the list of 27½ per cent. instead of an advance on list of 25 per cent., formerly effective.

Ten Per Cent. Advance in Sleighs

Toronto.

SLEIGHS.—New prices named in some quarters on sleighs this week show an advance over former figures amounting to about 10 per cent. Increased cost of lumber and mounting production fig-

ures are assigned as reasons for this change.

Waste Holds Firm; Oakum Very Strong

Toronto.

WASTE, OAKUM.—An active demand is in evidence on cotton waste, and the market remains steady with quite a firm undertone. Prices are unchanged at figures shown in current market quotations.

Oakum rules with decided strength, and it looks very much like higher figures on this product for the week; figures in current market quotations still hold good.

Roofing Rules With Firm Undertone

Toronto.

ROOFING.—A very firm market rules on ready roofing with some lines showing a further advance this week amounting to 10c per roll. Manufacturers report business excellent, and look for a continuation of the present satisfactory state of affairs.

Market Rules Unchanged Rope

Toronto.

CORDAGE.—No new developments are recorded this week in rope, prices holding steadily and business along fairly normal lines. The markets show some little unsteadiness, but it is felt present basis will be maintained for some little time. Quotations which are now ruling to the trade are: Pure manila, 32c per lb. base; Beaver manila, 28c; New Zealand hemp, 28c; sisal, 25c; sisal lath yarn, 25c per lb. base.

Good Trade in Stoves; Wares Moving

Toronto.

STOVES, WARES.—Activity is becoming more apparent in regard to the movement of stoves and volume of trade is reported very satisfactory. Prices are very firm.

Business on all lines of wares is reported good and the markets show a decidedly firm undertone. No immediate change, however, is contemplated.

Iron and Steel Bars Holding Unchanged

Toronto.

IRON AND STEEL.—No particularly new developments have entered into the situation on iron or steel bars. Trade is considered very fair and prices are ruling at unchanged levels as follows:

Common bar steel	$4 00	$4 25
Common bar iron	4 00	4 25
Angle base	4 25	4 50
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk iron	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel	4 00	4 25
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45

Nails Moving Quite Freely; Wire Too

Toronto

NAILS, WIRE.—A fairly free movement of nails is reported, indicating that building is quite brisk and the market rules without change at levels considered very firm. Quotations ruling are for the wire nails, $4.70 per 100 pounds base, and cut, $4.75 per 100 pounds base.

A very good volume of business is reported in some lines of wire with firmness shown in the markets. Smooth steel wire is quoted at $5.00 per 100 pounds base, an unchanged figure.

Activity Shown in Oils, Gasoline Sales

Toronto

OILS, GASOLINE. — Activity continues to be the predominating feature in the situation relating to oils and gasoline. Lubricating oils are moving freely and maintain a steady position in the market. Gasoline sales are heavy with the quotation of 32c per gallon maintained. Coal oil shows no revision, prices ranging from 20½c to 23½c per gallon, according to grade.

Wrought Pipe Shows Strength; Tubes Firm

Toronto

WROUGHT PIPE, BOILER TUBES—Strength is prominent in the feeling on wrought pipe. Higher prices are being talked of and seem due to come almost any time. Difficulty in getting sufficient skelp to meet needs of production is being experienced and with trade good, it is indicated that it is not easy to take care of business offering.

Boiler tubes rule with a firm undertone, but show no actual change from prices given below:

	Per 100 feet	
BOILER TUBES—	**Seamless**	**Lapweld**
1¼ inch	27 00	.....
1½ inch	28 00	.....
1¾ inch	30 00	26 00
2 inch	30 00	26 00
2¼ inch	38 00	28 00
2½ inch	40 00	32 00
3 inch	46 00	38 00
3¼ inch	.....	45 00
3½ inch	56 00	42 00
4 inch	70 00	54 00

Solder is Firm; Lead Products Hold

Toronto.

LEAD AND ZINC PRODUCTS.—Factors contributing to quotations ruling on solders, such as tin and lead, reveal increased strength. Whereas metal prices have shown no change this week the tendency seems upward again, and if higher prices result, solder will be influenced.

Lead products are unchanged. Business is considered very good and outlook promising. The market is very firm.

Lead pipe, list, per lb.	$0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 6 inches, list, per lb.	0 14½
Above subject to discount of 10%.	
Lead traps and bends	15%
Lead wool, lb.	0 11 — 0 12½
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 12 — 0 13
Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.	
Solder, guaranteed, lb.	$0 35½ — $0 38
Solder, strictly, lb.	0 34½ — 0 37
Solder, commercial, lb.	0 32½ — 0 35
Solder, wiping, lb.	0 31½ — 0 34
Solder, wire, lb.	0 35½ — 0 41
Zinc sheets, per lb.	0 17

Galvanized Sheets Register Advance

Toronto

SHEETS, PLATES.—An advance of 20c per 100 pounds is reported in some quarters on galvanized sheets, and the tendency of the market all through seems upward. Difficulty in getting prompt deliveries is being experienced. Business continues to be along broader lines.

14 gauge	4 85	5 10
16 gauge	4 95	5 20
18-20 gauge	5 80	....
22-24 gauge	5 85	....
26 gauge	5 90	....
28 gauge	6 00	....
3-16 inch plate	4 90	6 25
¼-inch boiler plate	4 60	5 80

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS.

10¾ oz.	$7 80	$8 00	$8 10
U.S. 28	7 40	7 60	7 70
U.S. 26	7 10	7 30	7 40
22 and 24	6 95	7 15	7 25
18 and 20	6 80	7 00	7 10
16	6 65	6 85	6 95
12 and 14	6 50	6 70	6 80

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Good Trade Noted In Corrugated Sheets

Toronto

CORRUGATED SHEETS.—There is a splendid trade reported in corrugated sheets and manufacturers indicate that owing to the slowing up of deliveries of sheets from the mills that they are compelled in some instances to substitute on sizes. However, this is a good healthy sign and indicates that building must be on the increase.

This is shown also in sales of eavestrough, conductor pipe and kindred lines, which are moving forward freely for both city and country trade.

Corrugated Sheets—	**Gal'zed**	**Painted**
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Trade Still Restricted in Scrap

Toronto.

OLD MATERIALS.—Trade is still within rather narrow channels, but the possibility of the settlement of many labor difficulties will, it is thought, open up the markets again. Prices show no change and trade is really marking time:

Dealers' Buying Prices—	
Tea lead	0 03½
Heavy lead pipe	0 05¼
Pipe scrap	6 00

Stove plate, per ton	....	13 00
No. 2 busheling	....	11 00
Yellow brass	....	0 09
Red brass	....	0 16¾
Light brass	....	0 07
Scrap zinc	....	0 06
Heavy copper	....	0 18
Wrought iron, No. 1, per gr. ton	....	14 00
No. 1 machinery cast, per net ton	....	18 00
Heavy melting steel	....	13 50
Old rubbers, boots and shoes	....	0 07
Overseas, lumbermen's rubber boots	....	0 04½
Bicycle tires	....	0 02½
Automobile tires	....	0 03¾

Firmer Tone Shown In Metal Markets

Toronto.

INGOT METALS. — Firmness again prevails practically all the way through and whereas no actual price changes have been recorded since last issue, there is no tendency towards an easier level.

COPPER.—A better feeling has developed and the market is well sustained. Prices show no change from last week's figure of 27c per pound.

TIN.—After a slight breathing spell, the market has assumed greater strength again and seems tending towards slightly higher figures. The price of 61c-62c per pound is an unchanged one, however.

SPELTER.—Sales are better and as a consequence the market is in a stronger position. Quotations locally range around 10c-10½c per pound, which figures are without change.

LEAD.—There is no change in the prices of 7c to 8c per pound being quoted, but a better feeling prevails in the market. Sales are very good and a firm undertone is noted.

ANTIMONY.—The position of this metal displays no particularly new development. Price holds around 10c to 11c per pound.

ALUMINUM.—A better volume of trade is shown and price remains steady at around 35c per pound.

LONDON MARKETS

LONDON, Ont., Aug. 21—Business all through this district continues excellent and there is every indication that the fall and winter trade is going to be a record-breaker. Merchants are now taking in goods required for their fall business. Prices continue firm and prospects are that advances will be shown in many lines. From the farming centres come reports that indicate splendid prosperity and large buying capacity. In the city itself building permits indicate unusual activity and besides the work under way architects are very busy with new projects.

Advance is Made in Colgate Shaving Soap

London, Ont.

COLGATE SHAVING SOAP.—Prices on this line have been advanced, and the new quotations are as follows: Large stick, rapid shave powder and shaving cream, all $4.35 per dozen.

Higher Quotations on Wyandotte Cleaner

London, Ont.

WYANDOTTE CLEANER. — Quotations on Wyandotte cleaner have been revised and the new figures are $18.50 per barrel of fifty 5-lb. bags; 38c per single sack.

Wood Side Ash Sifters Higher This Season

London, Ont.

ASH SIFTERS.—Common wood side ash sifters have been advanced, and the new prices are $3 per dozen. No change is shown in Banner at $3.20 each, and Rocker No. 1 at $4.75.

Cast Enamel Sinks Up About 5 Per Cent.

London, Ont.

CAST ENAMEL SINKS.—New and higher quotations on cast enamel sinks show that an advance of about 5 per cent. is in effect. The new prices are:

Inches.	Shipment. One.	Two	Three.
16 x 24, each	$5.17	$5.11	$5.05
18 x 30, each	5.87	5.81	5.75
18 x 36, each	....	10.01	9.95

Advance Expected in Butts and Hinges

London, Ont.

BUTTS AND HINGES, IMPLEMENT BRACKETS.—There has been a brisk demand for butts and hinges. Indications point to an advance in these goods shortly. Implement brackets have been advanced, the new prices being for the No. 31, $6.50 per dozen.

No Change Shown in Buck Saw Prices

London, Ont.

BUCK SAWS.—Buck saws are selling fairly well. Prices show no change, the quotations being: Happy Medium, $9.60 per dozen; Whiting Pride, $12; Prince Rupert, $15.30; No. 50, $15.30.

Cross-Cut Saws and Handles Steady

London, Ont.

CROSS-CUT SAWS, HANDLES.—Orders for winter are now being booked and prices show no change from the following: Champion, 57c ft. Philadelphia Lance, 57c ft.; Maple Leaf Lance, Premier, Racer, Simonds', 5 ft., $4.95 each; 5½ ft., $5.85; 6 ft., $6.60. Cross-cut saw handles are quoted as follows: No. 3, $5.30 per doz. pairs; No. 4, $4.05; No. 6½, $4.05; No. 6, $4.05; No. 5, $7.20; No. 20, $9.60.

Cattle Chains and Tie Out Chains Steady

London, Ont.

CATTLE CHAINS, TIE OUT CHAINS. —Cattle chains show no change from 20 per cent. off list. Tie out chains are quoted at 37½ per cent. off list.

Game Trap Orders Now Being Filled

London, Ont.

GAME TRAPS.—Book orders for game traps are now being shipped. Prices show no change, the quotations being:

Victor, with Chain—No. 0, $1.90 dozen; No. 1, $2.20; No. 1½, $3.30; No. 2, $4.60; No. 2½, $6.50; No. 3, $7.80.

Oneida Jump, with chain—No. 0, $2.50 dozen; No. 1, $2.95; No. 1½, $4.40; No. 2, $6.45.

Newhouse, with chain—No. 1, $5.00 dozen; No. 1½, $7.50; No. 2, $11.10; No. 3, $14.80; No. 4, $17.50.

No Changes in Apple Parer Prices

London, Ont.

APPLE PARERS.—Apple parers are now selling. Prices show no change and are as follows: Hudson, $14 per dozen; Little Star, $10.50 per dozen.

No Changes Made in Hand Sleighs

London, Ont.

HAND SLEIGHS.—Orders are now being taken for fall delivery for hand sleighs. Prices are unchanged, Canadian Buffalo make being 35 per cent. off list.

Prices of Skates Remain the Same

London, Ont.

SKATES.—Orders are now being taken for fall delivery and quotations are unchanged, Starr being 30 per cent. off list.

Oil Heaters Show No Change in Price

London, Ont.

OIL HEATERS.—Orders are now being taken for fall shipment. Prices are holding unchanged, the quotations being: Perfection, No. 525, $7.00; No. 530, $8.25; No. 630, $10.25, all each less 25 per cent.

Wiss Shears and Scissors Advanced

London, Ont.

WISS SHEARS AND SCISSORS.—Advances which approximate 12½ cent. are in effect on Wiss shears and scissors. The new list is less 33 1-3 per cent., and the net prices figured on some of the best sellers at this figure are:

Straight Japanned Shears—No. 36, $12.00 doz.; No. 36½, $12.80; No. 37, $13.67; No. 37½, $14.27; No. 38, $14.80; No. 38½, $15.80; No. 39, $18.80.

Straight N.P. Shears—No. 136, $13.67 dozen; No. 136½, $14.53; No. 137, $15.40; No. 137½,

$16.13; No. 138, $17.07; No. 138½, $17.93; No. 139, $21.47.

Wiss Tinner Snips are up about 12½ per cent. The new prices are: No. 8, $2.73 each; No. 9, $2.33; No. 10, $2.20; No. 12, $1.40.

Orders Being Taken For Snow Shovels

London, Ont.

SNOW SHOVELS.—Orders for fall shipment are now being taken for snow shovels. Quotations are as follows: Prince or No. 20, $7.88; Queen or No. 30, $8.75; King or No. 40, $10.50; Moose or No. 50, $13.16; Furnace Scoops, $8.75 per dozen.

Lace Leather is Revised Upwards

London, Ont.

LACE LEATHER.—New and higher prices are now in effect on lace leather, the quotations being, cut, $2.40 per pound; sides, $2.00 per pound.

Ten Per Cent. Jump in Cheap Rim Locks

London, Ont.

RIM LOCKS.—Cheap rim locks have been advanced ten per cent., the new quotations being $3.00 per dozen.

Mortise Knobs Are Up Ten Per Cent.

London, Ont.

MORTISE KNOBS.—Jet and porcelain rim and mortise knobs are up ten per cent., the quotations being $2.75 per dozen.

Household Scales Show an Advance

London, Ont.

HOUSEHOLD SCALES. — Renfrew 30-pound household scales are higher, the new price being $5.25 each, stamping included.

Ten Per Cent. Rise in Price of Valves

London, Ont.

VALVES.—New prices on valves are approximately ten per cent. higher on globe, angle and check valves. Standard are 14 per cent. off list and Jenkins pattern 12 per cent. off list.

No Changes Shown in Price of Rope

London, Ont.

ROPE.—There is a fair demand for rope. Prices are unchanged, the quotations being: Pure manila, 32c base per pound; British, 28c; New Zealand hemp, 28c; sisal, 25c.

Glass Sales Brisk; Putty Prices Firm

London, Ont.

GLASS, PUTTY.—Glass sales are showing great improvement as merchants are stocking up for the fall trade. Prices are as follows: Single Diamond, 25%, double Diamond 25%, and Cut Lights 10%.

Putty is selling well. Prices show no change from the following: Standard, 100 lb. drums, $6.80 per 100 lbs.; 25 lb. drums, $7.05 per 25 lbs.; Pure, 100 lbs., $9.30 per 100 lbs.; 25 lb. drums, $99.55 per 25 lbs.

Turpentine Prices Are Holding Firm

London, Ont.

TURPENTINE.—There is a good sale for turpentine. Prices are holding steady at the following quotations: 1 barrel lots, $2.40 per Imperial gallon; 2-4 barrel lots, $2.39 per Imperial gallon; 5 gallon lots, $2.50 per Imperial gallon.

No Changes Shown in Linseed Oil Prices

London, Ont.

LINSEED OIL.—There is fair activity in the linseed oil trade. Prices are unchanged and are as follows:

	Raw.	Boiled.
1 to 2 barrels, gal.	$3.22	$3.25
3 to 5 barrels, gal.	3.21	3.24
6 to 9 barrels, gal.	3.19	3.22

Less barrels add 10 cents a gallon.

WINNIPEG MARKETS

WINNIPEG, Aug. 21—Price changes during the week, while not very numerous, include several lines which will be of interest to the hardware trade, such as railroad spikes, ship spikes, Canada plates and cotton rope, all of which show declines, while solder, copper rivets, alarm clocks, soldering coppers and hemp ropes show advances.

Hardware markets in general show a very firm trend and higher prices are being quoted at the present time on many lines of shelf hardware, with no indications of lower prices for some time to come.

Business is reported good in all lines, while crop reports have been more encouraging of late and good business is looked for in all lines this fall.

Wood Alcohol is Up 25c a Gallon

Winnipeg.

WOOD ALCOHOL.—Prices on wood alcohol have taken a big jump during the week, moving up 25c per gallon over former prices, with indication of even higher prices in the near future. To-day's ruling prices are given herewith: 1 gallon and five gallon lots, $2.50 gallon. plus the usual extras for containers.

Reduction is Made in Railroad Spikes

Winnipeg.

RAILROAD SPIKES.—Prices on railroad spikes have been revised to lower levels during the week, showing a reduction of approximately 50c per 100 pounds. New prices being as follows: 5-16 x 2½ inch, $7.45; ⅜ x 3 inch, $6.75; ⅜ x 3½ inch, $6.75; ½ x 4½ inch, $6.45; ½ x 5 inch, $6.45 per 100 pounds.

Copper Rivets Show 20 Per Cent. Advance

Winnipeg.

COPPER RIVETS.—Of late the copper market has shown much activity, prices advancing rapidly with the result that new prices have been announced on copper rivets, which show an advance of approximately 20% over former quotations. New ruling prices on the various lines are as follows: Copper rivets and burrs, assorted, No. 8, 62c; No. 10, 67c pound. Copper rivets only, No. 7, 55c; No. 8, 56c; No. 10, 60c; No. 12, 65c pound. Copper burrs only, No. 7, 55c; No. 8, 56c; No. 10, 60c; No. 12, 65c pound.

Ship Spikes Also Register a Decline

Winnipeg.

SHIP SPIKES.—Ship or boat spikes are also reduced during the week. The following being to-day's ruling prices on the various sizes: ¼ x 4 inch, $8.30; ¼ x 6 inch,, $8.00; 5-16 x 6 inch., $7.65; ⅜ x 6 inch., $7.40; ⅜ x 7 inch., $7.40; ½ x 8 to 12 inch., $7.20; ⅝ x 8 to 12 inch., $7.20; ¾ x 8 to 12 inch, $7.20 100 pounds.

Canada Plates Down Fifty Cents a Box

Winnipeg.

CANADA PLATES.—Following further factory reductions, new prices have been issued during the week on Canada Plate, showing a general reduction of 50c per box on both half and full polished, making to-day's selling prices as follows: half polished, $8.75 box; full polished, $9.00 box.

Solder Moves Up Two Cents a Pound

Winnipeg.

SOLDER.—Further advances in the tin market is responsible for the recent advance in the price of solder, which moves up 2c per pound, and the market is reported as very firm, and even higher prices would not be surprising. To-day's market price is given herewith: Half and half solder, full boxes, 37c pound; less than boxes, 38c pound.

Alarm Clocks Are Revised Upwards

Winnipeg.

ALARM CLOCKS.—Due to increased cost of production and labor troubles, factories have been compelled to advance prices on alarm clocks, which move up from 10 to 12½ per cent. over former quotations, and are quoted to-day as follows: Alarm clocks, Big Ben, $3.35 each; Baby Ben, $3.35 each; Sleepmeter, $2.00 each; Lookout, $1.90 each; American, $1.50 each. Pocket Ben watches are also revised on the same schedule as the clocks, the new price being $1.50 each.

Soldering Coppers Show an Advance

Winnipeg.

SOLDERING COPPERS.—Soldering coppers show further advances during the week, due to the advancing copper market, and new prices now ruling are given as follows: ¾ pound, 62c; 1 pound, 61c; 1½ pounds, 58c; 2 pounds, 57c; 2½ pounds, 56c; 3 pounds, 55c per pound.

Linseed Oil Prices Are Holding Firmly

Winnipeg.

LINSEED OIL—Linseed oil prices still hold firm at former prices, and no immediate change is anticipated as it is thought prices will show little change until further crop reports are received on the flax crops. To-day's prices are confirmed as follows: Raw linseed oil, $3.10 gallon. Boiled linseed oil, $3.13 gallon in single barrel lots.

Cotton Rope Prices Are Moving Upwards

Winnipeg.

COTTON ROPE.—Higher prices have just been announced on cotton rope, following the recent strength showing in cotton prices, and from present indications even higher prices would not be surprising. To-day's prices are given as follows: Cotton rope, 3-16 inch, 72c pound; ¼ pound and over, 71c pound.

Rope Prices Down From 2 to 2½ Cents

Winnipeg.

ROPE.—Owing to heavy stocks of rope, showing a general reduction of both manfactured and raw materials lower prices have been announced on from 2 to 2½c per pound, making to-day's selling prices as follows: Pure manila rope 34c base per pound; sisal rope, 26c base; British manila and African hemp rope 29¼c base; lath yarn 26c base.

Turpentine Prices Show No Change

Winnipeg.

TURPENTINE.—Turpentine prices show no change during the week, while the demand at to-day's prices, which are the highest ever recorded, is not heavy, stocks are reported adequate to care for the present demand. To-day's prices are given as follows: Barrel lots, $2.70 gallon; ½ barrels, $2.73 gallon; 5 gallon lots, $2.75 gallon; 1 gallon lots, $2.75 gallon, plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Aug. 21—A much more conservative spirit is shown by both buyers and sellers, owing to recent unsettling developments, chiefly in connection with labor. The increased labor unrest makes it questionable whether manufacturing operations can be maintained at all points. The steel producers are less concerned over their own labor outlook than over the outlook of their customers. There is a possibility of a strike in the steel industry, but the prospect is very far from a probability. At the Detroit convention, over a year ago, the American Federation of Labor decided upon an aggressive policy of attempting to unionize the steel industry. At the Atlantic City convention last June the reports admitted that little success had attended the efforts, but since then the federation has been striving more earnestly. The information gathered by steel producers indicates that up to date nothing by way of organization has been accomplished that would make it feasible to attempt a strike. While the steel makers are very painstaking in gathering information, they admit that the possibilities of there being a strike may be greater than their information indicates.

Much more concern, however, is felt regarding the future operations of the steel industry's customers. There are involved three general classes of steel consumers, the railroads, the ordinary manufacturing consumers and those who might engage in large construction jobs of an investment character, such as factories, hotel and office buildings, power plants, bridges and the like.

As to the railroads, the demands of the brotherhoods for the Plumb plan of tripartite control obviously serve to make the future of the railroads still more uncertain, that such a radical and unpopular plan would really be adopted is improbable, but the time when the railroads will be placed in a settled position and thereby be able to engage in work of rehabilitation and expansion is placed farther in the future. In normally good times the railroads take, in one form or another, from 15 to 25 per cent. of the steel industry's output, and after a period of several years of particularly stringent economy they might be expected to take more, but now they are taking practically no steel and they will take no tonnage of consequence until their position is assured. The attitude of labor disclosed in the past fortnight defers the time when the steel industry can expect the railroads to be large customers.

As to ordinary manufacturing consumers, there are some strikes, and possibilities of others, and each strike temporarily deprives the steel industry of a customer.

It has become a generally accepted view that when there is a full normal demand for steel at least half the tonnage passes into works of permanent construction, classifiable as investments. Such construction requires favorable prospects for its inception. The investor must be assured that he would not save much money, in first cost, by waiting a year or two, and he certainly must be assured that if the job were undertaken, labor and materials would be continuously available until completion, for until completion the money spent is earning nothing. The increased labor unrest now manifest is observed to be having a discouraging influence upon investors. An evidence of this is the rate at which contracts for fabricated steel work are being placed. This business was growing very nicely in the second quarter of the year, promising eventual establishment of a rate of buying equal to the capacity of the fabricating shops, but in the past week or two the contracting has been distinctly lighter than formerly.

Presumably, as a result of these developments there is now a much more conservative spirit throughout the iron and steel trade. Producers are less willing to enter into contracts, fearing they may have trouble in making deliveries, while buyers are still less willing to make contracts. The volume of strictly new buying is much lighter than a month ago, but the volume of shipping orders, made up chiefly of specifications on old contracts, is heavy and is easily in excess of the rate at which material is being shipped.

Merely from the viewpoint of the business that the steel industry does not get the situation and prospects appear far from favorable, but from another angle this makes the situation all the more favorable, because with all these defects in the market situation there is a large demand for steel. The mills are operating at about 80 per cent. of capacity and no one seems to doubt but that the material made and shipped is going directly into consumption. With many buyers, particularly the railroads and investors, not represented, or, but poorly represented in the market, the volume of tonnage taken by others is large, much larger than anyone would have expected. With only a moderate volume of additional business the steel industry would be operating at capacity.

It is now fairly well established that there will be no advances in the important finished steel products this year, unless there should be a wage advance, which at the present time seems improbable. The only reason it seems

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, August 21.—Paint markets are all decidedly strong this week. There is a maintained price for linseed oil, but the supplies are very short and there are few quoting at all. Turpentine continues to rule firm and there are no barrel quotations available at all. Supplies are decidedly low. White lead in oil is active but without change of any kind in the price, while putty rules with a firm undertone. Mixed paint is still a big seller. There have been advances this week for both bluestone and red lead.

Little Oil Supply; Basis Holds Here

Montreal.

LINSEED OIL.—There has been very little new in the way of development this week. Supplies of seed are still short and this is responsible for the fact that few are naming any prices at all. The seed market is a purely speculative one, and until new crop seed is to be had it is a question if much recession from the present high prices can be anticipated. The sales, at present, are light.

Raw—	Imp. Gal.
1 to 4 barrels	$3 05
5 to 9 barrels	....
10 to 25 barrels	....
Boiled—	**Imp. Gal.**
1 to 4 barrels	$3 07½
5 to 9 barrels	....
10 to 25 barrels	....

NOTE.—Owing to fluctuating seed markets jobbers, generally, are not quoting. The basis is decidedly nominal.

At Two-fifty Gallon Turpentine is Held

Montreal

TURPENTINE.—In view of the fact that the demand for turpentine has been rather limited, the passing of it out to the trade in five gallon lots has sufficed to take care of what demand there is. At the same time there will likely be a bigger demand later, and if supplies are not forthcoming in larger quantities it is not unlikely that some hardship will be worked. The basis is still held as quoted last week—$2.50 per gallon for small lots.

Turpentine—	Imp. Gal.
1 to 4 barrels	....
Small lots	2 50

(Packages extra.)

Putty is Seller on Unchanged Basis

Montreal.

PUTTY.—There has been a good sale for putty, considering the season of the year. Prices are naturally firm but are unchanged. When there is any revision, which will probably come when the paint men take up the matter of costs on the new price basis for oil, it will certainly be upward.

	5 ton	1 ton	Less Quanty.
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases	7 15	7 40	7 75

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

White Lead Demand Absorbs Supplies

Montreal.

WHITE LEAD IN OIL.—The demand for white lead in oil has certainly been brisk, and one manufacturer stated this week that the output was practically taken up and that even more could be disposed of. There has been a considerable export, it is understood, besides the domestic demand. Prices are decidedly firm and the prospect is strongly one of increases being made effective. Standard lead is selling at $15.50 per 100 lbs. for 5-ton lots, at $16 for ton lots, and at $16.35 per 100 lbs. for smaller quantities.

1919 *a Big Season For Paint Business*

Montreal.

PAINTS AND SPECIALTIES.—This has been a remarkably active selling season for all prepared paints and specialties. The remarkable thing is that activity continues and it is the man who has the goods and who is energetic in his selling policy that is getting the trade. The tendencies are all decidedly firm and no declines may be anticipated here.

Bluestone is Higher; So Also Red Lead

Montreal.

BLUESTONE AND RED LEAD.—Advanced prices are in effect for bluestone. This is increased 1c per pound to 12c. Red lead is higher. This is advanced to $12 per cwt. in casks, and the differentials are advanced accordingly. The reason for the increase is traceable to the high prices obtaining for copper, the base from which this commodity comes.

TORONTO

TORONTO, Aug. 21—Fluctuations in the price of flaxseed during the week have had no effect whatever on the linseed oil market so far and prices are holding firmly. Quotations range from $3.20 to $3.27 per gallon for raw and $3.22½ to $3.30 for boiled. Turpentine prices are also holding unchanged at $2.40 per Imperial gallon, although the market is a strong one. Shellac prices show a general tendency to advance owing to scarcity of supplies. Heavy shipments of window glass are being made from the United States to Europe, and a general advance in prices is expected before long.

Turpentine Prices Remain Unchanged

Toronto

TURPENTINE.—Reports from the Southern markets state that demands continue to far exceed supplies, and while no price changes are noted, this is due, it is expected, to the fact that the Germans are not yet able to buy because the necessary credits are not arranged. Importers are looking for prices to advance as soon as this matter is fixed up. One importer stated to HARDWARE AND METAL that in his opinion consumers have nothing to gain by holding off buying as conditions are all against their securing any cheaper turpentine. Supplies locally are more plentiful this week as a result of the arrival of some cars which had been held up owing to strikes. Quotations show no change from the $2.40 per Imperial gallon figure. Another factor in keeping the price up is the rate of exchange against Canada. This rose from 3½ per cent. yesterday to 4⅛ per cent. to-day. The rosin market continues very firm and little change is expected owing to the large shipments being called for overseas. Turpentine quotations are as follows:

Turpentine—	Imp. gal.
1 barrel (barrel included)	$2 40
2 to 5 barrels (barrel included)	2 39
5 gallon lots	2 50

No Change Made in Linseed Oil Prices

Toronto.

LINSEED OIL.—While there are no changes yet in linseed oil, some crushers are looking for slightly easier prices very shortly. The demand continues good. Crushers are still experiencing difficulty in obtaining shipments of seed but are getting enough through to keep

them going nicely. While crushers are looking for slightly lower prices than the record figures that have been reached lately, there is no indication, it is stated, of any material reduction for some time. Quotations are as follows:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	$3 20	$3 27
3 to 5 barrels, gal.	3 19	3 26
10 barrels and over	3 17	3 24
	Boiled	
1 to 2 barrels, gal.	3 22½	3 30
3 to 5 barrels, gal.	3 21½	3 29
10 barrels and over	3 19½	3 27

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

Paint Manufacturers Continue Very Busy

Toronto.

MIXED PAINTS.—Trade continues active in prepared paints, and orders continue to come in steadily. No changes in prices are looked for by manufacturers for some time.

No Change Shown In White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—Quotations show no change, the prices being: Five ton lots, $15.85 per 100 pounds; one ton lots, $16.35, and in smaller quantities, $16.70.

Advance Expected in Window Glass Prices

Toronto.

WINDOW GLASS, PUTTY.—While there seems to be nothing definite as to when window glass prices will advance, it is generally expected that higher quotations will become effective before long. Very heavy shipments are being made to overseas points by American manufacturers, and as the home demand has been showing a steady increase supplies may not be sufficient to take care of the trade. Higher costs of production are also a factor in the situation. Putty prices show no change and are as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$ 35	$5 60	$5 95
Do., 100 lb. iron	6 20	6 45	6 80
Do., 25 lb. iron	6 45	6 70	7 05
Do., 12½ lb. irons	6 70	6 95	7 30
Bladder, in barrels	7 10	7 35	7 70

NO CHANGES YET ON PAINT MATERIALS

HARDWARE AND METAL has been pointing out, and consistently, too, the strong likelihood of paint and other materials advancing still more. Reference has been made, in particular, to the strength of white lead in oil. Increases would perhaps have been made effective before this time had it not been for the fact that the season is fast approaching when prices are usually considered for the season to come. That is to say, price schedules for the spring months are usually considered and frequently adopted in the fall of the year.

With oil at over $3 per gallon, and turpentine well over the $2.25 mark, the paint manufacturer is, so to speak, between the devil and the deep sea, when he comes to consider revisions of prices. He is operating under a decidedly unique combination of prices that are most unusual, to say the least. How long he can continue to sell on the present basis with these two commodities ruling so high, is hard to determine.

At the present time there is a big sale for white lead in oil and also for prepared paints. The season has been a busy one, and the total gallonage sold has been very great in the aggregate. There no doubt but that the merchant who has been going after trade has made good. It is not a time to anticipate declines in these goods. Labor cost increases alone, to say nothing of the shortage existing on a great many commodities of an important nature, makes it difficult to see anything ahead but advances for paints and basic materials. Changes, as stated heretofore, will probably have to come before many weeks. The holiday season, with absence from business of many of the principals, has been a factor in delaying the consideration of revisions.

BIG SHIPMENT OF ROSIN

More than 30,000 barrels of rosin, valued at more than $1,500,000, are piled on the docks at New Orleans awaiting boats to carry it overseas. The accumulation, which is the largest in the history of the port, is consigned mostly to Glasgow and London and other of the larger cities, on the continent, to be used in the manufacture of soaps. It is stated that a soap shortage exists in most countries of Europe, and especially in Germany, where the supply almost has been exhausted.

Sheffield the Cutlery Capital of the British Empire

SOME interesting details regarding the manufacture of table cutlery and pocket knives are given in a booklet entitled "Sheffield, the Cutlery Capital of the British Empire," issued by the city council of Sheffield, England. The booklet says in part:

"Table and pocket knives, scissors and razors, are amongst the most familiar objects of daily life; therefore, as the source of such articles, Sheffield appeals to the popular imagination. Good cutlery connotes good steel. Various theories have been advanced to account for the concentration of this important industry in a single centre. Sheffield possessed peculiar advantages over other districts, such as the availability of raw materials, including rock suitable for grindstones, whilst the numerous hill streams, by supplying water power to drive grinding wheels, both quickened and cheapened output. Besides this the water is said to contain properties valuable for hardening and tempering steel.

"Sheffield cutlery enjoys a special reputation as far back as the 13th century. The Sheffield Company of Cutlers was established in 1624 and the rapid rise of the business caused many bitter controversies with the cutlers of London. By 1840, Sheffield held the field without rivals, and ever since has retained the monopoly.

"The invention of the pocket or spring knife marked an epoch of first magnitude in the industry. It made a distinct revolution in the trade. The ordinary user of a good pen knife can have little conception of the vast amount of detailed and careful labor which has been expended upon its manufacture. For example, in the case of a four-bladed knife, after all the parts have been assembled on the cutler's bench, there remain no fewer than 154 distinct operations to go through, every one calling for great dexterity and care.

"The wonderful variety of patterns in pen knives cannot have escaped notice, but few could imagine how great the actual number is. No maker seems able to give a reliable estimate of the figure, but it must run into scores of thousands. At one establishment alone more than 10,000 different patterns had been produced prior to the outbreak of the war, and the average number kept regularly in stock by the firm was about 2,000. The public taste differs in every land, one might almost say in every district, and buyers are ever craving for novelty.

"Among the developments of recent years, and one which has added very considerably to the volume of trade, is the manufacture of cheap table knives and forks forged out of steel in a single piece by machinery, and also ground by machinery. Machinery has also been perfected capable of both forging and grinding the finest grades of razors, practically eliminating the need of skilled labor. As a result, the razor trade today is many times greater than before the summer of 1914, and is still expanding. There existed in the minds of some people a foolish notion that in the past the Sheffield makers sent their best hollow blades to Germany to be ground. The idea is, of course, an absurd myth.

"Sheffield is identified with the most important introduction into the cutlery in at least a century, stainless or rust-proof steel. This was discovered by an eminent Sheffield metallurgist. The success of the new knife was instantaneous. It took the public by storm, particularly in the United States and in the Colonies, where people appear to be ever on the lookout for methods of lightening household tasks. This discovery has given Sheffield trade a renewal of fame which has greatly enhanced the city's prosperity."

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — —B.B. Caps 25%, B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; centre fire pistol, add 35% list; centre fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M. net; empty shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers——Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, add 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% off list in Catalogue No. 10, 1905.
F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz	$13 25	$16 00
Hunters' Axes	11 00	12 00
Boys' Axes	12 00	14 00
Double Bit	16 50	19 50
Bench—No. 2, doz	12 50	13 20
No. 3, doz	13 50	14 20
No. 4, doz	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 9 60
No. 2, dozen	12 00
No. 3, dozen	9 60
No. 4, dozen	1 00
No. 5, dozen	13 00
No. 6, dozen	15 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 23%.
Standard Quality, 23 and 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb	$4 00
No. 2 x 50, lb	5 00
No. 3 x 60, lb	7 50
No. 4 x 100, lb	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, SLEEVE—

No. 3, dozen $ 5 50

BOARDS, IRONING— —

No. 1, dozen	$21 00
No. 31, dozen	$11 00
No. 32, dozen	12 00
No. 35, dozen	26 00
No. 36, dozen	30 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and larger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends, 25%.
Plow Bolts, 30%.
Elevator Bolts, 25%.
Fancy Head Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list), 25%.
Whiffletree Bolts, 25%.
Nuts, square, blank, add to list, 75c.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list $1.25.
Stove Bolts, 65%. Tire Bolts, 50%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb...11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 41
Rods, base ½ to 1 in., round	0 39
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$12 50
30-gal., Standard	11 00

BOARDS (Wash) Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond Ring (glass)	6 30

F.O.B. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 10%.
Triplex Spring Hinges, 5%.
Chicago Mortise Floor (5,000), 15%.
Chicago Relax Floor (6,000), 20-20%.
Chicago Premier (4,000), 7½%.
Chicago Ajax (3,000), 20-5-2½%.
Lavatory Door Hinges, 5%.
Chicago Screen Door (2,000), 40-5%.
Chicago Screen Door (3,000), 25-5%
Sagless Gate Hinge, 20-20%.
F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

CHAIN

	Proof Coil		Welded	
	Mont'l	Tor'to	Mont'l	Tor'to
3-6 in.	$22.75	$21.40	$.....	$27.40
¼ in.	16.75	17.75	20.60	23.60
5-16 in.	14.75	14.60	16.40	18.40
⅜ in.	13.00	13.40	15.00	17.25
7-16 in.	12.75	13.15	14.40	16.65
½ in.	12.50	12.80	14.15	16.50
⅝ in.	12.35	12.75	13.85	16.15
¾ in.	12.25	12.70	13.50	16.00
⅞ in.	12.05	12.40	13.40	15.80
1 in.	11.90	12.30	13.30	15.65

Electric Welded

	B.B.	B.B.B.
⅛ in.	19.00	22.00
3-16 in.	18.00	20.00
¼ in.	15.00	16.00	18.00	
5-16 in.	13.50	13.50	16.50	
⅜ in.	11.60	12.25	14.60	
7-16 in.	11.50	12.00	14.50	
½ in.	11.25	11.80	14.25	
⅝ in.	11.00	11.55	14.00	
¾ in.	9.75	11.25	12.25	

F.O.B. Toronto, Montreal

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17 25	$.....
5-16 in.	14 25	17 25
⅜ in.	13 00	16 00
7-16 in.	12 75	15 45
½ in.	12 55	15 25
⅝ in.	12 25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; f.o.b. Toronto.

Cow ties, 20%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 8 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen $33 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 15% f.o.b. St. John, N.B.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $21.00; No. 1, $25.50; No. 2, $31.00; No. 3, $39.50.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F.o.b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths	$6 85
17—7strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

	Montreal, Toronto
Casting ingot, see weekly report.	
Rods, ½ to 2 in.	0 41 0 42
Soft sheets, base, 16 oz. and heavier	0 42 0 43
Tubing, lb.	0 46 0 47

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal, Montreal, Toronto		
Ordinary, 52 sheets	$7 75	$7 35
Do., 60 sheets	7 85	7 45

COKE, TIN PLATES

	Per box
IC, 20x28 base	$16 00
IX, 20x28 base	21 00
IXX, 20x28 base	23 00
IXXX, 20x28 base	25 00

F.O.B. Toronto.

TERNE PLATES

IC, 20x28, 112 sheets $19 00
F.O.B. Toronto

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

Bush 15 50
F.O.B. Toronto, London.

CLOCKS

Big Ben $3 20
F.o.b. Montreal, Toronto, London.
Good Morning, each 1 30
Lookout 1 75
Sleepmeter 1 84
Hamilton

CROWBARS, $9.50 per 100 lbs.

DRILLS—

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

List each.			
1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.85	7/8	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	3/8	$ 8 50
1/8	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	5/8	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	7/8	30 00

Bit Stock Drills 45%
Blacksmiths', ½-in. shank... 40%
Straight Shank 40%
Straight Shank, wire 40%
Taper Shank 40%

DOORS

See Screen Doors.
F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.....	50
Kearney & Foot, Arcade....	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 30%-35%; cast bushings, 30-35%; unions, 40-45%; plugs, 35% off list. Net prices Class B, black, 21c lb.; Class C, 14c lb.; galvanized, Class B, 30c lb.; Class C, 21c lb.
Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round $7 50
Three heat, round 8 25
F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..$3 50
Under 40 lbs. 4 25
Bi-Treadle, each 7 00
F.o.b. Toronto.

HALTERS (SNAP AND RING)

Doz.
Russet rope shank, 1".$11.25-$12.75
Perfect, No. 1½ 13 20-13 80
Russet rope shank, 1¼ in.. 13 85
Black rope shank, 1 in.... 13 75
Black rope shank, 1¼".12.50-13 85
Hand sewn, no shank, 1 in. 17 40
Hand sewn, no shank, 1¼". 18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36
F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt..$17 50
Masons, 5 lbs. and over, per cwt. 20 00
Masons, 5 lbs. and under... 22 50
Napping, up to 2 lbs..... 25 00
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.
F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in. 9 00-12 00	

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner 7 50
Majestic, 2 Burner 11 25
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz.	Tee pairs.
4-inch	$ 2 63	$ 2 23
5-inch	3 24	2 80
6-inch	3 50	3 15
8-inch	4 73	3 59
10-inch	8 40	6 39
12-inch	10 41	10 15
14-inch	11 90	10 32

Light, Net Prices, figured at discount 10%.

3-inch, doz. pairs...	$0 90	$0 90
4-inch	1 08	0 99
5-inch	1 26	1 17
6-inch	1 53	1 35
8-inch	2 25	1 60
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 35%.
F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point $14 00
Lighting 12 50
Heath's 12 50
HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz..	$4 15	$5 00-$5 50
No. 3, per doz..	4 25	5 50- 6 40
No. 4, per doz..	4 35	6 00- 7 40
Little Giant ...	6 00	....- ....
Barden Patent..	6 00	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron ...	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron..	1-8	7 75	8 00
Heavy iron	6-8	7 75	.....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel...	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only).	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft..	$17 50
Corrugated, ⅝ in., 100 ft..	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft...	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots.	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 85
Mrs. Potts, No. 50, nickel-plated, set	1 90- 1 95
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.....	9 20
Sad irons, plain, 6 lbs. up..	7 00
Sad irons, common, plated.	5 50
Princess Electric, each.$4 00	4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each ...	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only.....$0 34	
Hercules, 4 to 10 ft.....	0 36
Hercules, 12 to 14 ft.....	0 41
Faultless, 4 to 10 ft. only....	0 32
Ontario, 4 to 10 ft. only.....	0 29
Shelf Lock, 4 to 8 ft. only....	0 24
Gardner, No. 1	0 21
Do., No. 2, bolted.....	0 24
Dominion, No. 3	0 25
Do., No. 4, bolted.....	0 28

Single and Fruit Picking

10 ft. to 16 ft.....	22c ft.
18 ft. to 20 ft.....	25c ft.

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft. $0 26	
36 to 40 ft.	0 29
44 ft.	0 32
Over 44 ft.	0 42

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs 2 10-4 20	

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short.....$0 95-$1 10	
Cold blast 1 00- 1 10	

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby....$4 75	

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2....$1 90-$2 00	
Steel Thumb, No. 3.... 2 50- 2 70	
Steel Thumb, No. 4.....	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$11 00
Dowswell	11 25
Noiseless	15 50
Hamilton	12 50
Ottawa	11 50
Peerless	11 50
Snowball	17 00
Momentum	18 50
New Century, style A.....	16 50
New Century, style B.....	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	110 00
Seafoam, engine drive	50 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	11 50
Popular, No. 2	11 00
Economic	13 50
Champion	18 50
New Excell-All	18 00
Blue Bell, without stand...	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	51 50
Do., do., electric.....	111 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive ...	59 50
Perfection, electric	119 50
Gem	18 50
Winner	17 00
Connor Improved	10 75
Jubilee	10 25
Canada First	21 00

Discount, 30% and 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.$1.00-$1.75
Carpenters', No. 3 ..... 5.80
F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz. $13 00
Pick, doz. 13 00
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

O-Cedar, doz. net.....$12 00	
Sprustex, No. 2, doz..$8 00	8 40
S.W. Mops, complete, doz.5 25	5 40
Mop Sticks, doz., No. 8....	2 00
Cast Head Mop, doz.....	2 00
Crescent, doz., No. 10..2 50	3 35
Crank wringing, doz.....	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac 40-10%	
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 85
36-inch, per roll	6 25
48-inch, per roll	7 25
60-inch, per roll	8 60
72-inch, per roll	9 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	....
U.S. Navy (spun)	21 50
Plumbers (spun)	9 00

F.o.b. Montreal, Toronto.

OILS

	Montreal	Toronto
Royalite, gal.	0 20½	0 20½
Palacine, gal.	0 23½	0 23½
Gasoline, net, gal...	0 33	0 32
	List	Gallon
Black oil (Summer)	0 14½	0 13½
Black oil (Winter)..	0 16	0 15
Imperial Kerosene Tractor	....	0 59
Capital cylinder ..	0 62	0 68
Machine oil, regular grades	0 36	0 36
Standard gas engine oil	0 40½	0 37
Parafine	0 25	0 21

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list.	0 90
Polarine A, list...	1 00
Gargoyle Mobiloil, list ...	1 30

List, less 25% on above.

Fuel oil, bbls. net	0 08
Fuel oil, tank cars, net...	0 07

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll..	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red..	1 05
Do., blue	0 70
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 75
Surprise Fibre	0 66
Tarred felt, per cwt.	3 90
Cyclone (dry)	....
Cyclone (tarred)	....
Joliet (dry fibre)	....
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 100 lbs.)	4 75
Straw, sheathing, dry, per cwt.	3 05
Do., Do., tarred, per cwt...	3 20

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast	
1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—		
5 to 6 lbs., doz.	$11 00	$11 25
6 to 7 lbs., doz.	12 00	12 25
Rock—		
7 to 8 lbs., doz.		13 00

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$.....
¼ in..	4 53	6 66	5 13	7 26
⅜ in..	4 53	6 66	5 13	7 26
½ in..	5 99	7 57	6 84	8 42
¾ in..	7 53	9 66	8 68	10 81
1 in..	11 14	14 28	12 84	15 98
1¼ in..	15 07	19 32	17 37	21 62
1½ in..	18 01	23 10	20 76	25 85
2 in..	24 24	31 08	27 94	34 78
2½ in..	38 90	49 73	....	....
3 in..	50 87	65 03	....	....
3½ in..	64 86	81 88	....	....
4 in..	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$27 94	$34 78	$31 64	$38 11
2½ in..	40 66	51 48	46 51	57 35
3 in..	53 17	67 32	60 82	74 97
3½ in..	66 70	83 72	75 90	92 92
4 in..	79 03	99 19	89 93	110 09
4½ in..	88 00	113 00	107 00	132 00
5 in..	103 00	132 00	125 00	154 00
6 in..	133 00	171 00	162 00	200 00
7 in..	175 00	224 00	211 00	259 00
8 in..	212 00	271 00	255 00	314 00
9 in..	254 00	324 00	305 00	376 00
10 in.	235 00	301 00	283 00	349 00
10 in..	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 80%.

4½" and larfer, 70%.

4" and under, running thread, 50%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to to 6 inch 20%

Medium and extra heavy fittings, 2 to 6 inch 35%

8 inch pipe and fittings.....15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list.	3 00
12-oz. bottles, doz., list.	6 00
1-qt. can, doz., list.	15 00
½-gal. cans, doz., list.	24 00
1-gal. cans, doz., list.	36 00

Discount, 38 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton

Size	Case	Doz.	Case
¼ pts., 3 doz.		$1 15	$3 40
½ pts., 3 doz.		2 10	6 00
Pints, 2 doz.		3 15	6 00
Quarts, 2 doz.		4 65	9 00
½ gal., 1 doz.		8 40	8 40
Gal., ½ doz.		....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Amazon, 1 ply	$2 05
Amazon, 2 ply	2 35
Amazon, 3 ply	2 70
Samson, 1-ply roll	2 50
Samson, 2-ply, roll	2 95
Samson, 3-ply, roll	3 50
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Everlastic, 1-ply	1 90
Everlastic, 2-ply	2 20
Everlastic, 3-ply	2 55
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 45
McCombe, Sp., 1-ply	1 70
McCombe Sp., 2-ply	1 95
McCombe Sp., 3-ply	2 30
Panamoid, 1-ply	1 70
Panamoid, 2-ply	(95
Panamoid, 3-ply	2 30
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 70
Black Diamond Ready Roofing, 2-ply	....
Black Diamond Ready Roofing, 3-ply	....
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 25
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto and Montreal.

ROPE

	Lb.
Pure Manila basis	32
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	25

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	25
Double lath yarn	25½
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis.	On application
Cotton, ⅛ in.	0 32
5-32 in.	0 31
3-16 in.	0 74-77½
¼-in. and up	0 73-76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.10 dozen; 761 (61), $2.70; 851 (51), $3.25; 771 (84), $6.35; 781 (62), $7.80; 861A (53½), $7.85; 852 (73), $5.10; 762B (7), $6; 386 (32), $6.90; 886L (66½), $5.85; 465 (69), $1.80; 771 (86), $4.60.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge Steel	$3 95
103, 50 ft. Reliable Jr. Steel	4 65
243, 50 ft. Rival Steel	3 50
1243, 50 ft. Rival Jr. Steel	3 50
603, 50 ft. Metallic	3 00
604, 66 ft.	3 30
403, 50 ft. Linen	2 15
	Dozen
713, 50 ft. Ass Skin	5 40
714, 66 ft. Ass Skin	6 50
143, 3 ft. Steel Pocket	7 10
145, 5 ft. Steel Pocket	9 65
175, 5 ft. Linnine Pocket	5 55
165, 5 ft. Cotton Pocket	1 60

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$15 00
Golden Clipper	16 00
Little Giant	17 00

SCREEN DOORS
Kasement No. 1—2 ft. 8 in., $28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	77½%
Wood, R.H., bright	75 %
Wood, O.H., bright	75 %
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	60 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	20

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 10
18 and 20	7 10
16	6 95
14	6 80

F.O.B. Hamilton and Toronto.

SHINGLES, METAL

Standard, galvanized	$10 00
Standard, painted	8 00

Discount 7½%.

SIDING, METAL

Standard, galvanized	$8 50
Standard, painted	6 50

Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay: also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
Base, 3 to 8 lbs., 56c, f.o.b. Toronto and Hamilton.

SOLDER, BAR
See weekly report

SPOUTS, SAP

Eureka, per M	$13 50	$16 50

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	$ 7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz.	$2 60
Sampson, doz.	7 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	45 and 5	45 and 5	45 and 5
Draining Tools	45 and 5	45 and 5	.....
Hollow Back Scoops	45 and 5	.....	45 and 5
Sand Shovels	45 and 5	.....	45 and 5
Hollow Back Shovels	45 and 5	.....	45 and 5
Hollow Back Coal Shovels	45 and 5	.....	45 and 5
Riveted Back Scoops	45 and 5	45 and 5	45 and 5
Miners' Spring Point Shovels	45 and 5	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, nickeled fittings, Cyco ball bearing	$51 00
Club, jap. Cyco bearing	108 00
Champion, nickeled fittings	43 00
Champion, japanned fittings	36 00
Grand, nick., Cyco B.B.	64 00
Grand, jap., Cyco B.B.	57 00
Grand Rapids, nick., Cyco B.B.	48 00
Grand Rapids, jap., Cyco B.B.	41 00
Parlor Queen, nick., Cyco, B.B.	54 00
Princess, nick., Cyco B.B.	49 00
Standard, nickeled fittings	45 00
Standard, jap. fittings	38 00
Universal, nick., Cyco bearing	46 00
Universal, jap., Cyco bearing	39 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, nickeled	$124 00
Household, japanned	110 00
Superba, nickeled	140 00

F.O.B. factory, Niagara Falls, Ont.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 90
Attachments, set	8 25

F.O.B. Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 and 10%
Shoe findings list adopted July 5, 1917	Net List
List of Capped Goods adopted Jan. 1, 1916	60 2and 15%

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$ 2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.O.B. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb	0 71 -0 77
4-ply wrapping, lb.	0 73½-0 80

Montreal.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.O.B. Newmarket.

VALVES

	%
Compression work, standard	44
High grade	40
Fuller work, standard	40
Basin cocks, No. 0, standard	35
Nos. 1 and 2	35
Bath cocks, compression	45
Flatway stop and waste cocks, standard	44
Roundway stop and waste cocks, standard	44
Brass steam cocks, standard	Net list
Radiator valves, standard	31
Do., removable seat	Net list
Globe, angle and check valves, standard	20-22½%
Do., Jenkins Disc	22
JJenkins Valves	Ne list
Standard Gate	25

F.O.B. Toronto.

Penberthy Brass Valves

Compodisk Valves	15-5%
Gate Valves	25%
Regrindinf Valves	15-2½%
Swing Check Valves	10-2½%

WARES, ETC.
Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%; White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30% and 5%.
33 1-3%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Nickel-plated Ware, 50%.
F.O.B. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Rain plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00, 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$4.75	$4.00	$4.75
Section, ½lb., per 100 lbs.	4.75	4.50	4.50
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

WHEELBARROWS

Navvy, steel wheel, doz.	$60 00
Garden, steel, doz.	64 25
Light garden, doz.	46 80

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
F.O B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

Cut Hay Wire.	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	5 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.

Smooth Steel Wire.

Nos. 0-9 gauge, base	5 00

Extras over base sizes on smaller gauges are as follows:
No. 10, 5c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 0lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	12c	12

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs...	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 09½
Do., pure, 100 lb. kegs..	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs..	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs..	0 15
Imp. green, 100-lb. kegs....	17-19
Chrome green, pure.....	0 35
Chrome yellow	25-41
Brunswick green, 100-lb. kg.	12-14½
Indian red, 100-lb. kegs...	15-20
Indian red, No. 1, 100-lb. k.	06-10
Lamp black	0 23-0 25
Venetian red, best bright..	07-09
Venetian red, No. 1	0 05½
Drop black, pure dry	0 09½
Golden ochre, 100-lb. kegs..	0 12
White ochre, 100-lb. kegs.	05½-06
White ochre, barrels.....	0 04½
Yellow ochre, barrels	0 03½
French ochre, barrels.....	06-10½
Spruce ochre, 100-lb. kegs..	0 07-8
Canadian red oxide, bbls..	0 03½
Super magnetic red	0 05
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE 1 lb. tins—	
Venetian red	23-30
Indian red	0 30
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure.	26-28
Greens, pure	28-38
Siennas	0 34
Umbers	0 34
Ultramarine blue	45-48
Prussian blue	1 00
Chinese blue	1 00
Drop black	0 35
Ivory black	0 36
Signwriters' black, pure....	38-40
Lampblack	38-40
Marine black, 5-lb. irons...	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$7 47½
B-H "White" Enamel	7 47½
C.P.C. Albagloss	5 75

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50 1-lb. pkgs....	$25 00
Case No. 8—100 ½-lb. pkgs..	28 00
Case No. 9—200 ¼-lb. pkgs...	35 00
Discount—	
French medal (prices withdrawn).	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags.....	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags.	0 24

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE	
Plates up to 1 foot, each $0 80	
Plates from 1 to 2 feet, each 0 90	
" 2 to 3 " 0 95	
" 3 to 4 " 1 15	
" 4 to 5 " 1 35	
" 5 to 7 " 1 50	
" 7 to 10 " 1 70	
" 10 to 12 " 1 75	
" 12 to 15 " 1 85	
" 15 to 25 " 1 95	
" 25 to 50 " 2 15	
" 50 to 75 " 2 20	
" 75 to 90 " 2 25	
" 90 to 100 " 2 30	
" 100 to 120 " 2 60	
" 120 to 140 " 2 90	
Plates 101 to 110 wide containing not over 100 ft. each...	3 00
Plates 111 to 120 wide containing not over 100 ft., each...	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 35
Crown Diamond	16 00	16 35
Crown, Pure	16 00	16 35
Green Seal	16 00	16 35
Ramsay's Pure	16 00	16 35
Moore's Pure	16 00	16 35
Tiger, Pure	16 00	16 35
O.P.W. Dec. Pure...	16 00	16 35
Red Seal	16 00	16 35
O.P.W. English	16 20	16 55
Elephant Genuine....	16 50	16 85

B.B. Genuine Lead, less than tons, $18.50, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	$12 00	$14 50
Genuine, 100-pound kegs, per cwt.	13 00	15 50
Less quantity	14 75	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs. ..	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

LITHARGE
Tons or over (cwt.).....$10 75
Smaller lots (cwt.) 11 75

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white $4 95	
Elephant, colors 4 55	
B.-H. English, white 5 05	
B.-H. English, colors 4 85	
B.-H. Floor 4 00	
B.-H. Porch Floor 4 55	
Minerva, white 4 90	
Minerva, colors 4 65	
Crown Diamond, white 4 80	
Crown Diamond, colors 4 55	
Crown Diamond, floor 4 00	
B.-H. Fresconette, white..... 3 80	
B.-H. Fresconette, colors..... 3 50	
Moore's House Colors, white.. 5 00	
Moore's House Colors, colors.. 4 80	
Moore's Egyptian Paint, white 4 00	
Do., colors 3 85	
Moore's Floor Paint 3 75	
Moore's Sani-Flat 3 75	
Moore's Porch and Deck Paint 4 90	
Moore's Mooramel	
Jamieson's Crown Anchor ... 4 30	
C.P.C. Pure, white 5 05	
C.P.C. Pure, colors 5 55	
O.P.W. Canada Brand, white. 4 80	
O.P.W. Canada Brand, colors 4 50	
O.P.W. Canada Brand, floor.. 3 75	
O.P.W. Flat Wall, white..... 3 60	
O.P.W. Flat Wall, colors..... 3 50	
Ramsay's Pure, white 4 90	
Ramsay's Pure, colors 4 60	
Martin-Senour, 100%, white.. 5 05	
Martin-Senour, 100%, colors.. 4 80	
Martin-Senour, Porch Paint.. 4 55	
Martin-Senour, Neutone, white 3 60	
Martin-Senour, Neutone, colors 3 50	
Senour's Floor Paint..... 4 00	
Sherwin-Williams, white 5 05	
Sherwin-Williams, colors 4 80	
Sherwin-Williams, floor 4 00	
Sherwin-Williams, porch floor. 4 55	
Flat Tone, white 3 60	
Flat Tone, colors 3 50	
Lowe Bros., H.S., white 5 05	
Lowe Bros., H.S., colors 4 80	
Lowe Bros., hard drying floor. 4 00	
Mellotone, white 3 75	
Mellotone, colors 3 60	
Sanitone, white 3 60	
Sanitone, colors 3 50	
Maple Leaf, white 5 05	
Maple Leaf, colors 4 80	
Maple Leaf, floor 4 00	
Pearcy's Prepared, colors 4 25	
Pearcy's Prepared,, white 4 50	

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs....	$0 48
In kegs, about 250 lbs. ...	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY Standard	Montreal Less than tons	Toronto
Bulk, in casks	$5 65	$5 95
Bulk, 100-lb. drums..	6 50	6 80
Bulk, 25-lb. drums...	6 75	7 05
Bulk, 12½-lb. irons..	7 00	7 30
Bladder, in bbls.	7 00	7 70

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

ROSIN
Barrels, 100 lbs. $11 50
Less, per lb. 0 14

SHELLAC
Pure White gal. (1 gal. tins), $7.25 to $7.40; pure Orange, gal. (1 gal. tins), $6.50 to $6.90; Gum Shellac, TN, $1 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 60
Takof	2 75
O.P.W. Presto	2 75
Lingerwett	2 55-3 00
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.35-$1.46 gal.; gal tins .....$1.57-$1.68	
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz....	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 35
C.P.C. Sun Varnish.....	3 83
C.P.C. Sun Spar.....	5 13
C.P.C. Sun Waterproof Floor	3 90
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 52
M-S Marble-Ite Floor	3 91
M-S Wood-Var	3 91
M-S Durable Spar	5 11
M-S Finest Interior	3 34
Elastic Interior	3 14
Mar-not	3 90
Quick Action House	2 65
Rexspar	5 12
Smear-Not	3 34
Kyanize Spar	4 94
Kyanize Cabinet Rubbing ..	3 84
Kyanize Interior	3 84
Luxeberry light	4 50
Luxeberry granite	4 50
Luxeberry spar	5 62
Ramsay's Universal	3 68
Crown Diamond Floor	3 65

F.o.b. Montreal, Toronto.

WATER PAINTS	
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg...	0 75
½ gal. package, per pkg....	0 40
Coralite, 5-lb. pkgs., white.	3 40
Coralite, 5-lb. pkgs., colors.	3 40
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	3 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21
WHITE	
XXX	0 18
XX	0 16¾
X	0 15¾
XC	0 13½
Japanese	0 13
XXX Extra	0 19
XX, grand	0 17¾
XLCR	0 16½
X Empire	0 15¼
X Press	0 14
COLORED	
No. 5	0 13¾
No. 1	0 12¾
No. 7	0 11¾
No. 1A	0 10¾
No. 1B	0 09¾
Fancy	0 15
Lion	0 13½
Standard	0 12
Popular	0 10½
Keen	0 09

Above lines subject to trade discount for quantity.

WAX	Per lb.
C. & B. Floor Wax $0 40	
B.H. Wax	0 45
Ronuk Floor Wax, lb.	0 35
Berry Bros.	0 35
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English 0 53	0 62
Johnson's	0 62
Jamieson's liquid wax, gal. ...	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls. $2 50	
F.o.b. Montreal, Toronto, London.	
Gilders, bolted, in bbls. $3 00	
WOOD ALCOHOL	Per gal.
In five gallons	2 20
In barrels	2 15

$4 extra for barrels.
F.o.b. Montreal, Toronto, London.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $3.25; C.B. Caps, $4.10; 2 2Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regale Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $45; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Double Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 30-10-7½% off list.

Standard, 27-10% off list. Extra 27%.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch, 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 20%; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $12.25. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, 7½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 50
Lookout	1 00
Sleepmeter	2 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 74c lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60-10%
Class B and C, off new list	20%
Bushings	20%
Unions	40%
Nipples 4" and under	55%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS WINDOW

	Single	Double
Up to 25 in.	....	....
26 to 40	....	....
41 to 50	....	....
51 to 60	....	....
61 to 70	....	....

GPASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 15
Cold Blast, regular	1 15

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4 $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherwenght, $9.95.

IRON, GALVANIZED

Apollo and "Fleur Premier de Lis"

10¾ oz. or 28 Eng.	$9 40
28 Am. or 26 Eng.	9 00
26 Am. or 26 Eng	8 70
24	8 55
22	8 55
18 and 20	8 40
16	8 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 25
Mrs. Pott's No. 50, set	2 35

Mrs. Pott's common and iron handles, $1.45 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

20% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$18 00
No. 25, Dash-board	17 50
Short Globe, doz.	18 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 05
3	2 90
4	4 30
Barn Door	
5	2 65
8	2 65
9	4 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O-Cedar Polish, No. 1	$12 00
O-Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 00	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $5.35 base; Winnipeg, $5.85 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll

1 in. mesh x 24 in.	6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.20; 60 in. $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

POLISH

O-Cedar—

	Doz.
4 oz.	$ 2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$ 2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40
Bon Ton—	
¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
Gal.	15 00
½ gal.	9 90

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 833	1071
inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 70
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER, Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $8.75; full polished, $9.00; 18 x 24, half polished, $8.75; full polished, $9.00; 20 x 28, half polished, $8.75; full polished, $9.00.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c; No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 7, 55c; No. 8, 56c; No. 10, 60c; No. 12, 65c.

ROPE

Sisal, 26c base; pure Manila, 34c base; British Manila, 29¼c base; lath yarn, 26c base; African hemp, 29¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER

Star—	Quire.	Ream.
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—		
00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%, flat head, brass, 35%; coach, 45%. Set Screws, 40%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—	
No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$7 95
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Pt., $13.75 per doz.: D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $15.95; D.H. Sqr. Pt., $15.95; L.H. Rd. Pt., $15.95; L.H. Sqr. Pt., $15.95; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 5, $20.25; No. 6, $20.50; No. 8, $21.00.

SOLDER. Per pound, 37 to 38c.

SPIKES, BOAT

Pressed, ¼ in., $8.00; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$22 50
20 x 28 I.X. box	26 00
20 x 33 I.C. box	27 00
20 x 33 I.X. box	31 90
Terne plates	24 00

TRAPS, GAME—	Doz.		
	Victor	H.& N.	Jumbo
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 66
Cotton, 3-ply, balls	0 69
Cotton, 4-ply, cones	0 70
Cotton, 4-ply, balls	0 73

VARNISHES—

Stephens' Luminette, gal.	$3 50
Stephens' Exalite, gal.	4 25

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, retinned, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Lich Galvanized Pails and Tubs, list, plus 20%.

Heavy Galvanized Pails and Tubs, plus 80%.

Jap. Coal Hods, list, plus 35%.

Galvanized Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

WHITE LEAD

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB

Lyman, 4-point, $5.00 Winnipeg; Glidden Cattle, 2-pt., $4.80 Winnipeg; Baker, 2-pt., $4.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized, Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.75 Winnipeg; $6.25 Fort William. Brass snare wire, per lb., 80c.

WIRE, ANNEALED

No. 9, $5.50; 10, $5.56; 12, $5.70; 14, $5.90; 15, $6.05; 16, $6.20 per 100 lbs.

WRENCHES (NUT)

Agricultural—	Doz.
6 inch.	$6 70
8 inch.	8 00
10 inch.	9 40
12 inch.	12 00
15 inch.	16 80
Perfect Handle—	
6 inch.	12 00
8 inch.	14 40
10 inch.	16 80
12 inch.	21 60
15 inch.	28 80
18 inch.	38 40

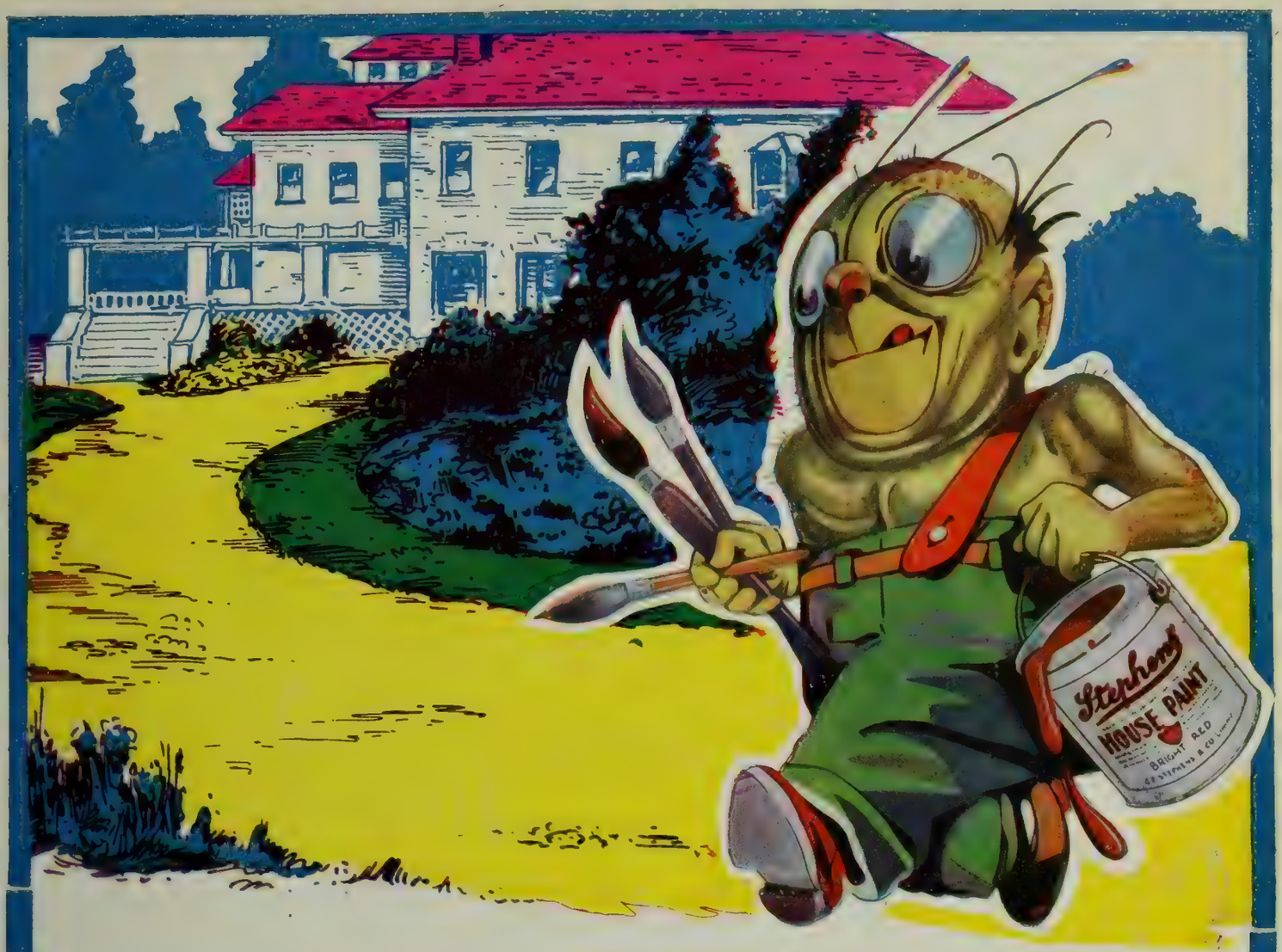
WRENCHES (PIPE)

Stillson—	Each
6 inch.	$1 00
8 inch.	1 15
10 inch.	1 25
14 inch.	1 75
18 inch.	2 50
24 inch.	3 65
36 inch.	6 75
Trimo—	
10 inch.	$1 60
14 in.	2 10
18 inch.	3 00
24 inch.	4 35

Always Ready—	Dozen. Black.	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Eze, $62.55 per dozen, Reliance,



Always on the Job

Stephens

REGISTERED TRADE MARK

Paints and Varnish

Every time you deliver an order of *Stephens* Paints or Varnish, you're making future business for yourself because *Stephens* customers always come back.

Every year means a greater paint turn-over than before; it's the great accumulating sales volume of *Stephens* Paints and Varnish. Are you sharing in it? If there's no one near you selling *Stephens* —write us about an agency—for making money.

G. F. STEPHENS & CO., LIMITED - WINNIPEG & CALGARY

PAINT AND VARNISH MAKERS

"Save the Surface and you save all" Paint & Varnish

MARTIN

100% PURE PAINT



SENOUR and VARNISHES



The Distinction of a MARTIN-SENOUR Dealer Agency

To be participating in the sale of 100% Pure Paint which has a larger gallonage distribution than any other brand of prepared paint in Canada.

To be counted among the largest number of dealers handling any individual line of paint in Canada.

To be able to provide your customers with the fullest measure of value obtainable in paints and varnishes, thus assuring repeat sales, increased business and larger profits.

To have the full benefit of the very best sales help and co-operation which is offered.

To reap the sure return from advertising and sales-promotion work which is wisely planned to create business and truly make MARTIN-SENOUR products the easiest and most profitable to sell.

To be identified with the pioneers in the making of Pure Paint, but still first in the estimation of Canadian Paint and Varnish Consumers.

Value, the best salesman, keeps MARTIN-SENOUR dealer-agents busy.

A post card today will bring you detailed information covering this distinctive dealer agency plan.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX
Associated with International Varnish Co., Limited

"Save the Surface and you save all" Paint & Varnish

TRADE ELASTICA MARK.

When a customer asks you for "a can of Paint or Varnish" he is already sold. He is sold on *your reputation*. He will take what you give him.

When that Paint or Varnish leaves your store and is used, will it *wear?* Will your customer *stay sold?* Or will your reputation suffer?

Supply

TRADE ELASTICA MARK.

Products

and they will stay sold

To the value of a customer satisfied with ELASTICA you add the value of ELASTICA advertising which is oil on the wheels of your selling machine.

SATISFACTION plus ADVERTISING equals PROFITS

We have an attractive proposition worthy of your careful consideration. It will pay you to represent us in your district. May we tell you why? Write us for particulars to-day.

INTERNATIONAL VARNISH CO. LIMITED.

Vancouver Halifax TORONTO Montreal Winnipeg

Associated with The Martin Senour Co., Limited

TRADE
ELASTICA
MARK.



The One Perfect Floor Varnish

There is an "International" Representative in your District.
A post card will bring him to you.

INTERNATIONAL VARNISH CO. LIMITED.

Vancouver Halifax TORONTO Montreal Winnipeg

Associated with The Martin Senour Co., Limited

Satisfaction
By the Pint, Quart or Gallon

"Hillcrest" Varnish Stain

On a par with any of the best high-grade varnish stains on the market. Dries hard in twelve hours with a durable gloss. Will give a handsome imitation of natural wood.





Carriage Varnish Paint

Spendid material for finishing carriages, automobiles, porch furniture, etc. Made in seven standard shades. Dries with a hard, durable finish, high gloss.



Hillcrest Paints and Varnishes



"Hillcrest" Aluminum Paint

Has been tested out thoroughly and proven without doubt the best on the market. Covers well and gives a bright, silvery finish to range boilers, pipes, radiators, etc.

Pearcy's Prepared Paints

One of the oldest and most reliable prepared paints on the market today. Has been giving satisfaction for over 40 years. Forty select shades.

The "Hillcrest" line means success to the merchant who handles it. There is nothing problematical about it—it's proved, demonstrated—"cinched"—been done by merchants who are glad now. Right prices and right goods.

We have an ideal city delivery for "Hillcrest" Paints, Varnishes, and paint and varnish specialties; delivery on short notice anywhere in Toronto.

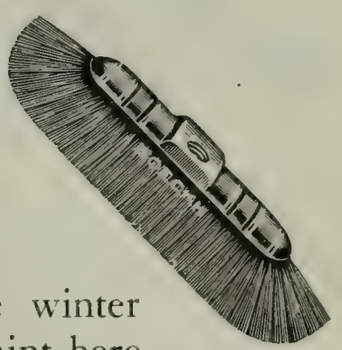
Send a trial order or ask for our representative to call.

SANDERSON PEARCY & CO., LIMITED

272 Van Horne St. (Corner Dufferin St.), West Toronto, Ontario

BRUSH SUGGESTIONS THAT PAY WELL





The holiday season will soon be over, folks will be coming home to houses that have been closed for various periods—cleaning and painting will be in order. Besides, preparation for the winter months will be necessary. A coat of paint here and there means protection against the ravages of snow and frost. Are you anticipating the demand there will be for household and paint brushes? How is your stock of

BOECKH'S

Rubber-Set Painters' and Household

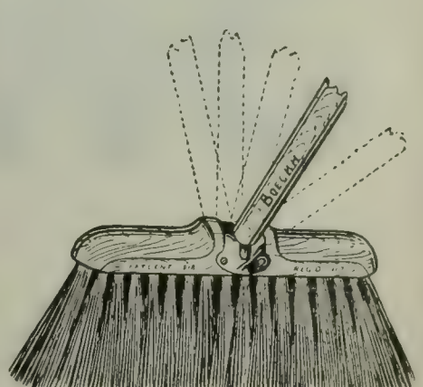
BRUSHES



A window display of these well-known and popular brushes, with a few timely suggestions, will enable you to reap the benefit of increased sales.

Boeckh's Brushes are well-known to you for their high quality of material and workmanship, and only require a slight effort to sell. Their excellent wearing qualities, with Bristles, Rubber-Set — that can't come out, and moderate prices make them the most desirable brushes on the market.

Write us for Dealer Aids and Display Cards—they are yours for the asking.



The Boeckh Company, Ltd.

TORONTO, CANADA

ESTABLISHED 1856

Read Now!!



SHERWIN

PAINTS &

Are You One of The Thousands of S-W Dealers?

THE Sherwin-Williams Agency is the opportunity for the live dealer in paints and varnishes.

Do you make the most of this opportunity? If you are the right man, you will make big strides with the S-W line, for the goods are the standard by which other paints and varnishes are judged.

The prices and profits are based on honest value and worthy service. The advertising and selling helps are outstandingly superior to any competitor's.

The attitude of the buying public is more favorable to Sherwin-Williams Products than to any other paints and varnishes made.

These are reasons why you should consider the S-W Agency.

Write for particulars to

THE SHERWIN-WILLIAMS CO.
of Canada, Limited.

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

897 Centre Street, Montreal **110 Sutherland Avenue, Winnipeg**

MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, LONDON, Eng.

A RIGHT-QUALITY PRODUCT FOR EVERY PURPOSE

WILLIAMS VARNISHES

Act Now!!



CANADA

CANADA Paint is one of the easiest selling propositions any paint dealer could want.

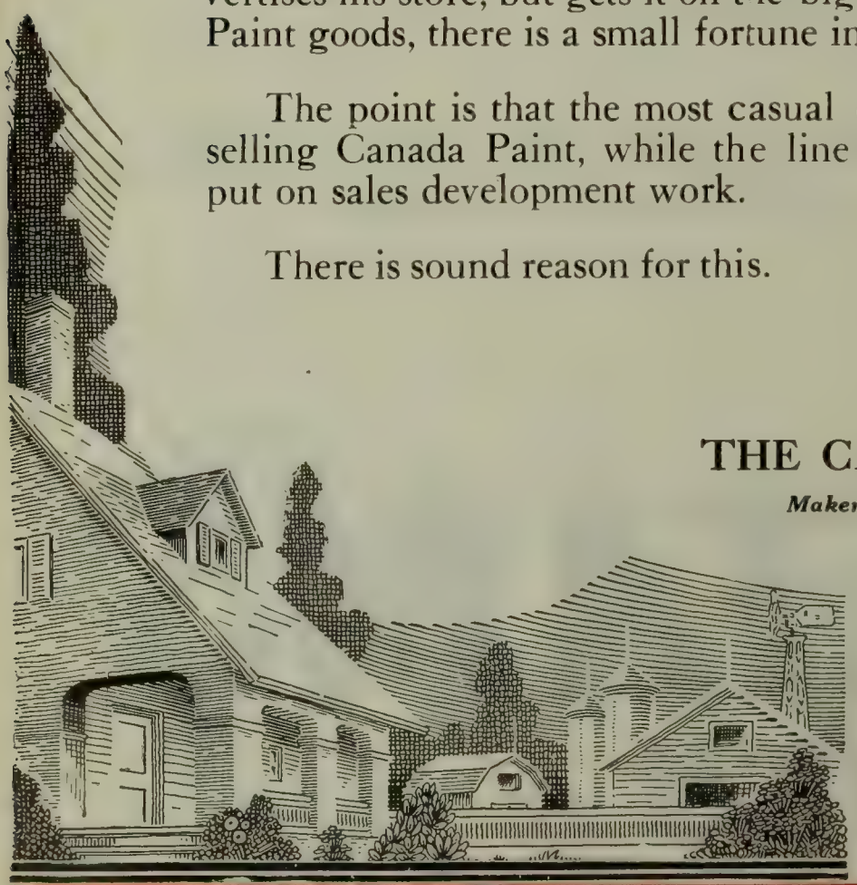
For the dealer who is too busy to take much time to push paint sales, it is a steady seller.

For the dealer who used window, counter, and shelf display, and gives wise suggestions to his customers, Canada Paint is his big profit-maker.

For the dealer with vision, who not only works in and advertises his store, but gets it on the big jobs, supplying Canada Paint goods, there is a small fortune in it.

The point is that the most casual dealer will make money selling Canada Paint, while the line will back up any effort put on sales development work.

There is sound reason for this.



THE CANADA PAINT CO., Limited

Makers of the Famous Elephant Brand White Lead

572 William St. Montreal
112 Sutherland Ave. Winnipeg, Man.

Montreal Toronto Winnipeg
Calgary Halifax

PAINT

IF you sell a paint or varnish you are not SURE of, you never know when it is going to ruin your business instead of building it greater.

Perhaps two years after you sold such paint it shows its defects, and YOU are condemned in the eyes of your customer.

Now when you sell Canada Paint, which has fifty years' consumer satisfaction back of it, you can depend on it giving perfect service, not for one or two but from four to six years.

With Canada Paint you have a line which is already partly sold before it gets on your shelves, because of the Dominion-wide advertising and the accumulated consumer goodwill and neighbourly recommendation that so often is the deciding factor.

You can meet every need with Canada Paint goods—House finishes, Barn Paints, Varnish Stains, Enamels, Varnishes and Colors for every purpose.

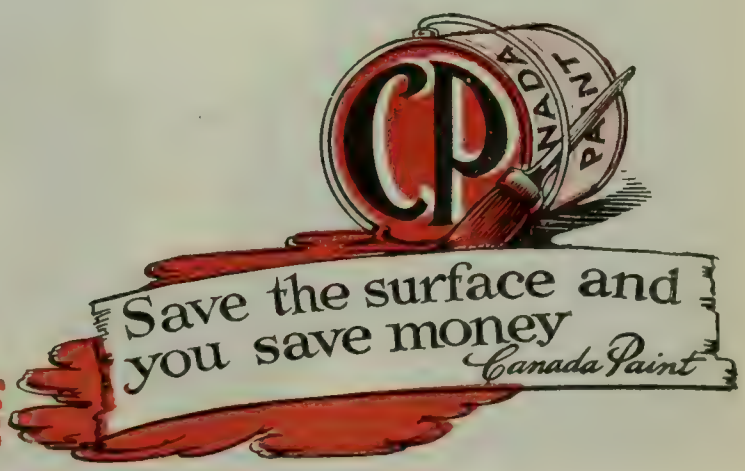
We will be pleased to place the C. P. Agency before you. A post card will receive our immediate attention.

THE CANADA PAINT CO., Limited

Makers of the Famous Elephant Brand White Lead

572 William St. Montreal
112 Sutherland Ave. Winnipeg, Man.

Montreal Toronto Winnipeg Calgary Halifax



Let Us Make A Paint Test In Your Store

This is the quickest and easiest way to convince you that Lowe Brothers' Paints are the best paints made. We will demonstrate the quality right before you and your clerks. There can be no argument if you believe your own eyes.

Lowe Brothers Paints

HAVE THE GREATEST hiding power, the greatest covering capacity, are ground to extreme fineness and have the easiest working qualities of any paint you may wish to test.

Besides demonstrating to you the high quality of our paint, let us show you our follow-up system of advertising which you will acknowledge to be the strongest and most artistic you have seen.

In a word, let us lay before you our entire paint proposition so you can judge for yourself if Lowe Brothers is or is not the finest line of paints you can handle. Are you open to conviction?

LOWE BROTHERS, LIMITED, TORONTO, ONT.
Lyon Paint and Glass Company, Limited
WINNIPEG, MAN.



MEAKINS BRUSHES









Meakins Quality

Meakins Service

Why Meakins Brushes Sell

They represent honest, faultless workmanship; they're made by brush experts. Because they are well planned, well made and well liked, they sell easily, profitably and with satisfaction to the dealer and the customer.

Order Meakins Brushes through your jobber and be glad.

Write us for catalogue.





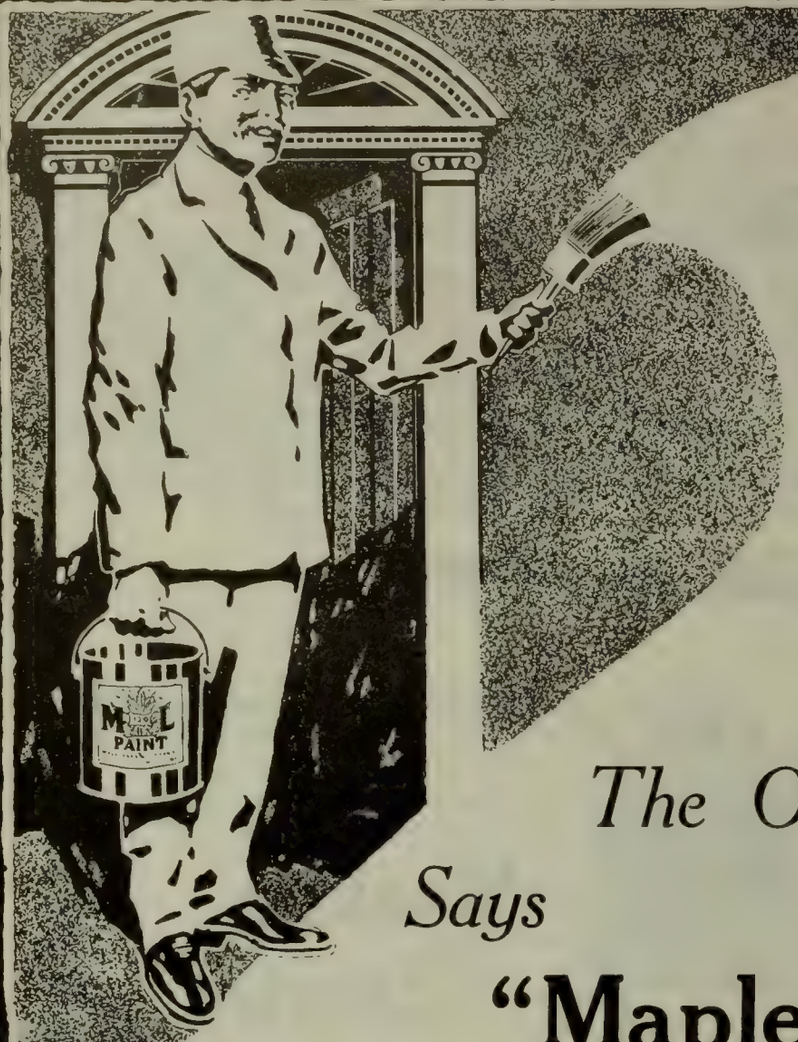
Meakins & Sons, Limited, Hamilton, Ont.

Warehouses: Winnipeg, London, Toronto, Montreal, Vancouver

PILKINGTON BROS., Calgary, Alberta



MEAKIN'S RUBBERSET BRUSHES ALWAYS SATISFACTORY



M L

QUALITY

The Old-Time Painter

Says

"Maple Leaf" Paints and Varnishes

GIVE THE CONSUMER MAXIMUM PROTECTIVE SERVICE AND SATISFACTION

"That is what brings him back to the dealer, to order more. That is why I keep on using **MAPLE LEAF PAINTS** and **VARNISHES** for my clients. They protect and preserve. They give service and value beyond consideration of price."

"When a paint dealer builds a reputation with a line of this sort, he is bound to increase his business."

"For service, value, reputation, guaranteed reliability and reliable production nothing can beat the **MAPLE LEAF PAINT** and **VARNISH** proposition."

You had better request complete details right away.

"Save the surface and you save all" *Paint & Varnish*

THE IMPERIAL VARNISH & COLOR CO. LIMITED

WINNIPEG TORONTO VANCOUVER

CANADA

RAMSAY'S







"The Right Paint To Paint Right"





"Save the surface and you save all" *Paint & Varnish*

A. Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes for 77 years

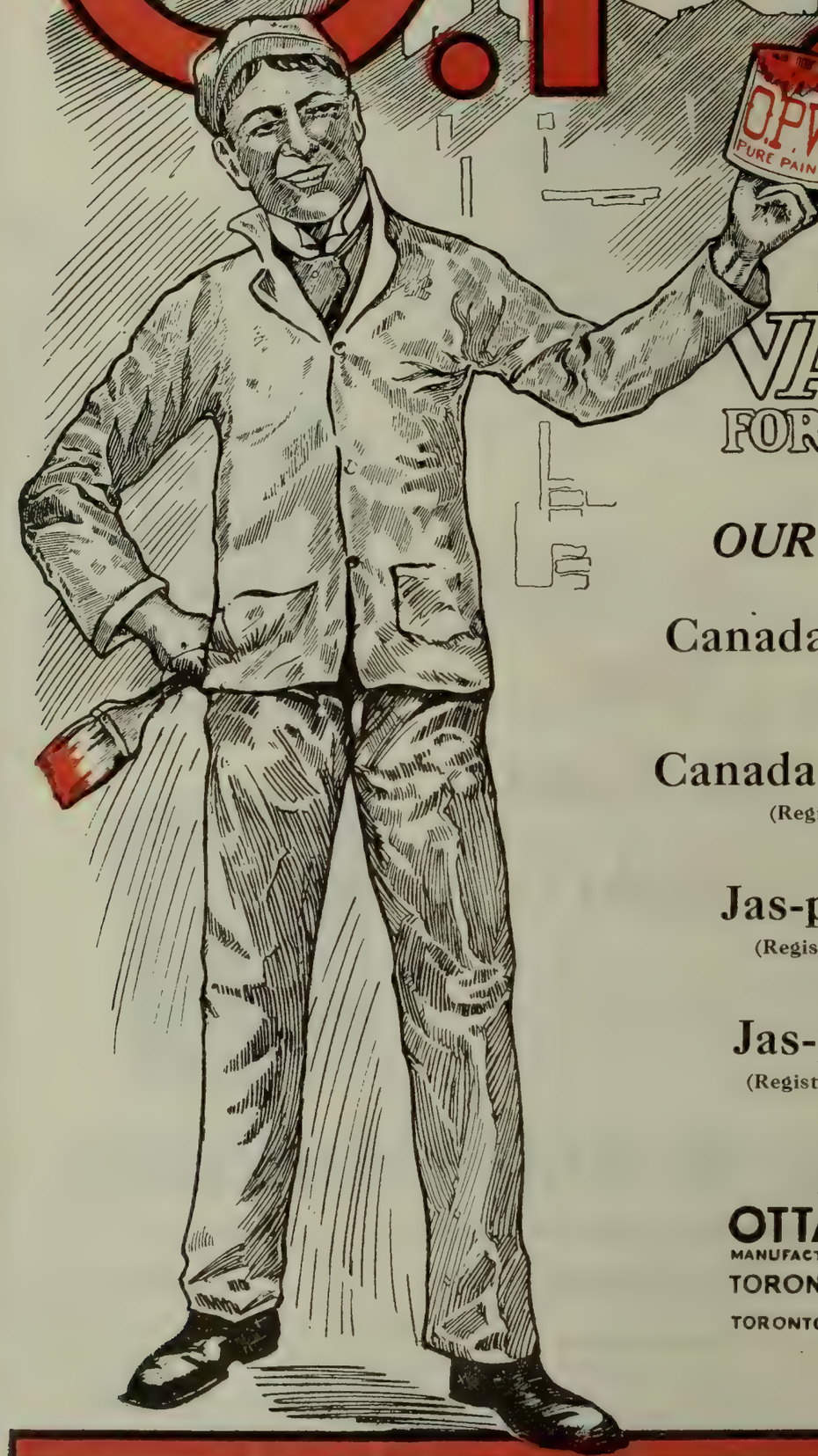
Toronto **MONTREAL** **Vancouver**

Distributors:

Edmonton District:
Revillon Wholesale Limited, Edmonton

Calgary District:
The McDonald-Baker Co., 818 8th Ave. W., Calgary

O.P.W.



PAINTS & VARNISHES FOR EVERY PURPOSE

OUR FOUR LEADERS

Canada Brand Pure Paints
(Registered and Protected)

Canada Brand Floor Paints
(Registered, and Surpassed by none)

Jas-per-lac Specialties
(Registered--The Present-Future Finish)

Jas-per-ite Varnishes
(Registered--The Present-Future Varnish)

Manufactured only by

OTTAWA PAINT WORKS
MANUFACTURERS LIMITED
TORONTO OTTAWA VANCOUVER
TORONTO BRANCH 135 DUCHESS STREET



Varnish Mistakes

MISTAKES in varnish buying are pretty costly for the user, because such errors are usually not discovered until some time after the finishing is done, and then it is too late to rectify.

Berry Brothers' Varnishes, Enamels and Stains have been standard for sixty years. They always satisfy the most critical consumer.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.	A. M. Bell & Co., Ltd. - Halifax, N.S.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.	Lariviere, Inc. - - Montreal, Que.
Frank A. Gillis Co. - - Halifax, N.S.	L. H. Gaudry & Co. - Quebec, P.Q.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.	Wood, Vallance, Ltd. - Winnipeg, Man.
Whites, Ltd. - - - - Collingwood, Ont.	Wood, Vallance & Adams, Ltd., Calgary, Alta.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.	Revillon Wholesale, Ltd. - Edmonton, Alta.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

Walkerville, Ont.

No. 201

Liquid Granite FLOOR VARNISH

Luxeberry WHITE ENAMEL

MOORE'S House Colors

A pure Linseed Oil Paint that sells on its merits. Unsurpassed for durability, covering and hiding qualities.

Sells at a reasonable price and brings bigger profits to the dealer.

We will be very glad to have you visit our stand at the Exhibition.

Benjamin Moore & Co., Ltd.
TORONTO



They All Want

TRADE SIMMS MARK
SET IN RUBBER

PAINT BRUSHES

Why? Because they are "BETTER BRUSHES" and have been so for 54 years.

Because the name "SIMMS" on a brush means a brush that will stand right up to the work—whether it be a fine big brush selected by a master painter, or an inexpensive one bought by the woman who wishes to varnish a chair.

SIMMS' PAINT BRUSHES enable you to show every shape, size and style for every job of painting and varnishing.

Look over your stock of Brushes and send us your sorting order for Simms' Set-in-Rubber Brushes.

Have you our new Catalogue?

T. S. SIMMS & COMPANY LIMITED

MAKERS OF BETTER BRUSHES FOR 54 YEARS

Office and Factory,
ST. JOHN, N. B

Branches: MONTREAL
TORONTO LONDON



Windsor Solvent Stains Work Wonders

When a dealer is interested in showing something new and interesting he will find that the quick, easy demonstration of these stains brings

PLEASED BUYERS
and
SPLENDID PROFITS

"Windsor" will penetrate and stain any varnish without injuring the finish in any way. See this done and you will be another enthusiast.

Put up in Patent Top Bottles—four sizes.

Nine pleasing shades.

Write for samples and name of nearest jobber.

Standard Paint & Varnish Company, Limited

Windsor, Ontario

NEW ERA PAINTS



Supply the constantly increasing call for QUALITY products at reasonable prices.

They stand the most strict tests.

They have NO SUPERIORS.

Made from the purest ingredients, "NEW ERA" Paints stand up against severe weather and atmospheric conditions.



Once used they are always wanted again. Our agencies, many long established, are constantly pleased with results both to customer and dealer.

If you are not already included in our "Happy Family" write today for our agency proposition.

Our wide line of paints, colors and varnishes is unexcelled.

Made in Canada for Canadians

Standard Paint & Varnish Company, Limited
Windsor, Ontario

TWO GOOD LINES TO BUILD FALL BUSINESS ON

DOUGALL UNIVERNISH

The Universal Varnish

The safe, convenient finish that you can readily recommend to your customers, for all uses, both inside and outside. There's a big Univernish season ahead. Stock the complete Univernish line. Order to-day.



DOUGALL DA-COTE

Motor Car Enamel

For use on Automobiles, Buggies, Bicycles, Sleighs, etc. Made up in ten attractive colors. So easy to use that a child can apply it.
In great demand for brightening up the car before putting it away for the Winter.

Univernish Wood Colors

Dark Oak, Light Oak, Bog Oak, Mahogany, Walnut, Green
And as a clear Varnish

The Da-Cote Color Range

Red, Green, Cream, Yellow, Brown, Blue, Grey, Black, White, Khaki

UNIVERNISH Won't Turn White

Plenty of Univernish Color Cards, Literature and Selling Helps supplied our Dealers.



DA-COTE Dries Over Night

Our new Da-Cote Window Trim will bring the crowd to your windows. Free to Da-Cote Dealers.

The Dougall Varnish Co., Limited

Montreal

ASSOCIATED WITH MURPHY VARNISH CO., U.S.A.

CANS









WHITTALL CANS

For Meats, Vegetables, Milk, Syrup, Fish, Paint, Etc. Packers' Cans, Open Top Sanitary Cans, and Standard Packer Cans with Solder-Hemmed Caps.

A. R. Whittall Can Co.

Limited

MONTREAL, CANADA

Established 1888









JAMIESON'S

CROWN ANCHOR



PREPARED PAINTS READY TO USE



Helped the Quebec Bridge

The Jamieson line has stood the test of time. It has proved its quality and its selling power since 1858.

It will not fail you. When you have sold a customer Jamieson's, that customer is **yours.** Not only yours as a customer, but he becomes your advertising man. That's why sales grow all the time—each satisfied customer brings more.

Of course it's easy to sell—anybody can sell a man what he wants, and it's profitable to the man that sells it.

R. C. Jamieson & Co., Limited

Owning and Operating P. D. DODS & CO., Limited

Calgary MONTREAL Vancouver

JAMIESON'S



And Will Help Your Business

Jamieson's guarantee gives confidence that your promises will be justified; it lends assurance to the customer that you are handling, and he is purchasing, a thoroughly reliable paint or varnish.

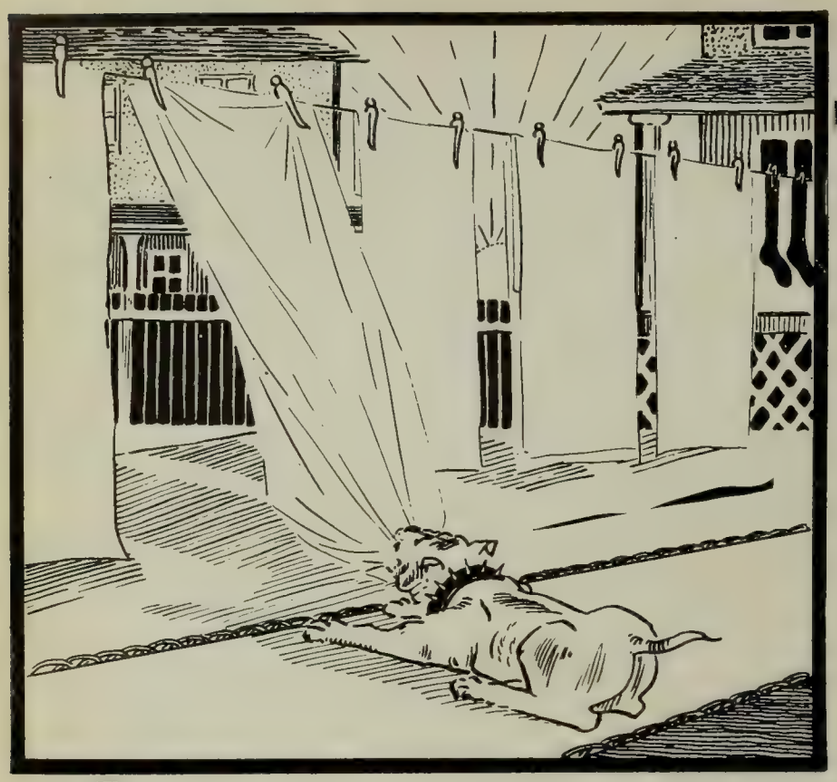
Jamieson's has been "making good" for over sixty years; building a name and reputation that creates a tremendous demand. This accumulated popularity and prestige goes to the dealer, adding to his profits, and constantly increasing the sales.

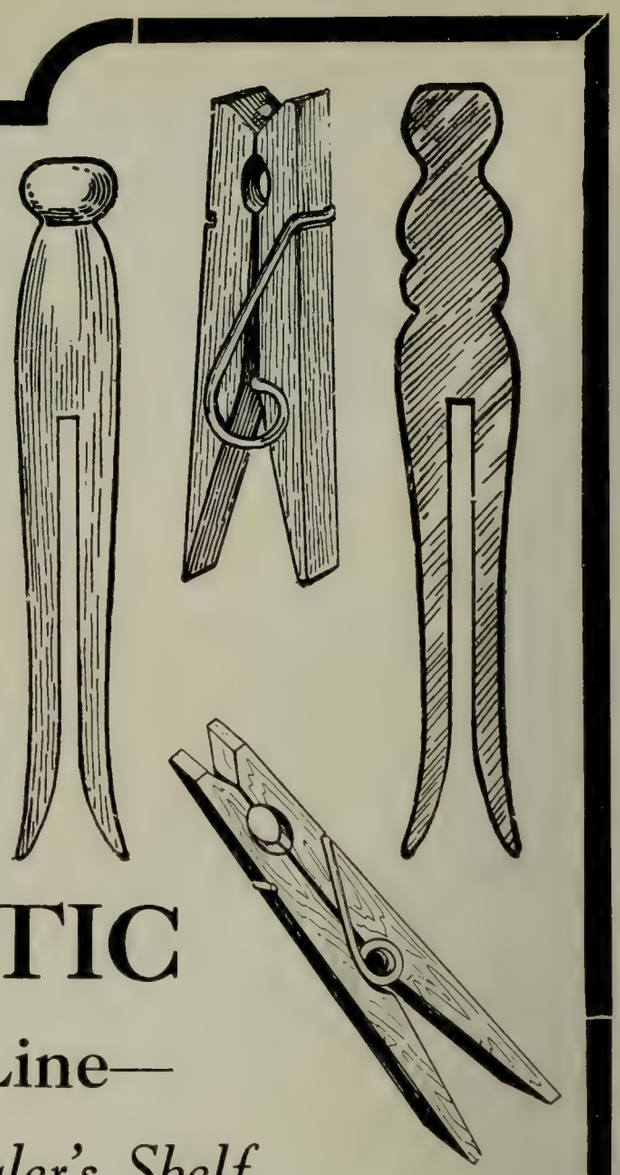
A post card to us puts you on the road to prosperity.

R. C. Jamieson & Co., Limited

Owning and Operating P. D. DODS & CO., Limited

Calgary MONTREAL Vancouver





MEGANTIC

Stay On The Line—

But Not on the Dealer's Shelf

Every housewife is a prospect for Megantic. In fact, the demand exists now. The housewife wants Megantic Clothes Pins because they stay on the line; are made of the best wood and remarkably free from splitting and splintering, so destructive to clothes.

Megantic Brooms are the kind that don't moult—the straws stay in the broom—but the brooms move; they're a swift and profitable seller.

We also manufacture Cheese Boxes and Veneer Chair Seats.

AGENTS: Boivin & Grenier, Quebec; Delorme Frere, Montreal; J. Hunter White, St. John, N.B.; H. D. Marshall, Ottawa; Harry Horne Co., Toronto; Tomlinson & O'Brien, Winnipeg; Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada; Pyke Bros., Halifax.

Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms, Clothes Pins, etc.

MEGANTIC, QUE.

Prompt Shipments of
SALABLE GOODS

A Heavy Special Stock of
Window Glass

is now on hand to meet the exceptional demands of the increase in building activity. We can make prompt shipment of this or any of the following:

Household Sundries

"Save the surface and you save all" *Paint & Varnish*

Painters' Supplies

Pratt and Lambert's Varnishes
Berry Bros.' Varnishes
Old English Floor Wax
Crown Diamond Paints
Johnson's Floor Wax
O-Cedar Products
Liquid Veneer

Window Glass
Paint Brushes
Linseed Oil
White Lead
Dry Colors
Turpentine
Putty

Stewart and Wood, Limited
82-84 York St. - - Toronto, Ont.



Turpentine Receiving Room

ONTARIO OIL & TURPENTINE CO., LTD., 106-108 Vine Ave., West Toronto

Rosin and Turpentine Importers — Largest Turpentine Importers in Ontario — Linseed Oil Dealers

Quality Products

Famed from Coast to Coast



The famous Glidden Green Label is known from one end of the Dominion to the other. It is known to represent quality in the highest degree.

Call and see us at our exhibit in the Process Building at the Canadian National Exhibition, August 23rd to September 6th.



Profit Makers

Attract Worth-While Business

They sell quickly, they give you profitable turnover, they reduce overhead, they draw trade to your store, they are business builders. That's what you can expect from all products under the Glidden label—products that are known for quality throughout the Dominion.

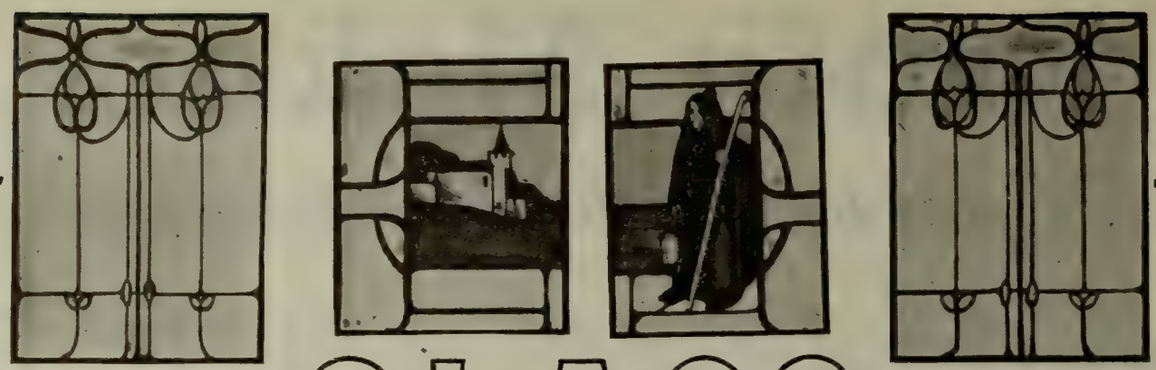
To associate your store with the name Glidden is a worth-while business asset. It is assurance of a very real service for your customers as well as yourself. While it furnishes true paint and varnish value it is supplying that dependable value in a list of products that cover practically every need.

Jap-a-lac provides the full assortment of Household Finishes. Glidden Varnishes and Enamels serve both the painter and the householder, while the Glidden Paint and Varnish Specialties provide a complete line of Endurance materials for both home and industrial uses.

The Fall always brings house renovating needs. If you do not carry Glidden lines it will pay you to write for literature, prices and merchandising plan.

The Glidden Company, Limited
Toronto, Ontario





GLASS

Now is the Time to Sort up on WINDOW GLASS

ALL WEIGHTS

10-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.

WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WINDOW GLASS.

CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

CARTER'S

Carter's Genuine Red Lead Means Good Business for You

It is needed constantly by your painter-customers, by railways, ironworks, shipbuilders.

Carter's Genuine Dry Red Lead

is pure, uniform, economical. Mixed with pure linseed oil, it is the best protection for metalwork, steam pipes, etc. It is highly oxidized, ground very fine, made from the highest grade of Canadian pig lead.

We also make Carter's Genuine Orange Lead. Dry White Lead and Litharge.
Make sure you have ample stock on hand.

The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

In The Public Eye



Oakville Aluminium Ware

Preserving Kettles



"Regular" Teakettle

Why not be prepared to meet the preserving rush with something of special note in kettles?

Oakville Aluminium Ware holds a place in the hearts of Canadian housewives. You should benefit by it. When the preserving plans are made, kettles in pure aluminium will have an irresistible appeal. Make the most of it. It means quick sales at good profits.

Of course, kettles are but one item; there's a rosy trail ahead for you picking the profits on aluminium teapots, teakettles, etc. Get a catalogue and order through leading wholesalers.

"Will Outwear Any Ware"

WARE MFG. CO. LTD. OAKVILLE PURE ALUMINIUM WARE

The Aluminium Ware Manufacturing Co., Limited

Oakville, Ontario

Richardson and Bureau, Montreal, Eastern Selling Agents.

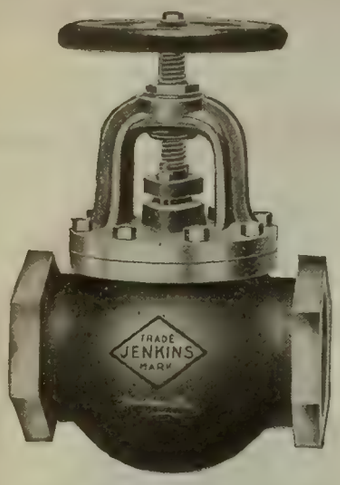


FIG. 141

JENKINS BROS.

Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.

Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8

JENKINS BROS., Limited

103 St. Remi St. MONTREAL

6 Great Queen Street, Kingsway, London, W.C. 2, England



Factory and Head Office of JENKINS BROS., LIMITED, Montreal, Canada.

No More Sore Shoulders



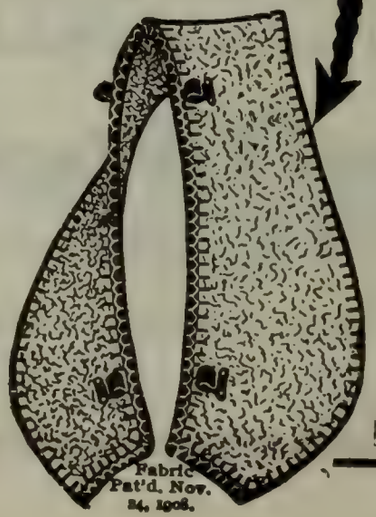
The pulling power of your horses depends on the collars they wear. Don't spoil their tempers and lose their efficiency by making them stand the tortures of sore shoulders or chafed necks.

Ventiplex
PADS

will relieve all possibilities of rubbing. They make collars fit snugly, are sanitary and can be washed without fear of spoiling. Use them to protect your horses.

"Be Sure and Work the Horse"

TRADE MARK Ventiplex PADS



Dominion Wide Advertising Like This

is being published for your benefit. It is "boosting" sales every day. This forceful advertising eliminates the fear of dead, and left-over stock.

The existing demand is being stimulated; be prepared to reap a harvest of profits from the growing demand.

We increase the demand; you fill it.

For more information, write

Burlington-Windsor
Blanket Company
Toronto, Canada



Rotary Ash Sifter

"Canada" Rotary Ash Sifter

For these days of coal shortage, Davidson's Rotary Ash Sifter is just the thing. Solves the fuel problem. Separates the ashes from the cinders quickly and efficiently, without any clogging.

Moreover, you can recommend Davidson's Sifters to your customers on the score of cleanliness. Note the enclosed working parts—it means freedom from the smothering dust of the old-fashioned sifter. Easy to operate, and free from mechanical difficulties.

Davidson's Sifters are neat in appearance, and made rustproof by galvanizing after being assembled.

The Thos. Davidson Mfg. Company, Limited

WINNIPEG MONTREAL TORONTO

Carhartt's Gloves



Ready for Delivery

Good even weight Split Gloves in Band and Gauntlet styles at $6 and $9 per dozen.

Combination Horse Hide and Splits and Full Horse Hide Gauntlets from $13.50 to $35.00.

Right Now is the Time to Place Your Orders.
Samples Gladly Sent Prepaid.

HAMILTON CARHARTT COTTON MILLS COMPANY

Toronto Unit

"QUALITY" STEAM AND WATER SPECIALTIES

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY



J.M.T. Valve.
We make brass and iron valves for all duties, various types.



Pressure Gauges and Recording Instruments.
Government approved



Morrison Automatic Cellar Drainer.
Elevates liquid by water pressure. Requires no attention.



Morrison Injector.
A culmination in the design and making of injectors. The high pressure type having a full forty pounds more field than anything before produced and giving absolute service under varying conditions.

Why is

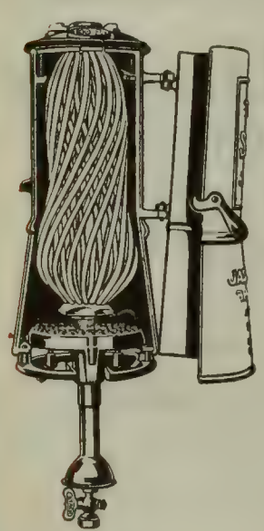
MORRISON

seen on almost all Drawings and Specifications?



Beaver Valve, iron or semi-steel body, bronze mounted. In sizes 2 in. to 10 in. stop, adjustable check, non-return angle, Globe or cross valve pattern. Working pressure 250 lbs. per square inch.

Because Canadian Engineers, Draughtsmen and Mechanics know that James Morrison Brass Manufacturing Company's Steam and Water Specialties have been a recognized standard for over fifty years. They know that these fittings have been approved by Provincial and Marine Inspection Departments, and that wherever they are used, they benefit everyone concerned—the reputation of the designer, the efficiency of the mechanic, the satisfaction of the customer and the success of the dealer who handles them.



Stack Water Heater
The one that heats quickest, therefore, economical.



J.M.T. Reducing Valve. Reduces steam or air under all varying conditions. Satisfaction guaranteed.

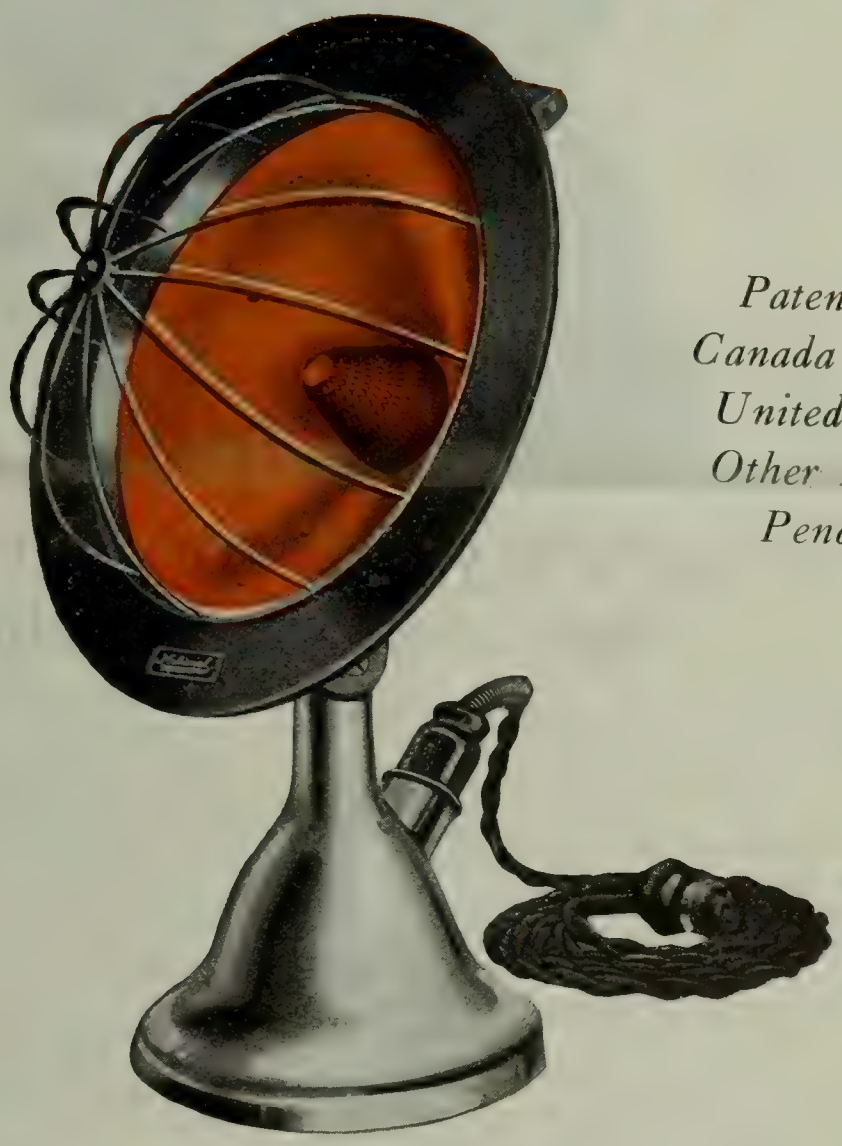
James Morrison Brass Mfg. Co.

93-97 Adelaide St. West, Toronto

National ELECTRIC

HEATRAY

Makes every Corner a Cosy Corner



Patented in Canada and the United States. Other Patents Pending

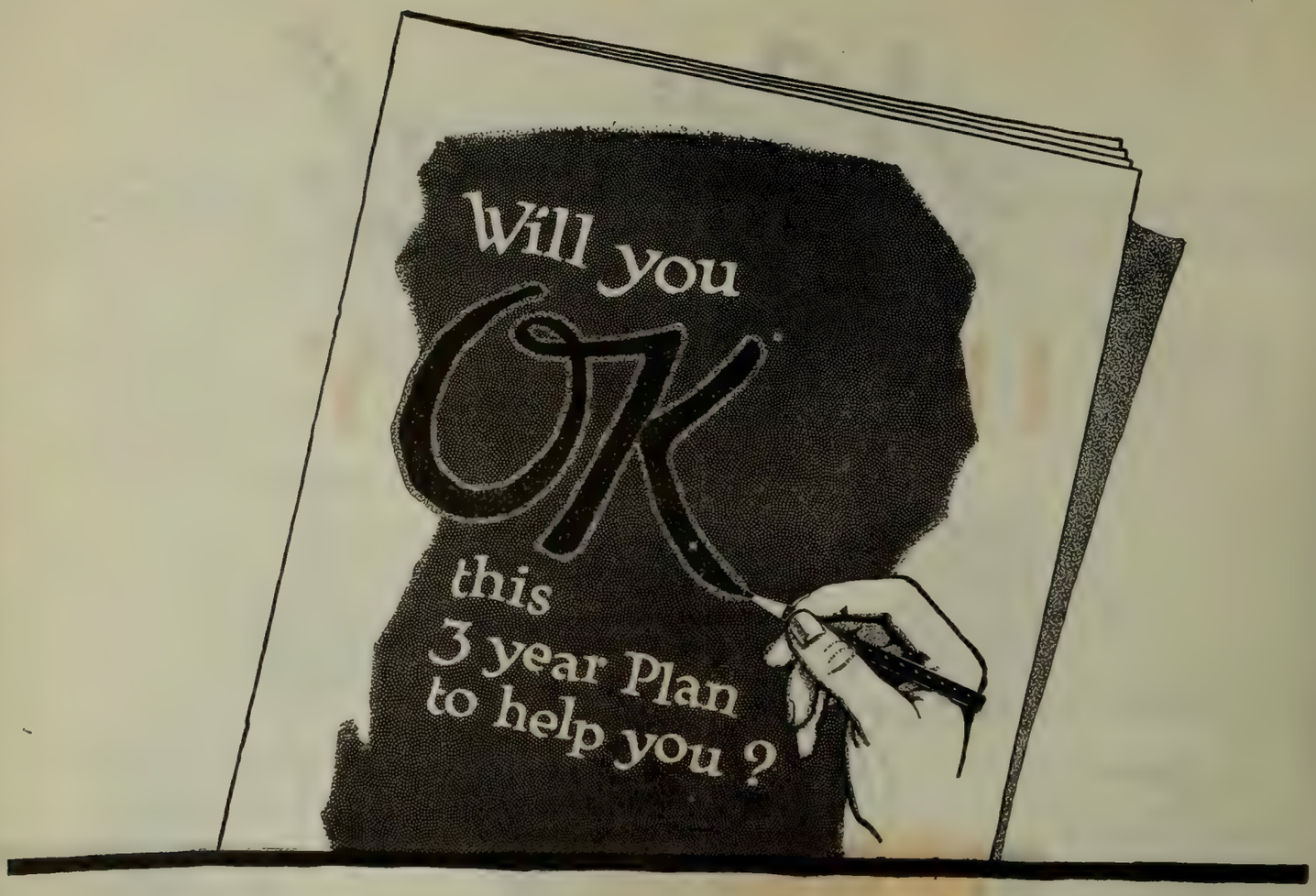
See Me at the Exhibition

South Side, North East Wing
Industrial Building

The National Electric Heating Co.

Limited

Toronto - - Canada



Don't Say Yes or No *before* You read this folder

HERE is a plan, the purpose of which is to increase the sale of Eveready Daylo cases, batteries and bulbs by active, sustained co-operation with Eveready dealers. It costs you nothing to be a beneficiary under this plan—nothing except your assured interest and co-operation. We ask for this because, frankly, without it the success of this plan cannot include you.

The plan contemplates three years of continuous advertising and merchandising effort exerted through every month of the year and REDOUBLED at those seasons when sales show a tendency to lag behind.

It is a plan for bringing a steadily increasing sales pressure to bear on the users of Eveready Daylo by the natural and sound means of showing them more ways to use it and by showing them how to get a maximum of service and satisfaction from Eveready TUNGSTEN Batteries and Eveready MAZDA Lamps.

You can enter now or later but the dealers who enlist now will have a RUNNING START on those who hesitate.

Send in YOUR application blank now. See opposite page.

EVEREADY 3 year plan

Canada 713

EVEREADY 3 year plan

TEAM WORK APPLICATION

CANADIAN NATIONAL CARBON COMPANY, LIMITED,
Dept. No. 213,
Toronto, Ontario, Canada.
Gentlemen:

You can count on my co-operation. I am greatly interested in your seasonable campaigns for increasing my business in Eveready Daylo, Eveready Tungsten Batteries and Eveready Mazda Bulbs.

Please send me by prepaid express the Eveready Changeable Window Display, together with your latest printed matter and other sales helps; also send me advance information and the new display cards for the window display piece and other special materials as fast as issued for each special sales campaign. It is understood that these will reach me hereafter **automatically, without special request on my part.**

In consideration of this special co-operation I agree, if accepted as a member of the Eveready TEAM WORKERS:

1. To carry and maintain an ample stock of Eveready Daylo cases and Tungsten Batteries, and to make every effort to promote and increase the sales of the Eveready Daylo cases and Tungsten Batteries;

2. To display the Eveready line in adequate space in regular showcase in a prominent location in the store, and to keep the goods in a clean, attractive and saleable condition;

3. To display in the showcase with the goods suitable display card or cards furnished by the Canadian National Carbon Company, Limited, so that the public may identify the Eveready Daylo line at sight;

4. To make good and continuous use of the Eveready display materials and sales helps provided;

5. To make special window and store displays in connection with Special Selling and Seasonable Campaigns being advertised by Canadian National Carbon Company, Limited, for which due notice has been given, using Eveready display materials furnished for that purpose;

6. To see that all store salesmen are familiar with the various Daylo types and cases, and the various sizes and styles of batteries for same; also with general and seasonable Daylo uses, and with special selling features furnished by Canadian National Carbon Company, Limited, for Special campaigns;

7. To feature the Eveready Daylo line in our own local advertising as far as possible.

This arrangement may be cancelled by either party at any time by written notice.

Firm Name ..... Business .....

Signed by ..... Official Position .....

Address .....

City ..... Province .....

Date .....



This Iron and Toaster "Coast-to-Coast" Consumer Campaign is for *your* benefit

Thirty leading papers with a combined circulation of more than a million copies is now carrying the message of these Highest Grade Irons and Toasters into Canadian homes.

Here is your opportunity to get your share of the business which this National advertising will create.

You make a nice profit on each sale—the goods are made in Canada and cannot be matched for mechanical excellence, beautiful finish and quality of materials. No finer or more reliable Heating Appliances were ever placed on the Canadian market.

Northern Electric Company

LIMITED

Montreal Halifax | Ottawa Toronto | London Winnipeg | Regina Calgary | Edmonton Vancouver



We Specialize

ON WASHING MACHINES AND WRINGERS.

WE HAVE BEEN IN BUSINESS THIRTY-FIVE YEARS, AND OPERATE THE LARGEST WASHING MACHINE AND WRINGER FACTORY UNDER THE BRITISH FLAG.

OUR OUTPUT HAS ALWAYS BEEN SOLD TO DEALERS ONLY, EITHER THROUGH THE JOBBERS OR DIRECT FROM OUR WAREHOUSES IN HAMILTON AND MONTREAL.

THE DEALERS' LOYALTY AND FRIENDSHIP IS VALUED HIGHLY BY US, AND WE WILL STRIVE TO MERIT THE CONTINUANCE OF THIS CONFIDENCE BY THE SAME STRAIGHTFORWARD BUSINESS POLICY, AND BY PRODUCING WASHING MACHINES AND WRINGERS THAT **SELL AND SATISFY.**

WHAT IS IT WORTH TO HAVE NO COMPLAINTS?

DOWSWELL, LEES & CO., LIMITED

HAMILTON, CANADA

Makers of every type of Hand or Power Washing Machines of merit. Also ARROW BRAND Clothes Wringers

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

Banfield

For Your Customers— These Fixtures



In yours and almost every other business, the middle class and working people are usually the best class of customers, because they represent in every community a vast majority of the population.

To all this great body of customers, Banfield Lighting Fixtures appeal.

For these people want good-looking fixtures; durable, dependable ones — and they want them at a reasonable price.

Banfield Lighting Fixtures have all these sales-producing qualities.

They are a medium-grade line, artistic, dependable and moderately priced. The range of designs is complete enough to meet your very demand. In every respect you and your customers will like Banfield Lighting Fixtures.

W.H.Banfield & Sons Limited

Lighting Fixtures

For You— This Service

Besides making eminently satisfactory Lighting Fixtures, we also provide for our Dealers an unparalleled service.

In addition to our mammoth production, we carry on hand at all times a big stock of fixtures ready for immediate shipment to our Dealers.

Shipping delays and disappointments are thus reduced to a minimum, as your order is taken care of the instant it is received.

By individually boxing all fixtures, their finish is securely preserved, they are convenient for handling, and neat for stocking.

No detail, in fact, is overlooked to make Banfield Lighting Fixtures a profitable line for Dealers to handle.

If you are not a Banfield Dealer send for new pocket-size catalogue and other interesting information.



Head Office and Factory
370-386 Pape Avenue

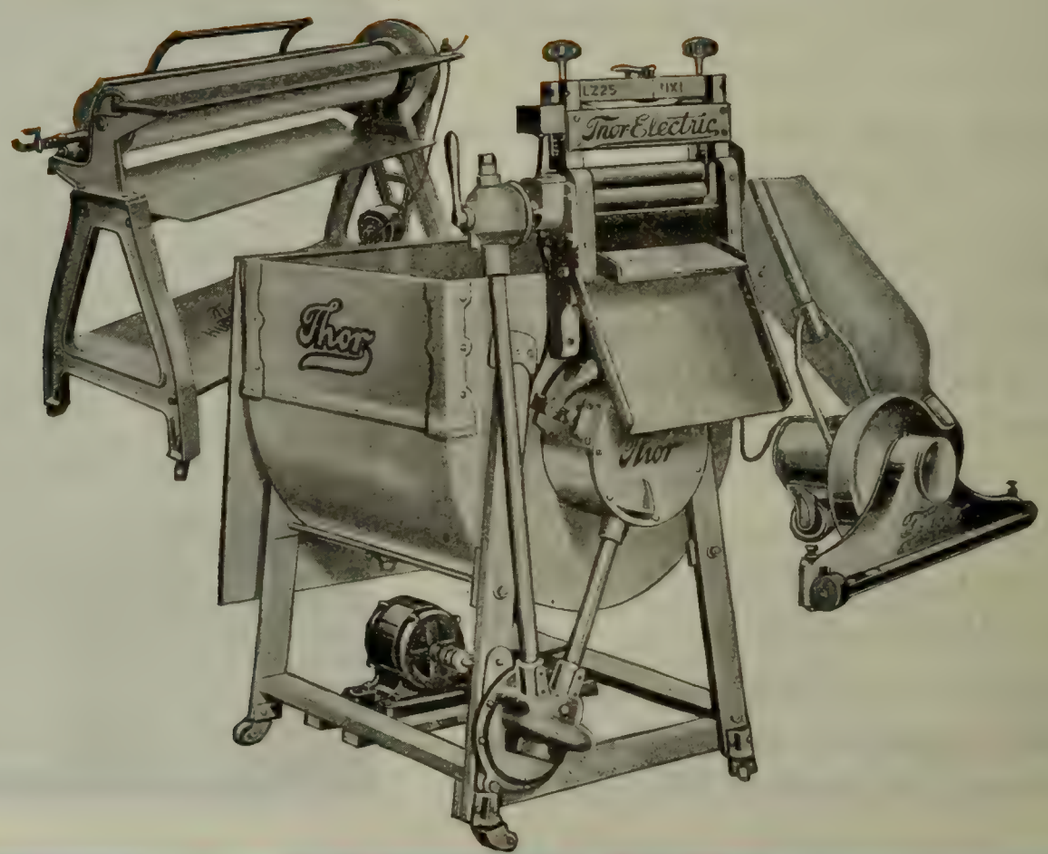
Toronto

Showrooms
80 King St. West.

What Is the Thor

Thor

Electric Washers
Vacuum Cleaners
Electric Ironers



Sell The Entire

Name Worth to You?

JOBBERS — Dealers — Central Stations — Have you ever stopped to think just what the Thor Name is worth to you as a business asset?

Consider These Facts—The first cylinder type electric washing machine placed on the market bore the name Thor. This was 13 years ago. Ever since that time the name Thor has stood for *Quality Labor-Saving Products*.

Starting with the Washing Machine the Thor Line has grown in 1-2-3 style until now the Dealer or Central Station can market the Big Three "Home Electric Labor-Savers"—The Washing Machine— Ironing Machine — Vacuum Cleaner — all backed and branded with a prestige name—THOR.

In other Words the Thor Dealer is selling TRIED Products—Products the name of which is known the country over and endorsed by more than a million users.

And more than this, the Thor Dealer is backed to the limit by Hurley SERVICE and CO-OPERATION and the immense Hurley Manufacturing facilities which are even to-day being greatly enlarged to take care of the increasing demand for Thor Products.

To you who have not already had a slice of Thor Profits, Ask the *Thor Dealer why he won't quit.*

Don't wait any longer
Write or wire today for the Thor Dealer Sales Plan

Hurley Machine Company
Limited

28 E. Jackson Blvd., Chicago **147 W. 42nd St., New York**
413 Yonge St., Toronto

Thor Line

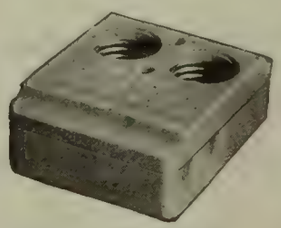
C-G-E
WIRING DEVICES

"Made-in-Canada"

Illustrated are a few of the many wiring devices carried in stock in our warehouses from coast to coast. They are the product of Canadian labor. Every article is of high grade workmanship and made to give satisfaction.



Edison Plug Cutouts
All Types



046138/36539
2-wire Single Branch
Covered Cutout



Cat. No. 44279-80-3-4/660 Watt
Quick Make and Break
1/8" and 3/8" Standard Brass
Shell Key and Keyless Sockets



Cat. No. 061528/660
Watt 1/8" Porcelain
Keyless Socket



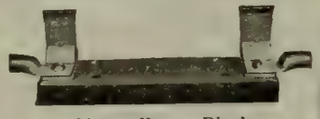
Cat. No. 061524 660
Watt. Porc. Key Socket



Enclosed Fuses
Ferrule Type
250 and 600 volts.



Fibre Fuse Plugs
3-30 amp., 125 volt



Slate Base Blocks
For Enclosed Fuses



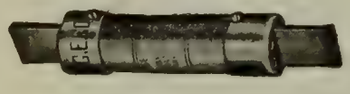
GE453
Receptacle for
Concealed Wiring
Surface Work



GE 541
Receptacle for Cleat Wiring
Surface Work



GE665
Porc. Conduit Box
Receptacle



Enclosed Fuses
Knife-Blade Type
250 and 600 volts



Cat. No. 061494/9185
Keyless Receptacle



Cat. No. 060588 GE696
Combined Switch and
Attachment Plug



Cat. No. 071367
Pull Chain Sockets



Cat. No. 19199/GE600
Porc. Key Wall Receptacle



Porcelain Fuse Blocks
For Enclosed Fuses



Cat. No. GE625
Composition Cap



Cat. No. GE624
Standard Receptacle
Attachment Plug



Cat. No. 10263/50746
Keyless Brass Shell
Receptacle
With Removable Ring



Cat. No. 061451/6066
Moulded Composition
Socket



Cat No. 061486/9402
Porc. Cleat Receptacles



Cat. No. GE658
Standard
Flush Receptacle



Cat. No. 19200/GE601
Keyless Receptacle

Write our nearest sales branch for full particulars

Canadian General Electric Co., Limited

Head Office: - TORONTO

Branch Offices: Montreal, Quebec, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria



Premier Vacuum Cleaners

Service is the yardstick by which men and institutions are measured. Find the merchant whose first thought is of service to his patrons and you will have found the store where reliable merchandise is sold. In most cities, this store is the home of Premier Cleaners, or soon will be.

Premier Cleaners are members of the greatest of all service families—Electrical Appliances which are powered by the always reliable C.G.E. motors.

Our National Advertising will create a demand for Premier Cleaners that the live dealer will benefit by to the extent of his own individual efforts in directing the demand to his own store.

Use you greatest selling asset—your show windows—and link up with our National Campaign.

Electrotypes and advertising matter furnished free upon request.

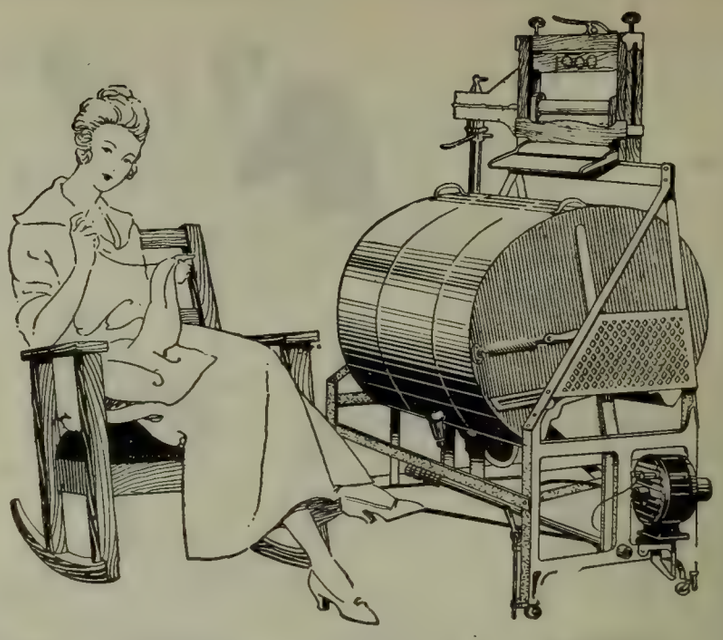
Write our nearest Sales Branch for full particulars.

Canadian General Electric Co., Limited

Head Office: - TORONTO

Branch Offices: Montreal, Quebec, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria

Handle the Right Washing Machine and Good Profits Will Result



IS the line of Washing Machines you now handle paying you as much as it should? If this is not a "live" department — you should make a thorough investigation; as the scarcity of help is rapidly increasing the sales of Washing Machines—and with the right line you can do a big business. Perhaps your line is too limited—or perhaps you are selling a Washer which women have not been educated through advertising to know as the best.

When you handle "1900" Washers, you have a complete line. It includes Washers that operate by Hand, Engine Power, Water and Electric Motor. You need never miss a sale through not having a Washer at a style and price suitable for any customer. For over twenty years we have been manufacturing home laundry equipment—and each of our styles is unequalled in its class.

Gold Medal awarded to our "Cataract"

Our "1900" Cataract Electric Washer was awarded Gold Medal at the Panama Pacific Exposition in competition with all the well-known Washers.

It has a frame made of steel with heavy iron base—its tub of heavy copper, plated on the inside and polished and lacquered. It is equipped with Electric Wringer.

"1900" Agitator Electric Washer

The simplicity as well as the rigidity of our "1900" Agitator Electric makes a strong appeal to every prospect. The tub is made of white cedar—and the working parts are entirely enclosed. It is equipped with Electric Wringer.

"1900" Washers Strongly Advertised

Extensively advertised, "1900" Washers are compelling the interest of women from Coast to Coast. Women everywhere have heard of "1900" Washers—and a demonstration from a local dealer will close the sale.

The liberal return as the result of every sale is by no means the only reason that makes this exclusive representation welcome. There is prestige and pleasure in selling "the best on the market."

Write to-day—and investigate this famous line of Washing Machines

When in Toronto call at our Factory and see these Machines being made

NINETEEN HUNDRED WASHER CO.

357 Yonge Street **Toronto**

660 WATTS

TU-LITE

250 VOLTS

Handsome in Appearance and Thoroughly Well Made

With all connections solidly moulded in hard insulating material, this plug is safe, simple, neat, and is practically unbreakable. It is light in weight, has a design which looks well anywhere. Tu-Lite will not tarnish and may be used under a shade.



HESSCO ELECTRIC MFG. CO. 33 Church St. TORONTO

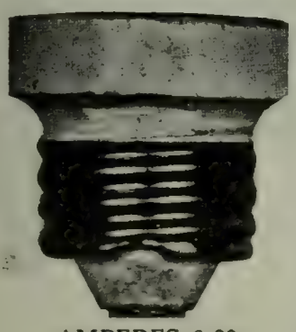
Approved by Hydro Electric Power Commission

112

Ask Your Jobber for

HEMCO

PORCELAIN FUSE PLUGS



AMPERES 6-30

They're neat in appearance — Hydro Commission Approval No. 109.

Keep Them On Display

to remind your customers that they should have fuse plugs always on hand in case of an emergency.

HESSCO ELECTRIC MFG. CO.

33 Church Street, Toronto, Ontario

Connor Low Pressure Water Motor Washing Machine



The most popular and satisfactory Water Power Washing Machine on the market. Why not try it out with some customer where the other machines will not work.

Domestic 531E.

Best quality 5 year guaranteed rubber rolls. Same quality from outside to core. Enclosed cogs. Ball Bearings. Elliptic springs. Spiral springs No. 541E.

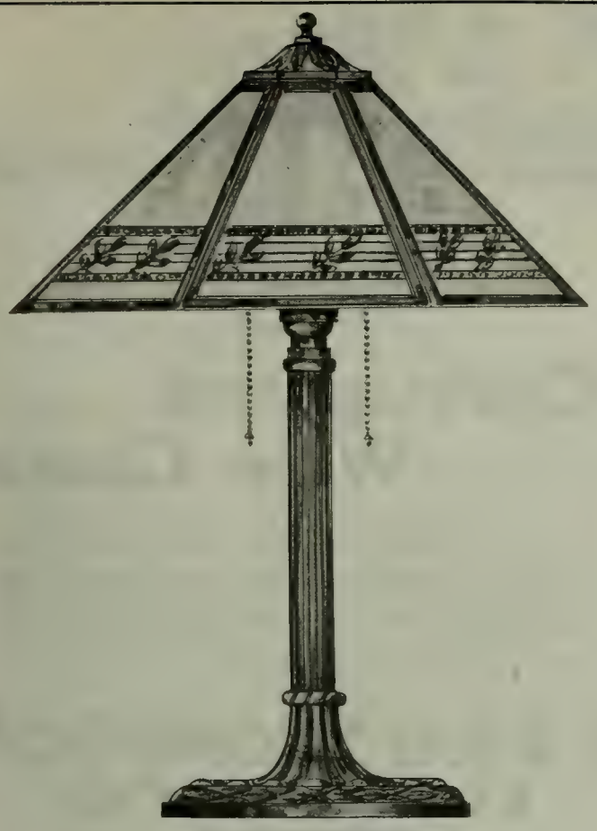


Write us for prices on our full line

J. H. Connor & Son, Limited

Ottawa **Canada**

ESTABLISED 1875.



Write to-day for illustrations and prices of new series reading lamps, gladly furnished for the asking.

ARE YOU GETTING YOUR SHARE?

of the profitable electric portable lamp business in your town?

Progressive hardware merchants everywhere are quick to grasp the opportunity for **more sales** and **larger profits** presented by McD. & W. portables.

Our new Fall series is the most attractive we have ever put forth. As the supply is limited, make sure to order **your** stock immediately to avoid possible disappointment. Shipment deferred if you wish, but **order now.**

You should get acquainted with the TROJAN and AJAX Electric Washers, and the APEX Electric Vacuum Cleaner, the "Quality Trio" amongst labor-saving household appliances. They are big business getters. Each possesses features of merit which put it in a class by itself. It will pay you to investigate. Full particulars furnished upon request.

McDONALD & WILLSON, LIMITED

Lighting Fixtures, Electrical Supplies and Household Appliances

Head Office and Factory, - TORONTO

Showrooms: 347 Yonge Street

Long Distance Telephone: Main 1537

BANNER ASH SIFTERS

TRADE MARK REG.

7 Reasons why the Burrowes Patent Dust Proof No. 1 Banner Ash Sifter is more satisfactory for household use than any other Ash Sifter on the market.

1. The easy rocker motion almost eliminates work. Sifts quick and clean.
2. A coarse screen with a finer one below sifting by the same operation saves one-quarter more fuel with no extra effort.
3. The only sifter with a closed scuttle. Cinders transferred without dust.
4. All parts made to fit tight. The large lid is on hinges and can be closed quickly.
5. Large space for ashes to spread and sift freely, which is absolutely necessary.
6. Convenient height. No reaching. The long handle prevents stooping.
7. The Sifter is made to last many years. Screens easily renewed. Fire, rust and dustproof.

Mr. Dealer: Has any other Ash Sifter so many good talking points?



Size 12 x 24 x 25 in. high

6 Reasons why the Burrowes Patented No. 2 Banner Ash Sifter is the best low priced ash sifter on the market.

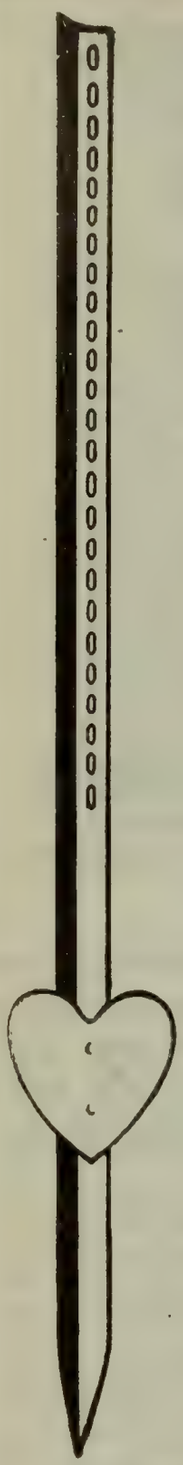
1. Easy rocker motion. Perfect balance. All weight carried by the pressed steel rockers.
2. Eliminates dusty, back-breaking shaking or lifting.
3. The ashes spread freely in the large sifting tray.
4. The rocking or gravitating motion sifts quickly.
5. Practically dustproof, as all parts are made to fit tight.
6. Its simplicity appeals to all as the common-sense ash sifter.

In three parts—lid, sifting tray and ash or garbage can, reinforced to stand the rough usage of the garbage man. Size 12 x 18 x 24 in. high. Packed two together.



The Burrowes Mfg. Company, Toronto

ALL JOBBERS



They'll Sell Well and They'll Pay a Good Profit

We offer the Hardware Trade an opportunity of adding a new line on which good money may be made—our Steel Fence Posts have many evident advantages—and our list prices for them are in most localities such that they can easily be sold in competition with Cedar Posts.

Besides, we can furnish you with plenty of arguments whereby it may be shown conclusively that the Cedar Post is as much of a "back number" as a snake-fence.

There's a good dealer discount on

PRESTON Steel Posts

you can make satisfactory profit on every sale—and the sales will be easily made and numerous.

Your customers will not be able to resist these features:

1. **Easy to drive**—which means a great saving over cedar posts, in cost of installation.
2. **Never rot, break, burn or buckle**—therefore, economical as to cost of upkeep—cheapest of all posts in the long run.
3. **Lightning proof** — because the steel "grounds" the wire —therefore, safest for stock.
4. **Neat in appearance** — and never out of alignment — adding greatly to the value of property.

Write for particulars and prices: and we will explain how this can be made one of the most profitable lines in your store.

Metal Shingle & Siding Co.

LIMITED

PRESTON TORONTO SASKATOON
WINNIPEG MONTREAL CALGARY

METALS · CHEMICALS · GLASS

B&S·H Established 1790

Corrugated Wire Glass

Our principals, the Pennsylvania Wire Glass Co. have perfected the above and we shall be glad to submit particulars on request.

B.&S.H.THOMPSON & COMPANY LIMITED MONTREAL

Branches : Toronto, Winnipeg, Vancouver, New Glasgow, N.S.

Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tin Plate Co.

CANE'S Clothes Pins



NOT
"Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

MENDETS

A PATENT PATCH

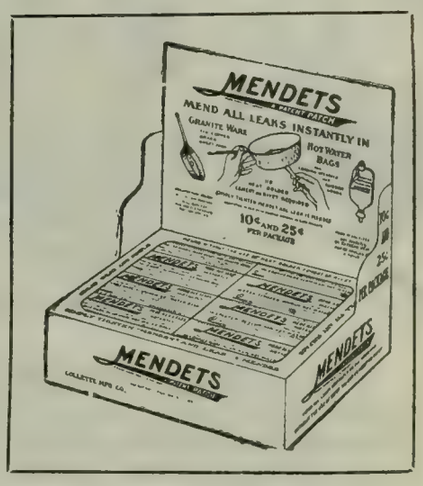
They Call This a "Silent" Salesman But —

A deaf, dumb and blind salesman can sell Mendets---just by displaying them. Millions are sold.

Orders for Mendets are pouring in just as fast as we can get them out.

"Mendets" positively mends graniteware and all other kitchen utensils.

Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hdwe. Co., Winnipeg, Man.; Marshall Wells Alberta Co., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hdwe. Co., Charlottetown, P.E.I.; Thompson & Sutherland, North Sydney, N.S.; Merrick-Anderson Co., Ltd., Winnipeg, Man.; J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Man.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Ltd., Fredericton, N.B.; L. H. Hebert & Co., Ltd., Montreal, Que.; The Hanbury Hdwe. Co., Ltd., Brandon, Man.; McLennan, McFeely & Co., Ltd., Edmonton, Alta.; Crowell Bros., Ltd., Halifax, N.S.; Caverhill, Learmont Co., Ltd., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alta.; Wood, Vallance & Adams, Calgary, Alta.; Lewis Bros., Ltd., Montreal, Que.; Wood, Vallance & Leggatt, Ltd., Vancouver, B.C.; Kennedy Hdwe. Co., Toronto, Ont.; T. McAvity & Sons, Ltd., St. John, N.B.; H. S. Howland, Sons & Co., Ltd, Toronto, Ont.; Sumner & Co., Moncton, N.B.; Cunningham Hdwe. Co., New Westminster, B.C.; W. B. Dalton & Sons, Kingston, Ont.; Wood, Alexander & James, Hamilton, Ont.; Hobbs Hdwe. Co., Ltd., London, Ont.; Marshall-Wells Co., Ltd., Winnipeg, Man.; A. Chown & Co., Kingston, Ont.; Edwin Chown & Son, Kingston, Ont.; W. H. Thorne & Co., Ltd., St. John, N.B.; F. R. Mprray Co., Ltd., Vancouver, B.C.; A. Prudhomme & Fils, Montreal, Que.; Louis McLain & Co., Ltd., Winnipeg, Man.; Frothingham & Workman, Ltd., Montreal, Que.; Martin, Finlayson & Mather, Vancouver, B.C.; Brace, McKay & Co., Ltd., Summerside, P.E.I.; Lyons & Marks, Toronto, Ont.



Collette Mfg. Company
Collingwood
Ontario

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

Hardware Specialties that are Trade Winners

Dependable Goods at Reasonable Prices





"Dominion" and "Gardner" Step Ladders — Folding Wash Tub Stands— Ironing Boards—Clothes Bars — Curtain Stretchers — Quilting Frames —Wire Stretchers — and Post Hole Diggers.

Malleable Lugs for Silos, Tanks or Kilns. Largest range of sizes and patterns in Canada.

We give inquiries and orders prompt attention

Otterville Mfg. Co., Limited
OTTERVILLE, ONT.

VOL-PEEK



FIRST AID IN THE KITCHEN—

IN EVERY HOUSEHOLD

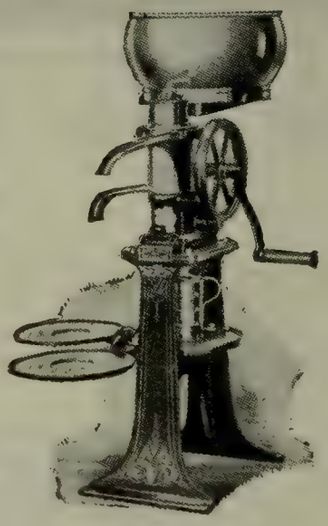
Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only ½ cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

H. NAGLE & CO., Box 2024, MONTREAL

WHY GO FISHING?



for a week for a half-wit who will buy that inferior separator when you can sell the

Anker-Holth
(Self-Balancing Bowl)

Cream Separator

A machine that has an irresistible appeal and is found in the most discriminating homes.

SILVERWOODS, LIMITED
LONDON, ONT.

Business Growth



No. 142 Hook
Cast Brass

The steady growth of our business is evident proof of the favor Stratford Brass Products are meeting with the public. By selling them you, too, will experience a noticeable business growth.

We can supply you with everything in Furniture Trimmings of all kinds, also Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company, Limited
Stratford, Ontario

Sidewalk Ice Chopper

Made just like a High Class Chisel.



A Big Seller

City of Buffalo uses them for street gangs. Order now or get a sample as we are generally oversold.

Get our Catalogue.

The L. & I. J. White Co.

55 Columbia St. - Buffalo, N. Y.

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

Williams' "Agrippa" Tool Holders

"The Holders that Hold"

TO keep pace with the rapid progress of the metal-working industries, speed—and hence economy—in production is essential. In modern shops, using heavy cuts and continuous high speeds, Williams' "Agrippa" Tool Holders meet the most exacting demands satisfactorily.

They are sturdy, dependable tools, the result of nearly half a century of experience in the specialized production of *Superior* Drop-Forgings, and are made in a wide range of sizes for all regular machining operations:—Turning, Boring, Planing, Threading, Knurling, Cutting-off and Side Work.

Our Booklet describes them fully—may we send it?



"Agrippa" Turning Tools are furnished in either Cam or Set Screw Pattern.

J. H. Williams & Co.

"The Drop-Forging People"

30 Richards Street, Brooklyn, N.Y.

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia



Established By Actual Service





Examine These Photographs

This Diamond Reflex Plug was taken from a five-ton Packard truck where it gave perfect satisfaction. Notice absence of carbon on wire, porcelain and working parts. This Packard was one of 58 trucks notoriously hard on plugs.

They hauled sand, gravel and coal—strenuous work. No plug could be found to stand up to the work.

Diamond Reflex was installed and proved efficient.

Proved in actual service, widely advertised, and satisfactory to users, they are profitable, quick-turnover investments for the dealer.

Send a postcard to-day for catalog and prices.

Royal Canadian Specialties

HAMILTON WHIP COMPANY

HAMILTON, CANADA

Endorsed By Every Dairyman



The Reliable Churn is backed by advertising in nearly every Farm Journal in Canada.

Designed With Common Sense

This line of churns is constantly increasing in popularity. The reason is sound. In designing we stuck to the old, reliable principle of the "stick and dash" churn; but we modernized it, improved it, and practically built this line around the old principle tested through centuries.

It has proved right. These churns are endorsed by every experienced user (over 100,000).

It sells on a five-year guarantee and sells pretty often and profitably for the dealer.

Drop a card to-day to the

Globe Engineering Co., Limited

119-125 MARY STREET
HAMILTON, CANADA

ALUMINIUM

is always kept in Stock at our Warehouse in the following Forms:

SHEET—All Gauges.
TUBE—In all Standard Sizes.
BAR AND ROD.
MATTING—Four Patterns.
MOULDINGS, STAIR NOSING, etc.
WIRE—Any Gauge.
POWDER FOR PAINT.
RIVETS, SCREWS, NAILS,
TACKS, BRADS, PINS, ETC.
SOLDER AND WELDING RODS.

THE BRITISH ALUMINIUM COMPANY, LIMITED

265 Adelaide St. W., Toronto

(Eastern Agents: Spielman Agencies, Montreal)



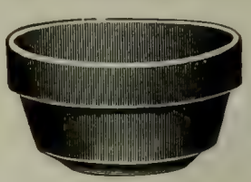
Flower Pots

Flower Pots, Saucers, Fern Pans and Hanging Baskets.

We make a specialty of packing crates of assorted sizes for retail store trade.

As a trial order, sent for one of our one-crate assortments of Flower Pots and Saucers.

Write for name of your nearest jobber; and also ask for catalogue and price list



Foster Pottery COMPANY

MANUFACTURERS
Hamilton - Canada



Profit-Making Lines Built on Quality

We make
STEEL WIRE NAILS AND BRADS
CLOTHES LINE WIRE
FENCING STAPLES AND HOOKS
GALVANIZED POULTRY NETTING STAPLES

When ordering always specify "WESTERN"

The Western Wire & Nail Co.

LONDON ONTARIO



KEYSTONE

Your Success

You owe it to yourself and to the success of your business to stock the best stable brushes obtainable.

"KEYSTONE" STABLE BRUSHES

through the good service they render, convince your customers of your dependability to sell only the best. Stock and push the "Keystone" Line—it will pay you, both in satisfied customers and good profits.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

For prices, etc., write

STEVENS-HEPNER CO., *Limited*
PORT ELGIN, ONTARIO

CANADIAN ASBESTOS COMPANY

MONTREAL **TORONTO**

We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada.

Asbestos Paper and Millboard **Asbestos Pipe Covering**

Asbestos Cements **Blackote Rubber Roofing**

Cotton Waste and Oakum

Sole Canadian Agents:

PEERLESS RUBBER MFG. CO.—Rainbow Packing, etc.
JOSEPH DIXON CRUCIBLE CO.—Crucibles, Graphite-Paint and Plumbago, etc.
EHRET MAGNESIA MFG. CO.—85% Magnesia Products.
ASBESTOS PROTECTED METAL CO.—Corrugated Siding and Roofing.

W. HARRIS CO., & Limited

MANUFACTURERS OF

GLUES

Flake, Ground or Sheet

Importers of

POTATO STARCH
CORN DEXTRINE

Your inquires solicited, giving name of your wholesale dealer

W. HARRIS & CO., Limited

994 Danforth Ave. TORONTO, Can.

REED'S SPECIAL



Asphalt Roofings,
Tarred Felts,
Pitch,
Coal Tar,
Roof Coatings,
Slates,
Conductor Pipe,
Gutters,
Sheet Metal Work
Fire Doors,
Wire Guards,
Ventilators.

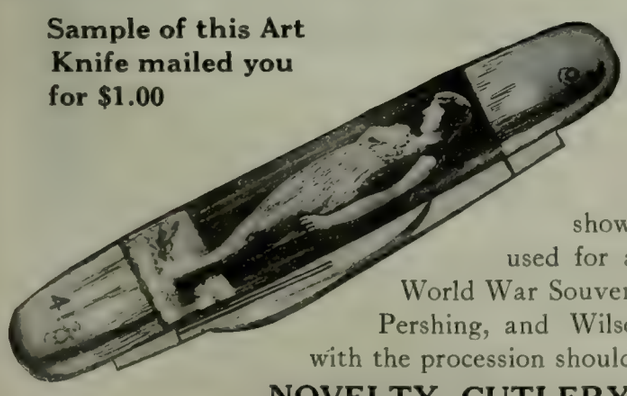
The products we make are the best that may be bought for the money. Every item is high grade and extremely durable. A postal will bring you complete prices and full information on all our Roofer's Supplies. *Write us.*

GEO. W. REED & CO., Limited

Manufacturers

MONTREAL

Sample of this Art Knife mailed you for $1.00



We Make all Kinds of Pocket Knives

With Wood, Imitation of Stag, Pearl, Ivory, Horn, also Transparent Handles,

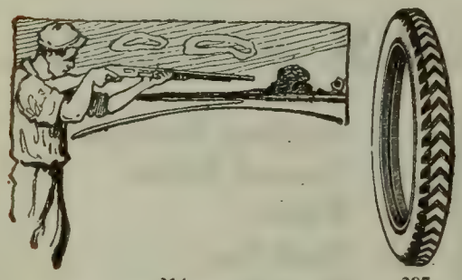
in many different patterns and sizes, also Art Knives with handles clear as glass and tough as horn, under which are shown beautiful art studies for use on Sales Boards, can also be used for advertising, premiums, and souvenir purposes. We make a World War Souvenir Knife showing pictures of Haig, Foch, Diaz, King Alberta, Pershing, and Wilson. Dealers handling Pocket Knives who want to keep up with the procession should send for illustrated catalog.

NOVELTY CUTLERY CO., Manufacturers, Canton, Ohio, U.S.A.

Canadian Representatives: CAMPBELL AGENCIES, Toronto, Canada

Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.


314

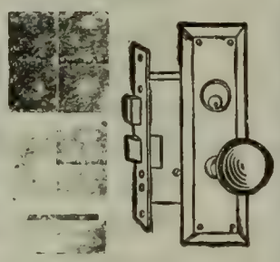
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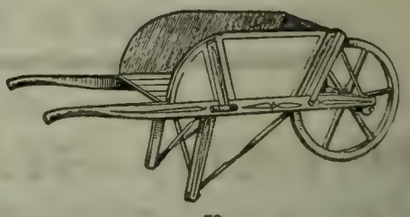

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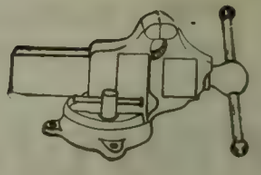

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79


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269


72


67

THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 25c. each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE and METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.

1864 1919

FIFTY-FIVE YEARS RECOGNIZED

THE

STANDARD

"THE KIND YOUR GRANDFATHER USED"



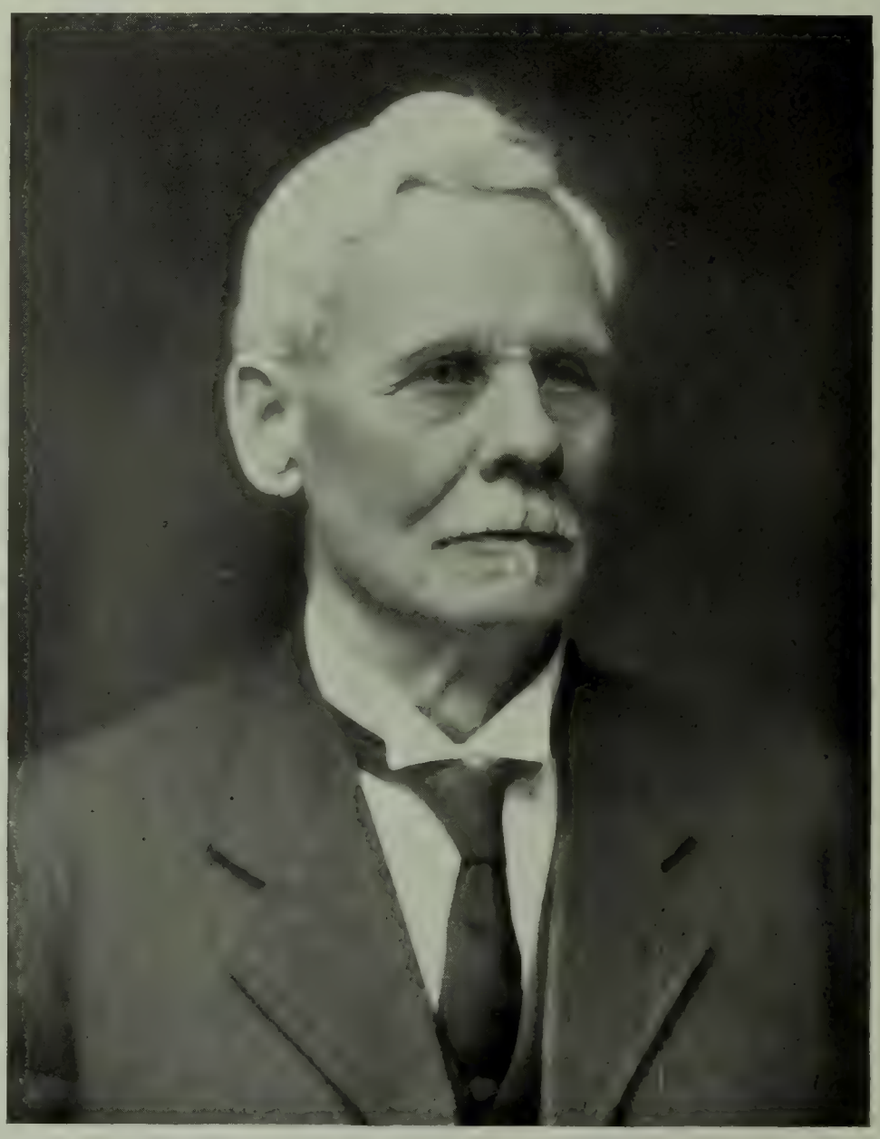
WINNIPEG PLANT

Livingston Brand

BEST IN QUALITY—MOST RELIABLE
GUARANTEED ALWAYS

THE DOMINION LINSEED OIL COMPANY, LIMITED

BADEN MONTREAL TORONTO WINNIPEG



JAMES LIVINGSTON

PRESIDENT

THE DOMINION LINSEED OIL COMPANY, LIMITED

THE DOMINION LINSEED OIL CO., LIMITED.

MANUFACTURERS OF

PURE LINSEED OIL, OIL CAKE & MEAL.

PRESIDENT'S OFFICE: BADEN, ONTARIO August 23rd 1919

To The Trade:-

The passage of fifty-five years does not bulk very large in the retrospect of history, and yet to Canada this lapse of years compassed by the life-time of a man or Canadian business institution, has meant the growth from a small and struggling colony into nationhood.

In 1864, three years before Confederation, the first "Livingston" plant was established at Baden. Behind the establishment of this plant were ideals which have been faithfully adhered to through all the years - 55 of them to be exact. Material growth may not be the truest sign of greatness, but it is tangible evidence that is indicative of many things. We believe that the growth of our business, from a humble beginning to its present status covering the entire Dominion, and extending even to foreign countries, may be attributed in no small degree to the open hand policy inaugurated in Baden 55 years ago, to produce an honest product worthy of our highest ideals.

Our plants at Baden, Ont., Montreal, Que., the new plant at St. Boniface, Man., and our sales office at Toronto are desirous of continuing to do business with old and new customers on the fair and open basis which has always characterized our Company.

We desire at this time to express our appreciation of good will and patronage of our many customers, and to assure them that in the future the high ideals of our Company will be adhered to in an effort to merit the continued friendship and patronage of old and new customers.

Yours very truly,

James Livingston

President.

1864-1919



VIEW BADEN PLANT



BADEN MILL



BADEN ELEVATOR



MONTREAL MILL



MONTREAL ELEVATOR AND REFINERY.

THE ENTIRE ASSETS OF OUR COMPANY ARE BEHIND EACH AND EVERY GALLON OF LINSEED OIL MANUFACTURED

OUR AIM FROM THE START HAS BEEN

QUALITY

WE GUARANTEE THIS POLICY SHALL ALWAYS BE MAINTAINED.

THERE IS NOTHING BETTER THAN THE BEST.

THE DOMINION LINSEED OIL COMPANY, LIMITED

BADEN TORONTO MONTREAL WINNIPEG

A Million Cars Behind

THE statement made recently at a gathering of American automobile manufacturers that the firms are now more than one million cars behind in their orders indicates, as nothing else can, the outlook for business in auto accessories. Despite the fact that the auto makers have been building extensions to their plants and placing orders for huge quantities of new machinery they cannot begin to keep up with their orders. When it is considered that only a few years ago the cars in America could easily be numbered in the hundreds and that now there are more than five million in daily use, it will be seen what an enormous industry this has grown to be. It is growing now more rapidly than ever and the tractor business just now is where the auto business was ten years ago. Look ahead another ten years and try to figure out how many autos and how many tractors will be in use then. Every auto that is turned out and every tractor, too, has to have accessories and supplies. Figure out what an enormous business the auto accessory and supply business is now and then try and estimate what it is going to be. The hardware dealers who have been handling auto accessories are going into the business more and more extensively each year as they find a demand that is steadily increasing, that carries a good profit and is a nice business to handle. For some time past the number of cars in use in Canada has been doubling every two years and from present indications this figure will be increased at the end of the next two-year period, if the manufacturers can supply the goods. There are now, it is estimated, over 300,000 autos and trucks in daily use in Canada. City dwellers are buying cars fast, but for every car sold in the cities, two are being sold to the farmers. There is little doubt that the auto is here to stay. It is filling a definite and very important place in the everyday life of people and also in the business world. It has proved its worth, and city dwellers, business men and farmers are buying them because they get real returns in service. The few hardware dealers who are not handling auto accessories may find it to their profit to consider carefully not only the present situation, but the future possibilities for business. In many hardware stores the auto accessories department has come to be one of the most important in the business. The merchants are finding that it is not a business that comes and goes, but that there is a call for accessories the year round. Many have found, especially those who ventured into the business cautiously, making a small start at first and feeling their way carefully, that there was a steady and insistent call for more goods than they were handling. They were forced to meet this demand and before they knew it had developed a flourishing department that not only paid well, but was an excellent feeder very often for other departments. Other merchants realizing the possibilities which exist, have, through intelligent and progressive methods worked up tremendous turnovers in supplies for motor car owners. The opportunity exists in every section of Canada. Hundreds of hardware merchants are cashing in on this business. Are you getting your share out of it? A certain amount of the trade will come to you, but the big things come only to the men who go out after them. In this issue you will find advertisements featuring many profitable motor accessory lines.



A QUALITY PERENNIAL

¶ If you motor all the year round you have an excellent opportunity of knowing the meaning of "day-by-day service from Dunlop Tires."

¶ If you motor between Spring and Fall only, you have an excellent opportunity of knowing right now why so many other motorists use Dunlop Tires all the time.

¶ The "Two Hands" Line consists of:

Dunlop Cord—"Traction" and "Ribbed."

Dunlop Fabric—"Traction," "Special," "Ribbed," "Clipper," "Plain."

Dunlop Tire & Rubber Goods Co., Ltd.

Head Office and Factories: TORONTO

Branches in the Leading Cities

Tires for all Purposes, Mechanical Rubber Products, and General Rubber Specialties

A119

Dunlop Offers You

A High-Grade and Representative Line-Up of Garden Hose

"HERCULES" —A high-grade, two-ply, seamless, braided fabric hose with a specially tough, corrugated rubber cover. Is particularly suitable for garden and florists' work, or in any capacity where the demands are exceedingly exacting. A special feature of this hose is that it is manufactured in 500-foot lengths, which allows the cutting of any length required without waste. Will not kink.



"DUNLOP" —As its name would indicate, this hose is an Extra Special high-grade one—a super hose, in fact, designed to withstand most severe usage. Is of different construction to "Hercules," but equally as efficient.



"PEERLESS" and "PEERLESS FLORIST" —So good that it is regularly considered as first-grade in garden hose. Is a thoroughly substantial hose and widely popular, especially for florists' and greenhouse work. Has an extra heavy, durable cover and will render highly satisfactory service at all times.



"RELIANCE" —Is a general favorite and well suited to ordinary garden and lawn duty. This grade is practically in the same class as "Peerless" excepting that it is slightly lighter in weight and costs less to buy. Is representative of the same careful workmanship as the other lines above-mentioned.



"BANNER" —Represents what is commonly known as sheeting construction. Will give a splendid account of itself in light work, and is good value at the price. Reliable for lawn and garden use.



"KANT KINK" —A splendid and special type of hose with a very effective protective covering. Shows its class in any capacity where there is necessarily considerable banging round, and the possibility of the hose being trampled on.



Our representative will call on you in ample time to take care of your fall booking requirements. It will pay you to reserve the placing of your orders until you have considered carefully the samples he will show you and the very attractive prices he will submit to you.

Dunlop Tire & Rubber Goods Co., Limited

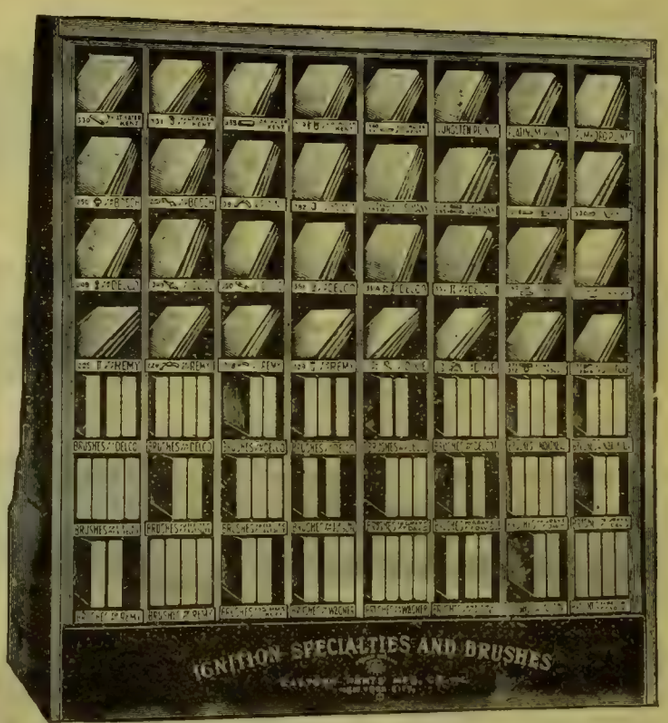
Head Office and Factories - Toronto

Branches at: Victoria, Vancouver, Edmonton, Calgary, Saskatoon, Regina, Winnipeg, London, Hamilton, Toronto, Ottawa, Montreal, St. John, Halifax

Makers of Tires for all Purposes, Mechanical Rubber Products of all Descriptions and General Rubber Specialties.

Pemko Ignition "Self Selling System"

Your stock at a glance



Easy to handle and Identify

FREE with your initial order

The cabinet illustrated above contains 56 compartments and opens in the form of a tray. The various systems contained therein are pictures in gold and black letters under each compartment, making all visible through the glass panel. There are two drawers for reserve stock.

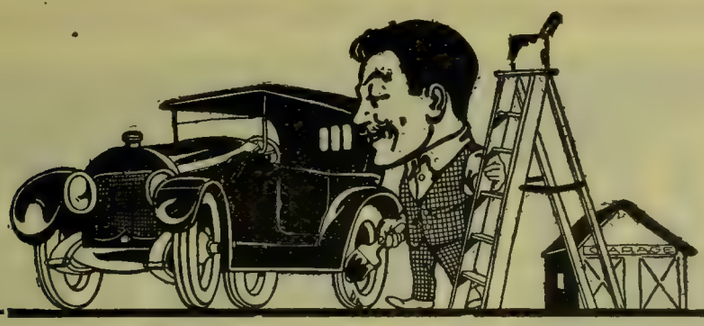
The assortment contained therein consists of five selling items—or is given to you *free*—with your initial order if it amounts to $150.

Pure Tungsten and platinum parts—Genuine Brushes.

Send for our catalogue.

Northern Electric Company
LIMITED

Montreal	**Toronto**	**Regina**
Halifax	**London**	**Calgary**
Ottawa	**Winnipeg**	**Edmonton**
	Vancouver	



EVERY AUTOMOBILE
A Prospect for Several Sales









Liquified Para Rubber Basis

Quick, Easy Sellers For The Hardware Man

The constantly increasing use of the automobile means a wider and wider field for these popular auto specialties.

These Top Dressings and all of our products offer you powerful selling points. It is the only Dressing on the market having a LIQUIFIED RUBBER Base to Water-Proof and Re-Rubberize the Top material; it leaves the fabric soft and pliable, not like an Asphalyum Paint which will harden and stiffen the top and crack when let down.

Write to-day for samples and catalogue on our different products, also our jobbing discount.

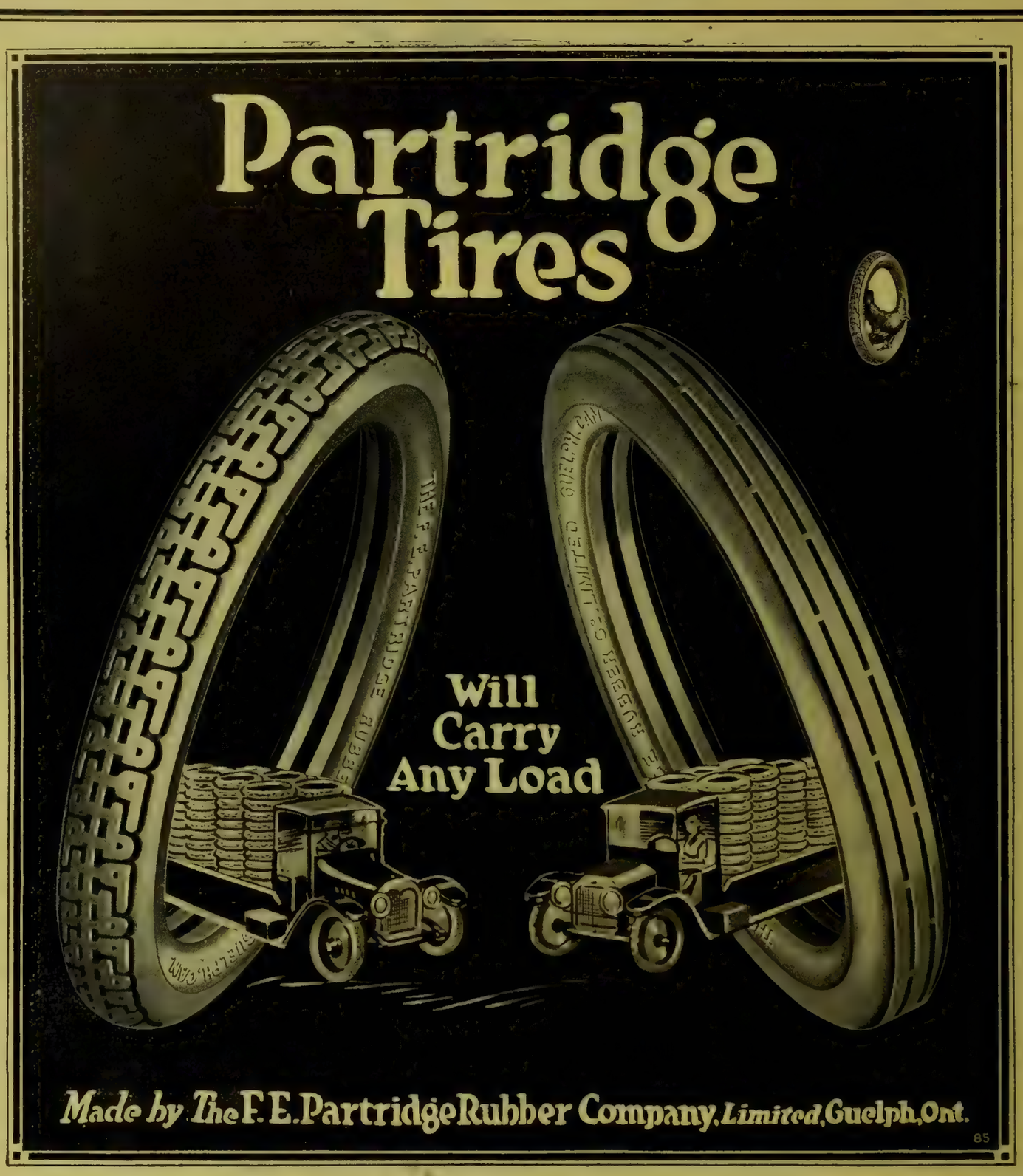
Our factory at Fort Erie, Canada, enables us to ship these goods promptly and at prices prevailing in the United States.

The present prices will prevail until October 1st, when there will be an increase of 10 per cent.

Auto Specialties Manufacturing Co.

MAIN OFFICE: 40 Elm Street, Buffalo, N.Y.

Factories: Buffalo, N.Y. Fort Erie, Canada



The advertisement shown above is No. 10 of a series that will appear during 1919 in newspapers and magazines from Coast to Coast. Hardware dealers can profit by this advertising by placing an order at once with any of the following distributors:

E. T. Black Tire Company	Vancouver, B.C.	The Marks-Clavett-Dobie Co., Ltd.	Port Arthur, Ont.
Border City Auto Supply Co.	Windsor, Ont.	Marshall-Wells Co., Ltd.	Winnipeg, Man.
The Motor Car Supply Co., Ltd.,	Calgary, Alta.	Marshall-Wells Alberta Co., Ltd.	Edmonton, Alta.
The Canada Auto Devices Co.	London, Ont.	Ontario Auto Spring & Supply Co.	Guelph, Ont.
Edwin Chown & Son	Kingston, Ont.	Thomas Plimley	Victoria, B.C.
Cragg Bros. Co., Ltd.	Halifax, N.S.	Summer Company	Moncton, N.B.
Hugh Carson Co., Ltd.	Ottawa, Ont.	Samuel Trees & Co., Ltd.	Toronto, Ont.
G. L. Griffth & Son	Stratford, Ont.	The United Automobile Tire Co., Ltd.,	St. John, N.B.
Lamontagne, Ltd.	Montreal, Que.	Wilson Auto Specialties Co.	Hamilton, Ont.

"In big demand,
Preventing squeaks,
It fits your hand
And never leaks."



Sell This Can for Sure Action

It is heavier than most oilers and with hardest usage will give everlasting service.

It pumps. Right to the last drop action is certain and the push of your thumb brings oil.

Don't leak. This objectionable feature overcome by our own process in rolling bottom to body. Spouts are tight clinched, seam soldered.

Heavily coppered, polished and lacquer dipped, Clasco Oil Cans are well finished and the quick choice of quality buyers.

Say Clasco to your Jobber and sell the can with this mark on bottom.

CLASCO

Canadian Lamp & Stamping Co., Limited

Manufacturers Clasco Motor Lamps, Clasco Tire Pumps, Clasco Oilers

FORD CITY, ONTARIO

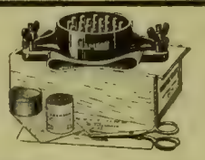
ADAMSON

THE COMPLETE LINE OF VULCANIZERS

Money Makers for the Dealer



MODEL "E" $1.50
5-Minute Vulcanizer
Uses Adamson Dry Fuel or gasoline. Repairs tube punctures permanently in 5 minues.



MODEL "T" $2.50
For ordinary repairs on inner tubes.



MODEL "U" $3.50
Repairs tubes and cases. Mends tread cuts and small blow-outs.



Write for Adamson store displays and dealer helps

DEALERS:

There's an Adamson for every kind of tube and casing repair that a motorist can make. You needn't miss a single sale when you stock the Adamson line.

The high price of tires and tubes and the nation-wide demand for Conservation will practically double the number of Adamson users—now over a million.

To show Adamsons is to sell them. Every motorist knows they are easiest to use, quick and sure in results, and make the strongest possible repair.

Adamsons cost least to buy and operate; any model will use common gasoline—always dependable and easy to get.

STOP THAT LEAK

Tread cuts and surface injuries admit moisture and sand into the fabric to rot and weaken it, causing blow-outs and short mileage.
—Sell Adamsons to repair such injuries in a few minutes time, while the tire remains on the wheel.

Practically every motorist wants an outfit to vulcanize his own tube punctures and blow-outs.—Sell him the dependable Adamson to make quick and lasting repairs—at home or on the road—without the use of cement.

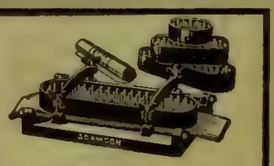
For quick sales and no dead stock carry Adamson Vulcanizers and Repair Gum.

Sold by all Jobbers

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

We also make Adamson Brake Shoes, lined and unlined and Cut Outs for Ford Cars

Money Savers for the Motorist



MODEL "S" $17.00
For private garages and repair shops. Mends cases and tubes.

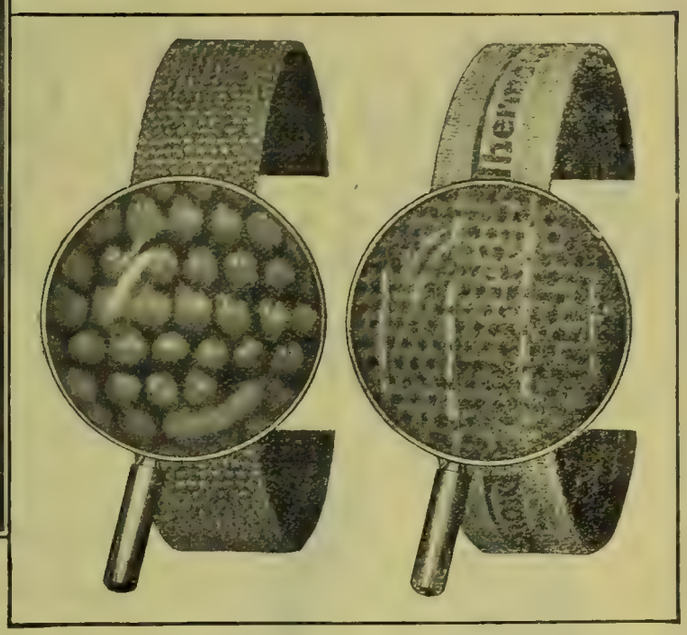


ADAMSON REPAIR GUM
Essential for best results with any portable vulcanizer. Perfect adhesion without use of cement.





One of the giant double-deck hydraulic presses which compresses Thermoid Brake Lining under 2000 pounds pressure per square inch at 320° F.



Ordinary Woven Lining

Notice the loosely woven texture.

Wears down quickly and unevenly.

Loses its gripping power as it wears.

Thermoid Hydraulic Compressed Brake Lining

Notice the compact texture.

Wears down slowly.

Gives uniform gripping surface until worn wafer thin.

A hydraulic compressed brake lining

THERMOID Brake Lining, in addition to being made of tightly woven asbestos fabric, is also folded, stitched and *hydraulic compressed.*

These extra processes make Thermoid a better brake lining. The hydraulic pressure fuses the plies of *Grapnalized* fabric into one solid piece.

The solidarity of Thermoid Brake Lining produced by subjecting it to 2,000 lbs. pressure for an hour, makes Thermoid—

1. Wear down uniformly.
2. Wear much longer than woven linings which are only one ply.
3. Have a better wearing surface; i. e., co-efficient of friction.

The 100% lining

Hydraulic compression is only one of the processes by which Thermoid is made 100% efficient.

Thermoid contains *40% more material* by actual weight than woven brake lining and is *Grapnalized;* an exclusive process making it impervious to gasoline, oil, water, dust, etc. No other brake lining is *Grapnalized* or can be.

Thermoid has proved best by test not only in scientific laboratories but in actual use. The Fifth Avenue (New York) busses, carrying 30,000,000 passengers a year through the thickest traffic in the world and making thousands of stops a day, are lined with Thermoid.

The opportunity for Thermoid dealers

Motorists are awake to the imperative need of good brakes. Our advertising campaigns are urging motorists to go to their dealers and have their brakes inspected. Police officials throughout the country are supporting the brake inspection movement—the sales next year promise to be phenomenal.

You should get your share of this great market—there is a big, profitable, permanent business in store for every dealer who handles Thermoid. It is the best known and fastest selling lining there is. It will build good-will for you by giving your customers lasting service.

Every foot of Thermoid that you will sell is backed by the *guarantee: Thermoid will make good —or WE WILL.*

Thermoid Rubber Company

Factory and Main Offices: Trenton, N.J.

New York, Chicago, San Francisco, Detroit, Los Angeles, Philadelphia, Pittsburgh, Boston, London, Paris, Turin.

Canadian Distributors:

The Canadian Fairbanks-Morse Company, Limited, Montreal

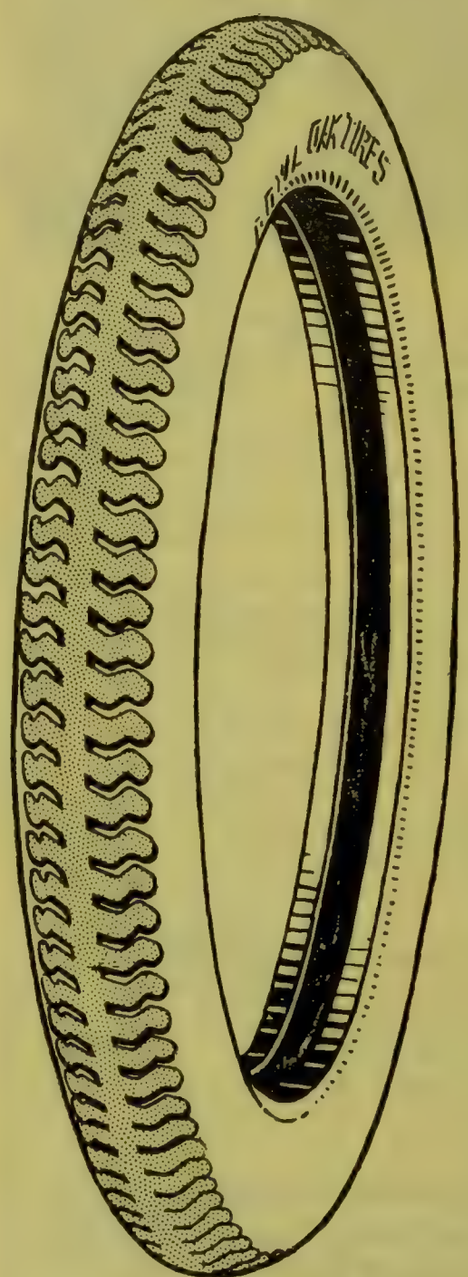
Branches in all principal Canadian Cities.

Thermoid Brake Lining

Hydraulic Compressed

Makers of "Thermoid-Hardy Universal Joints" and "Thermoid Crolide Compound Tires."

Royal Oak Tires Build Business



It is impossible to get a tire proposition more paying than the Royal Oak.

It is impossible to make a better tire, or to handle one.

Royal Oaks sell well. People like them and want them, because they do deliver extra mileage. They are a real tough treaded tire made to deliver service.

Royal Oaks pay you a profit—the kind you want. They satisfy customers, they "repeat," and there is a mighty good margin on every sale.

Dealers are invited to send for this proposition. Get it now while the season is good. Royal Oaks are honestly made in a big way to be worthy of your representation. Send for complete information to-day.

OAK TIRE & RUBBER COMPANY, LIMITED

Head Office: 19 Dundas Street East, Toronto
Factory: Oakville, Ontario
Winnipeg Branch: 120 Lombard Street

"NIAGARA"
Automobile Accessories

Noted for Quality, Design and Finish



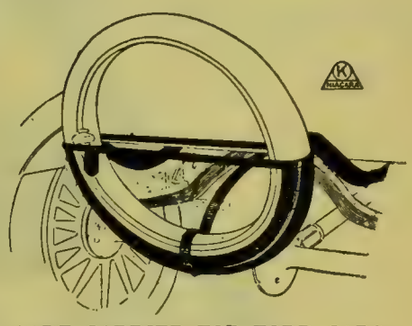




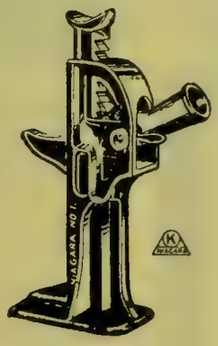
HIGH-GRADE MOTOR JACKS
TIRE PUMPS THAT ARE BOTH EFFECTIVE AND DURABLE
TIRE CARRIERS for FORD CARS
BUMPERS, ROBE RAILS, ETC.

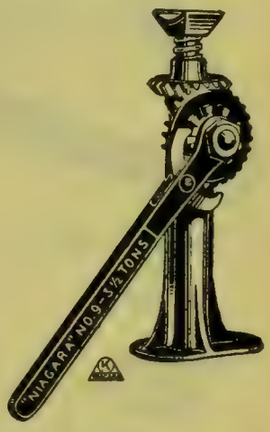


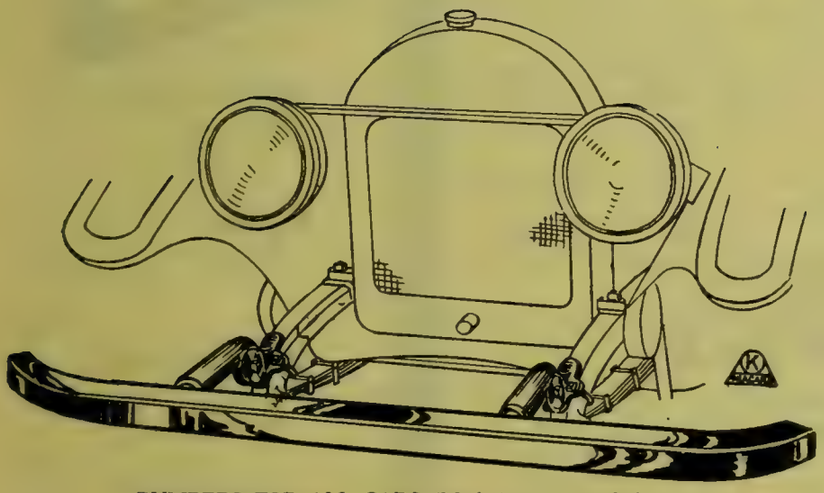




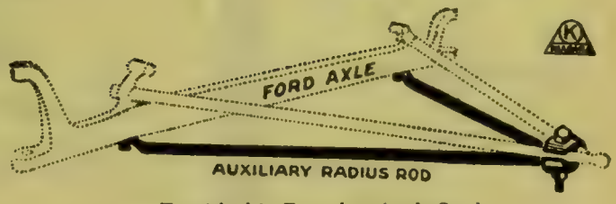
TIRE CARRIER FOR FORD CARS







BUMPERS FOR ALL CARS (Made in many styles)
Sole Manufacturers of LYON BUMPERS in Canada



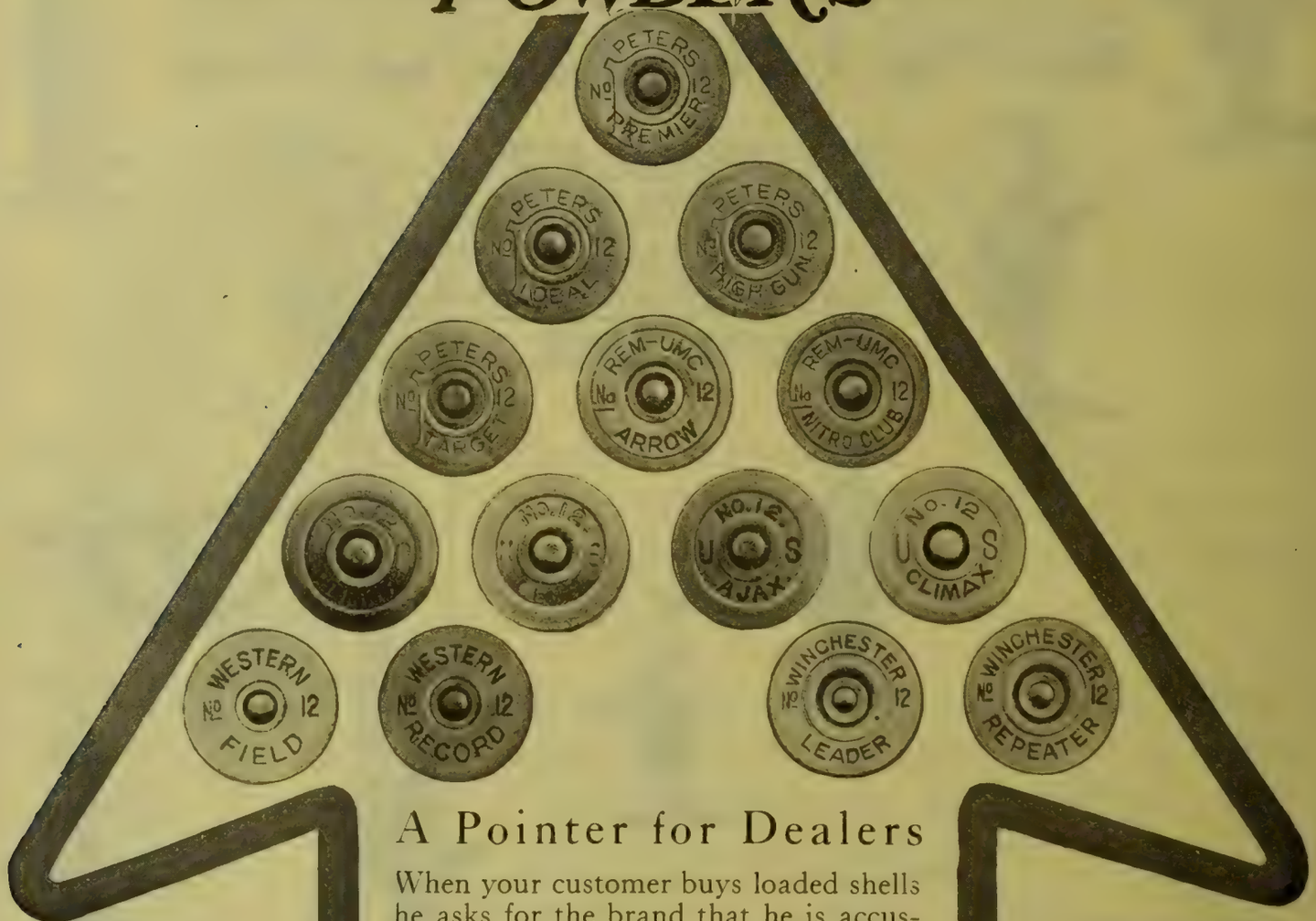
Furnished in Round or Angle Steel

ESTABLISHED - 1889
INCORPORATED 1905

"Niagara" accessories may be obtained from your jobber or write direct to the manufacturers.

KINZINGER, BRUCE & CO., LIMITED
Niagara Falls, Canada

HERCULES
Smokeless Shotgun
POWDERS



A Pointer for Dealers

When your customer buys loaded shells he asks for the brand that he is accustomed to use—*and he insists on getting it.*

You should see to it that these shells are loaded with

HERCULES
Smokeless Shotgun
POWDER

It is important to you that your customers always shoot the *same powder* and that this powder is one that is *dependable* at all times and under all conditions.

Hercules Smokeless Shotgun Powder is always dependable. It always burns clean, gives high velocity with light recoil and even patterns.

Order your shells loaded with Infallible. You can get any one of the fourteen shells listed here loaded with this powder.

HERCULES POWDERS — IN ANY ONE OF 14 SHELLS

HERCULES POWDER CO.

4 West 11th St.

Wilmington Delaware

DOMINION
REGAL
CANUCK

Peters
HIGH GUN
PREMIER

Remington UMC
ARROW
NITRO CLUB

SELBY LOADS
CHALLENGE GRADE
SUPERIOR GRADE

US BLACK SHELLS
AJAX
CLIMAX

Western
FIELD
RECORD

WINCHESTER
REPEATER
LEADER

DOMINION
REGAL
CANUCK

Peters
HIGH GUN
PREMIER

Remington UMC
ARROW
NITRO CLUB

SELBY LOADS
CHALLENGE GRADE
SUPERIOR GRADE

US BLACK SHELLS
AJAX
CLIMAX

Western
FIELD
RECORD

WINCHESTER
REPEATER
LEADER



K. & S. TIRES

On The Wheels of Trade

Selling a K & S Tire to a wide-awake purchaser is about the softest job that's likely to fall to your lot. You turn it over and say, "Yes, sir! This tire is GUARANTEED for 7,000 miles on light cars (or 6,000 miles on heavy)—the highest guarantee of any tire made in Canada."

And after thinking it over, he'll come across quickly. This sounds like a fable, but it's honest-to-goodness fact.

Hundreds of Hardware men have found that
K. & S. TIRES
keep the wheels of trade running smoothly.

They possess so many talking points—so many claims that we're ready to prove. And there's a handsome profit to you that makes them well worth selling. Write for particulars, to-day.

We have still some exclusive territory open for responsible dealers, so act quickly before it is all gone.

K. & S. CANADIAN TIRE & RUBBER CO., Limited

Factory at Weston, Ont.

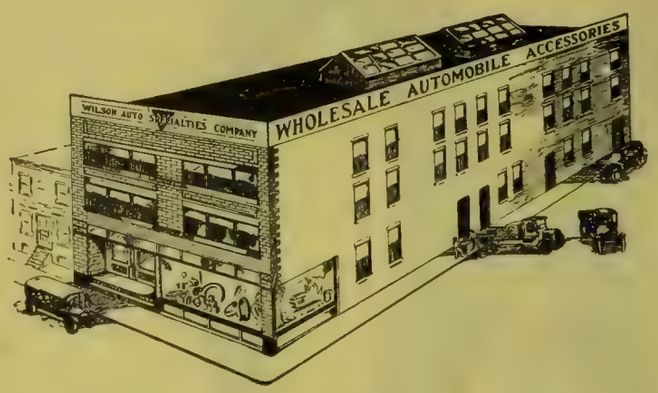
Branches: Montreal, Toronto, Hamilton, Winnipeg

Distributors:

The J. H. Ashdown Hardware Co., Limited
Calgary, WINNIPEG, Saskatoon

Wood, Alexander and James
Hamilton, Ontario

THE SEAL OF QUALITY K&S CANADIAN RUBBER GOODS TORONTO · CANADA



WILSON SERVICE

From Coast to Coast

Since its beginning less than three years ago, our business has grown to such proportions that it has recently been found necessary to move into a much larger warehouse. Our new home is situated in the heart of Hamilton's business district, and is probably the largest warehouse in Canada devoted to the wholesale distribution of AUTO SUPPLIES EXCLUSIVELY.

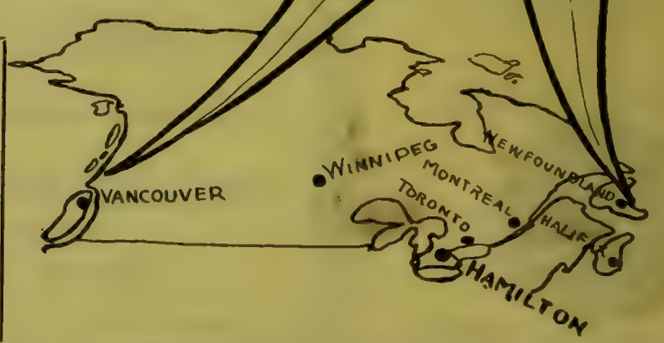
The exceptional success of the Wilson Auto Specialties Company is due simply to our policy of giving our customers not only prompt and accurate service at all times, but more value for their money than they can obtain elsewhere.

No matter in what part of Canada you are located, "Wilson Six Hour Service" will save you time and money.

Our new catalogue—a regular encyclopedia of Auto Supplies—is just off the press and should be in the hands of every progressive dealer and garage man. If you are not already on our mailing list, fill in the coupon below and mail it to-day. It will pay you!

Wilson Auto Specialties Co.

HAMILTON - ONTARIO



Wilson Auto Specialties Co.,
Hamilton, Ont.

Gentlemen:—
I am a dealer in Auto Supplies and would like to have your new complete catalogue (No. 10) and Dealers' Net Price List.

Name .....

Address .....

Province .....

Catalogue No. 10 for "Hardware and Metal."
Catalogue No. 11 for "Motor Trade."

The

Kopper King

A heavy coating of copper over the heavy steel prevents carbon-fouling and short-circuiting. The copper-covered asbestos gasket cushions the porcelain, protecting it from the smashing, hammer-like blows of the exploding gas mixture. The firing points of Monel metal are anti-fouling. Seven sizes to fit any motor.

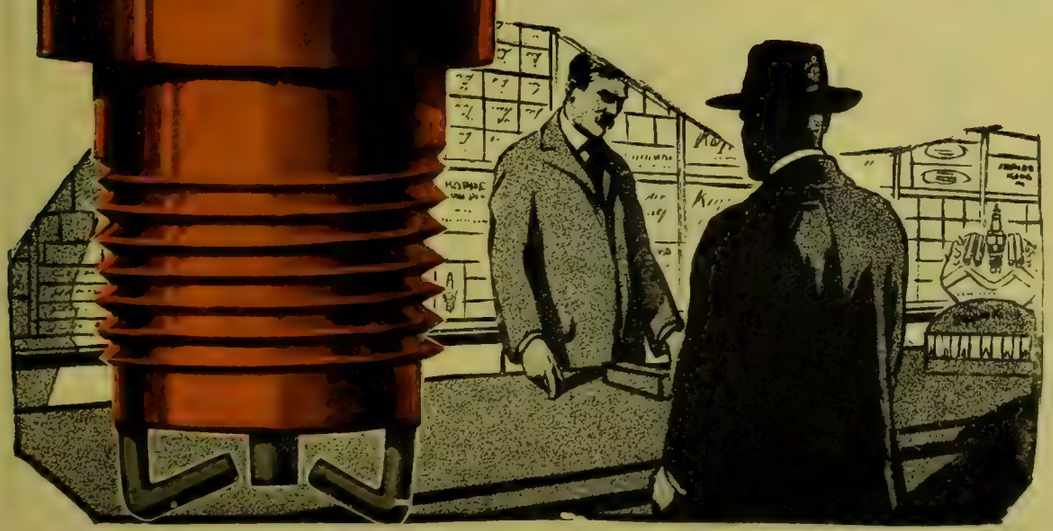


SHARP SPARKS

SHARP co-operation does not stop in the shipping room. We treat your distribution and consumer problems as we do our own. Our latest business-getter for dealers is a series of ready-to-print advertisements in electrotype form, suitable for use in newspaper or on mailing cards. They are furnished free to Sharp Dealers and link up their names with a spark plug of continent-wide reputation. Another feature is the attractive display carton for your counter. It holds ten Sharp Spark Plugs packed in neat cartons and places the plug within the customer's reach for instant attention and examination.

THE SHARP SPARK PLUG CO.

CANADIAN GENERAL ELECTRIC CO., LTD., Distributors
Toronto, Montreal, Halifax, Ottawa, London, Calgary, Winnipeg, Vancouver, Nelson, Cobalt.



The

Goliath

A massive, heavy-duty plug for hard usage and strenuous service in pleasure car or truck. The extra large shell is of heavy blued steel with firing points of meteor wire. The porcelain, of finest Cornish Kaolin, is fired at a temperature of 2,600° Fahrenheit, insuring greatest possible freedom from insulation troubles.



CHAMPION "X"
for Ford Cars
A-15, ½ inch
Price 90c



CHAMPION "O"
for Overland Cars
A-14 "O" ½"
Price $1.00



CHAMPION
"STUDEBAKER"
for Studebaker
Car
A-13 ½"
Price $1.00
A-43 ⅞-18
for truck, tractor
and farm engines.



CHAMPION
"MAXWELL"
for Maxwell Cars
A-44 ⅞-18
Price $1.00

Champion

Dependable Spark Plugs

Have satisfaction, service and economy "built in." That is why Champions are factory equipment on four out of every five gasoline motors and engines in use and why they offer the greatest sales possibilities to the dealer.

These "built in" qualities are due to the superiority of our 3450 Insulators which have a far greater breakage resistance to shock, vibration and sudden temperature changes than our best previous insulator.

And to our patented, asbestos lined gasket construction which absorbs expansion from heat and prevents compression leaks.

Every type of Champion sold is backed by our guarantee of "Absolute satisfaction to the user or full repair or replacement will be made."

Build your Champion sales on these facts and on the comprehensive plan of advertising that is being carried on for your benefit. It means bigger accessory business and more profits for you.

Look over your stock to-day and order from your jobber the Champions you need.

Champion Spark Plug Co., of Canada, Limited
Windsor, Ont.



CHAMPION "BUICK"
for McLaughlin Cars
A-53, long ⅞-18
Price $1.00



"AERO" TRUCK
JAS-43, ⅞-18
Price $1.00
for trucks, tractors and
marine engines.



HEAVY STONE
B-13 ½" B-43 ⅞-18
B-53 ⅞-long
Price $1.25.
Ball terminal furnished when specified, otherwise regular knurl nut.

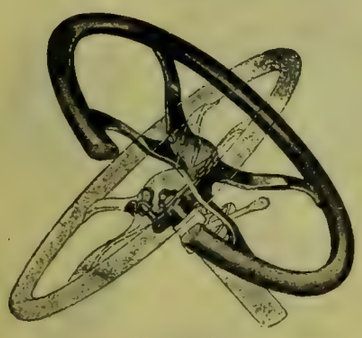
Ford Specialties That Are In Great Demand

The increase in the number of Ford cars this year will surely bring about a corresponding increase in the demand for equipment and supplies.

The Hyslop line of Ford Equipment which is popular with motorists everywhere offers dealers a splendid opportunity to increase their business—to get a good, substantial profit and make quick turnovers.

Below are a few of the hundreds of Ford Car Equipment Specialties taken from our 208 page catalogue. These will attract car owners and prove splendid business getters for dealers.

17-inch Tilting Steering Wheel



No. 4559.

This 17-inch wheel gives greater leverage and consequently makes steering easier. It also provides a means of easy entrance and exit from either side. To enter, just tilt the wheel and walk in; then after you are seated, bring the wheel to its natural position, where it locks automatically. When leaving, tilt the wheel and walk out in comfort. Ebony finish.

Replaces regular Ford steering wheel without any mechanical changes.

No. 4559—**Price,** with plain rim.... **$6.00**

No. 4560—**Price,** with corrugated rim **7.50**

Square Aluminum Heel Rest



Made of a special extra heavy, tough pyramid aluminum and finished in beautiful white satin finish.

The Heel Rest is placed on the heel boards close to the pedals, preventing unsightly holes being worn in the floor covering by the heels of the boot while using pedals. Easily attached with small screws and are furnished already drilled for this purpose.

No. 4589—**Price,** size 10½ x 6 inches **$0.90**

Rear View Mirror



No. 4568

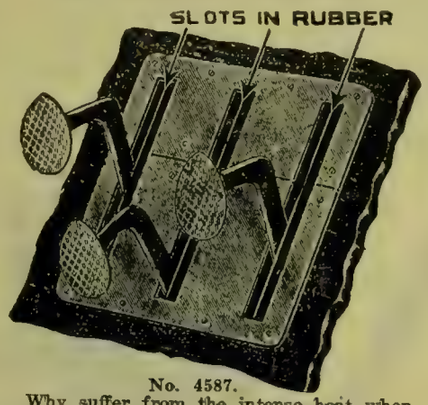
Attaches to any Ford Windsheld.

Enables the driver to observe approaching vehicles from the rear without turning the head.

The clamp on the 12-inch. arm attaches to any Ford windshield. The wing nut adjustment permits mirror to be set at any desired angle and will not jar loose. 4-inch convex lens. Black satin finish. An ornament to any car.

No. 4568—**Price** **$1.20**

All Weather Protector



No. 4587.

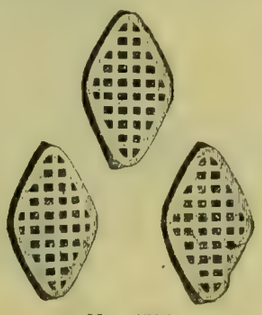
Why suffer from the intense heat when you can avoid it by equipping your car with the All Weather Protector, made especially for the Ford Cars and for so small an expense? Made to fit all Fords.

It is equally effective for winter use, as it prevents cold air from rushing up through the pedal slots.

Finished in black japan with full instructions for attaching.

No. 4587—**Price** **$2.25**

Hyslop Rubber Pedal Grips

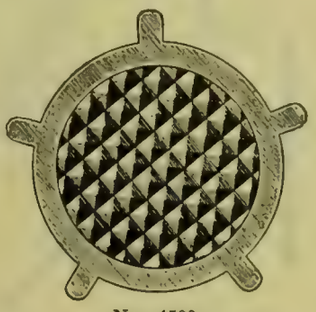


No. 4585.

Metal pedals—with their hard, icy-smooth, slippery surfaces—are always uncomfortable and unsafe.

Hyslop Rubber Pedal Grips give a feeling of security. Just slip them over the pedals, no fitting of any kind required. They act as cushions, absorb vibration and prevent feet slipping off the pedals.

No. 4585—**Price,** per set of 3..... **$0.50**



No. 4588.

Round Aluminum Heel Plates

Placed directly back of the three pedals. Prevent wearing unsightly holes in floor covering, or for covering up holes already there. Size, 5 in. round. Prongs are inserted in rubber floor mat.

No. 4588—**Price,** per pair..... **$0.75**

DEALERS: Big profits can be made handling the complete line of Hyslop's Automotive Equipment and Supplies. Order by catalogue number.

See our display at the Hyslop Booth in the Transportation Building at the Canadian National Exhibition, Aug. 23rd to Sept. 6, 1919.

While in the city, do not fail to visit our headquarters, and you will see one of the largest and most up-to-date Automotive Equipment and Supply Houses in Canada. Our salesmen will be on hand to conduct you through our premises, and you will observe the magnitude of our stock and the facilities at our disposal for giving prompt attention to all orders for Equipment and Supplies.

Send for our new 208 page catalogue if you have not already received a copy.

HYSLOP BROTHERS, LIMITED

Corner Shuter & Victoria Streets **(Opposite Massey Hall)** **TORONTO**

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

BY INVITATION MEMBER OF

NEW YORK U.S.A.

Leadership in the manufacture of tool equipment has been gained and maintained through adherence to principles of manufacture which insure to the user of Mossberg products the utmost in value and service.

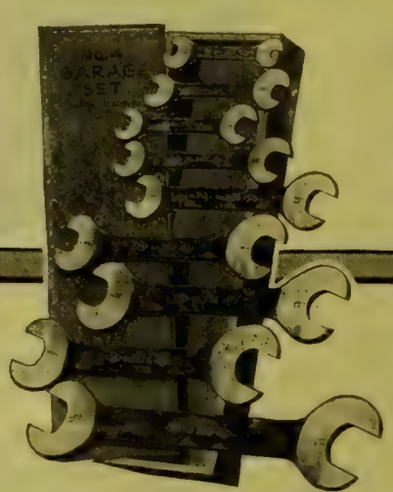
Illustrated here are No. 4 Garage Set of Open-End Wrenches, with one opening of each wrench fitting U.S. Standard Bolts and the other opening of the same wrench fitting S.A.E. cap screws of the same dimensions; also solid handle All Steel Socket Wrenches, Speed Brace, and Offset; and K-9 Adjustable Wrench.

Mossberg No. 600 Salesman of All Steel Tools for Fords, and No. H. Salesman which contains a large assortment of All Steel Indestructible Socket Wrenches with large variety of sizes and fittings.

Send for complete 1919 catalogue and price list.













FRANK MOSSBERG CO.

WRENCHSMITHS FOR 20 YEARS

ATTLEBORO, MASS. U.S.A.



The Liberty Bell

"A Signal that Warns but does not Offend"

Observation of the ordinary courtesies of the road is the duty of every motorist. One of the most glaring discourtesies is the use of screeching, offensive warning signals. The LIBERTY BELL is a signal that gives forth a compelling warning signal in silvery tones which command attention, but do not offend. The bell-like tone is a welcome relief from the noise of the ordinary horn. On cars of the better kind, the LIBERTY BELL adds that final note of distinction.

Its Silvery Tone Commands Attention

Because the sound given by the LIBERTY BELL is so different from any other signal it at once commands attention and respect. In the heaviest traffic the LIBERTY BELL dominates every other warning signal. A special model is made which includes a **red light,** which flashes every time the bell rings. This model is invaluable for night driving. **It reaches the eye and the ear at the same time.** The LIBERTY BELL is an ornament as well as a utility. It improves the appearance of any car. It can be mounted in a few minutes by anyone.



The LIBERTY BELL is provided with suitable attachments for mounting on the cowl, side or front of car, windshield or on a rod between the lamps. **We recommend the windshield attachment.** The LIBERTY BELL may be had with a light at top, an ornament or perfectly plain.

ASK YOUR DEALER TO SHOW YOU THE LIBERTY BELL. Dealers should get in touch with us. The LIBERTY BELL is sure to replace many of the old-fashioned horns. We have an interesting proposition.



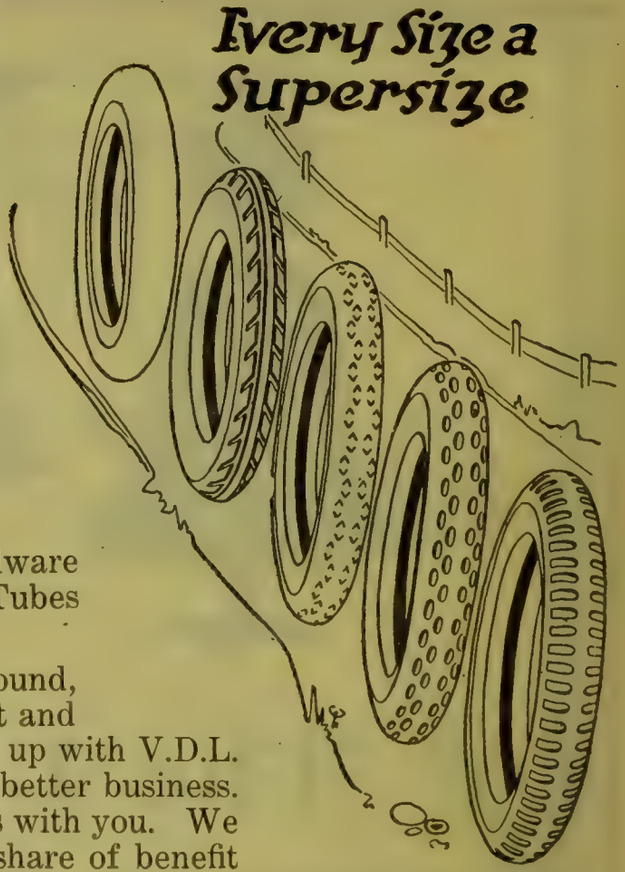
The Bunyan Manufacturing Co., Inc.

9805 MADISON AVE. CLEVELAND, OHIO

V D L TIRES

AT THE CANADIAN NATIONAL EXHIBITION

TORONTO



A cordial invitation is extended to all Hardware Dealers to visit the display of V.D.L. Tires and Tubes at the Canadian National Exhibition, Toronto.

V.D.L. Tires and Tubes are marketed under a sound, progressive business policy—backed by consistent and intelligent advertising that enables dealers to link up with V.D.L. Products, thus deriving the benefit of bigger and better business. Come and see us—we are keen on talking business with you. We have a really live line and want you to derive a share of benefit from it.

V.D.L. Tires and Tubes are making a name for themselves through sheer merit,—quality and excellence of workmanship.

Each V.D.L. Tire and Tube is hand made by skilled Canadian workers, from the very finest of material procurable.

V.D.L. Tires are adjusted on a basis of 5000 miles, and seldom is it that this figure is not considerably outdistanced.

You will be interested in the only 30 x 3½ Clincher Cord Tire made in Canada which is a V.D.L. Special.

V.D.L. Tires are made in all sizes, Cords and Fabrics in four distinct treads.

V. D. L. GUARD **V. D. L. TOURING**
V. D. L. VACUUM **V. D. L. ARROW**

V.D.L. Tubes are superior to anything you have ever been offered and make ideal mates to the dependable V.D.L. Tires.

DISTRIBUTORS:

Codere et Fils, Sherbrooke.
A. Chown & Company, Kingston.
Crowell Brothers, Halifax.
Eug. Julien, Limited, Quebec.
Kloepfer, Limited, Toronto.
Merrick-Anderson Co., Ltd., Winnipeg.
Miller-Morse Company, Winnipeg.
2 in 1 Tire Company, Montreal.
Wood, Vallance & Leggatt, Ltd., Vancouver.

MADE IN CANADA BY **VAN DER LINDE RUBBER CO., LIMITED**

TORONTO - CANADA

Mr. Dealer are you selling "GASTINE" yet?



Our dealers' proposition is proving profitable to the live dealers everywhere. Big Consumers' Advertising Campaign just started.

"GASTINE"

increases vaporization - removes carbon

On actual engine tests, using a 24 horse power, four cylinder automobile motor, gasoline containing GASTINE according to directions gave 16.7% more power with 11% less fuel consumption than untreated gasoline. With equal fuel consumption this would mean over 31% more power and consequently an increase of more than 31% in mileage. After making the tests, the cylinders showed an oily surface with no evidence of carbon which was present before the tests were made.

I have examined many compounds of this kind, and from my experience GASTINE is the only one which possesses all of the desirable features with none of the defects.

Respectfully,
(Sgd) WALTER H. FLOOD.

"GASTINE" comes in packages of 100 tablets which sell at $1.25.

WE WANT LIVE DEALERS.
There's a liberal discount. Write us.

The National Ford Owners' Club of New York, Inc.
Issue their certificate No. 878 testifying that their Research Dept. has tested Gastine, endorses and recommends its use to all owners of Ford automobiles.
Instead of 20 miles per gallon you get 25 or over —and no carbon.

The British Munition Department say:
"Gastine" Tablets have been submitted to a committee of experts who advise in these matters and on their recommendation a research was made which showed that "Gastine" brought about the removal of carbon and resulted in gasoline economy.

Can you afford not to sell "GASTINE"?

Robertson & Murphy, Limited

IMPORTERS AND DISTRIBUTORS

Coristine Building - - Montreal

Associated with Evans & Co., Ltd, Montreal



32 Calibre Hammer Regular Grip

Three Little Words That Mean Big Sales

"Hammer the Hammer," the three words that mean Iver Johnson revolvers, probably carry more selling power than any other three words ever used.

Every day, people walk into stores where IverJohnsons are sold and ask for the "Hammer the Hammer" revolver. Perhaps they have forgotten who makes it, probably they don't know of the other excellent features of the revolver—but they **do** know it is the revolver than can't go off by accident, and they want it.

If you want a share of this business, if it is worth a few minutes of your time to close such sales, deliver a revolver that stays sold and gives a full measure of satisfaction—write for catalogue and complete dealer information.

Stock the entire line—22, 32, 32 special and 38 calibres, Hammer and Hammerless models with Regular, Perfect Rubber, and Western Walnut grips.

Why not stock Iver Johnson shotguns, too? Then you can capitalize on the entire Iver Johnson line of firearms. Perhaps you will be interested in Iver Johnson bicycles and motorcycles, too. Write for full information.

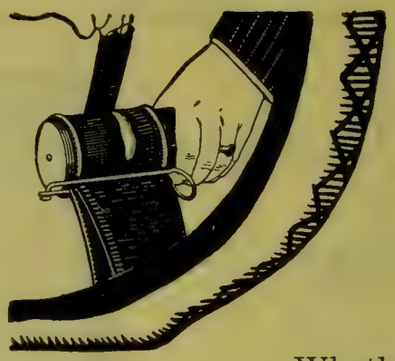
IVER JOHNSON'S ARMS & CYCLE WORKS
330 River Street, Fitchburg, Mass.

99 Chambers Street
New York

717 Market Street
San Francisco

IVER JOHNSON
SAFETY—AUTOMATIC REVOLVERS

"The Safe Revolver to Sell"



Sells To Every Car Owner

Whether he drives a Packard or a Ford, every motorist needs the Locktite Auto-New-Matic Patcher.

Locktite offers millions of car owners a complete tube repairing Patcher for emergencies on the road. It also makes possible the repairing of spare tubes at home—thus effecting a big saving in time and money. Every repair made with Locktite is permanent.

Any size repair—puncture or blow-out — is made easy with the Locktite. You don't need fire or special tools.

How It Works

First place the tube around the container—as shown in the picture, Clean and roughen the surface around the hole with emery, apply cement. Then press on the patch firmly — and the tube is ready to go into casing.

No waiting for the patch to set. The hotter the road, the tighter it holds.

What It Contains

The Locktite Patcher container serves as a cylinder around which the tube is placed and repaired. A clamp holds the tube tightly in position —no buckling.

The emery top of the container—strong, canvas-back patching sheet — gasoline swab — tube buffer and cement furnish the complete Patcher—ready for all tire troubles.



HERE'S A MONEY-MA OPPORTUNITY FOR DEALERS

The Locktite Auto-New-Matic Patcher is actually selling.

Thousands of owners swear by Locktite. They are spreading the good news about Locktite, and our broad advertising is increasing the demand.

Are you in position to supply motorists with this new method of making a hard job easy?

Remember that it requires but little shelf-room — requires no service — sells like a lamp or spark plug, and the profit is quick and generous.

A few of the Patchers displayed on your counter will sell themselves.

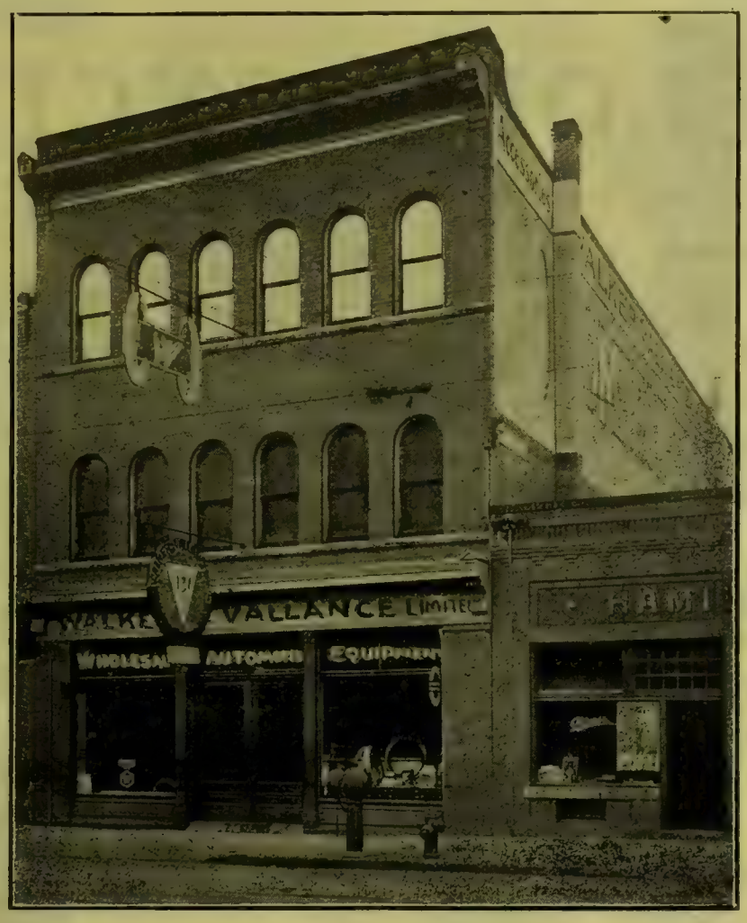
Write for our dealer proposition.

Special size is made for garages and repair shops.

Locktite Patch Co.,
Windsor, Ont.
American Plant, Detroit, Mich.

LOCKTITE
AUTO-NEW-MATIC PATCHER

The Home of Walker-Vallance Limited



Hamilton, Canada

35 Ft. x 175 Ft.--3 Floors and Basement

This building has been purchased from General Motors Limited, with the one idea of increasing our service facilities.

We are remodelling the interior to meet the demands of our ever-increasing business. Our policy of "24 Hours Service Worth While" will be carried out to the letter in the future, as in the past.

AN INVITATION

When in Hamilton make 131 King Street West your Headquarters.

WALKER-VALLANCE LIMITED

HAMILTON CANADA

A SOUND and PROFITABLE INVESTMENT

Nothing is so important in building up a business as making the customer feel that he got the best for his money—that the article he bought is a quality line and will give utmost possible service.

When you sell Hyslop Bicycles riders will come for miles around to patronize you, because this better Bicycle has been favorably known for the past 30 years to give dependable and efficient service to thousands of Canadian riders. This is what makes

HYSLOP BICYCLES



so easy to sell. That is the reason why our dealers are reaping the benefits of the Hyslop Agency in their respective territories.

To handle Hyslop Bicycles means to carry a line of proven worth and of great demand, that will yield a good profit and make our Sales proposition a Sound and Profitable Investment.

They Sell As Easily As They Ride.

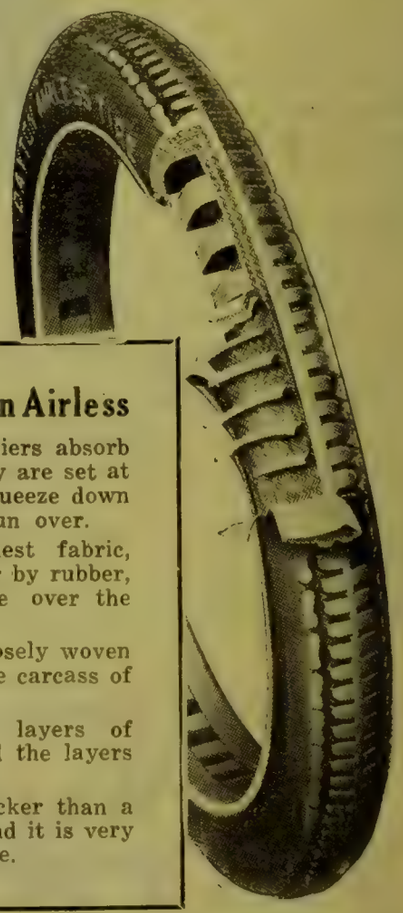
See Our Exhibit at the Transportation Building, Canadian National Exhibition, Aug. 23 to Sept. 6, 1919

ESTABLISHED 1889 MADE IN CANADA WHOLESALE ONLY

HYSLOP BROTHERS LIMITED - TORONTO

Dayton Airless Tires

are just what motorists have been hoping for



For the past seven years these tires have proven our claims and backed up every statement we have made and in almost every case far exceeding our mileage guarantee of 10,000 miles. (Seldom a Dayton Airless Tire goes less than 20,000 to 30,000 miles when not overloaded and wheels kept in line). There is no chance for road delays from tire trouble. All these are removed with the elimination of air pressure. Dayton Airless Tires ride as easy as any pneumatic tire properly inflated.

We want dealers in every locality to sell Dayton Airless Tires. If you have a car send for a set, and prove them for yourself. **They're backed by an absolute guarantee of satisfaction.**

Dayton Airless Tires are being used exclusively by some of the largest firms in Canada. Write for full particulars, **prices, etc. Ask for our dealer proposition.**

WATCH FOR OUR EXHIBIT AT THE CANADIAN NATIONAL EXHIBITION

Dayton Airless Tire Co.

346 Yonge Street

Toronto

SIZES

30" x 3½", 31" x 4"

Facts About Dayton Airless

Live, resilient rubber piers absorb all jars and jolts. They are set at proper intervals and squeeze down when an obstacle is run over.

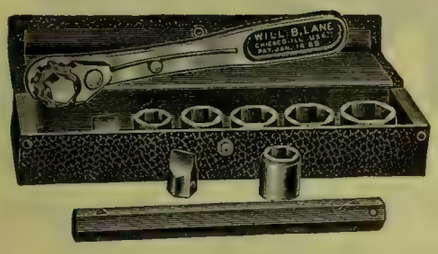
Five layers of toughest fabric, securely bound together by rubber, form a perfect bridge over the rubber piers.

Five more layers of loosely woven fabric correspond to the carcass of a pneumatic tire.

These loosely woven layers of fabric securely bind all the layers of fabric to the tread.

The tread is much thicker than a pneumatic tire tread and it is very tough and very flexible.

LANE'S HANDY AUTO RATCHET TOOLS



FORD SET

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 1 Extension Bar, 6 inches in length; 6 Sockets to fit all nuts and bolt heads on Ford cars, including the cylinder head. Put up in strong leatherette case. Weight, 22 ounces.



STANDARD SET

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 7 Sockets to fit all size nuts in U.S. Standard from ¼ inch bolt to ½ inch bolt; S.A.E. Standard from 5-16 inch bolt to 11-16 inch bolt. Cap screws from 5-16 inch bolt to ⅝ inch bolt. Put up in strong leatherette case. Weight, 18 ounces.

The **"Standard"** and **"Ford"** Sets of the Lane **"Unique"** Ratchet Wrench and the Lane **"Super-Unique" Ratchet** Wrench Set, together with the Lane **"Unique"** Off-Set Ratchet Screw Driver, present unusual selling opportunities for the dealer.

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

Their ability to perform tasks, where other wrenches fail, make them easy to sell.

Your jobber has them.

Manufactured by

WILL B. LANE

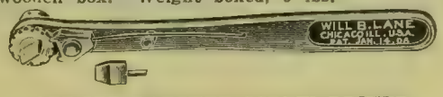
180 N. Dearborn St.

CHICAGO, ILL.



SUPER-UNIQUE SET

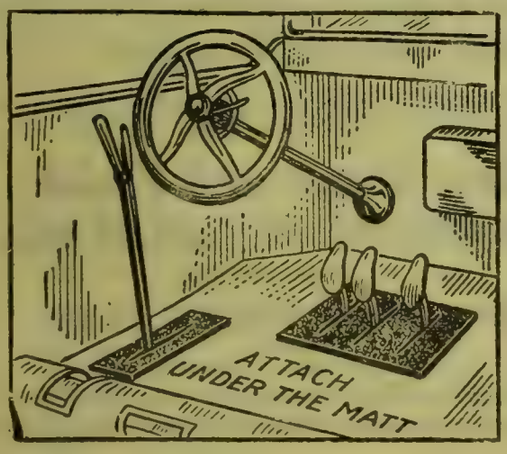
Contains—1 Drop Forged Handle, 9 inches in length; 1 Extension Bar, 8 inches in length with thimble attached; 15 Hexagon Sockets to fit all size nuts within 7-16 to 1¼ inches **broached opening.** The sockets fit all S.A.E. standards from ¼ to ⅞ inches. U.S. standards from 3-16 to ¾ inches (bolt). Cap screw sizes from ¼ to 1 inch. Put up in strong wooden box. Weight boxed, 6 lbs.

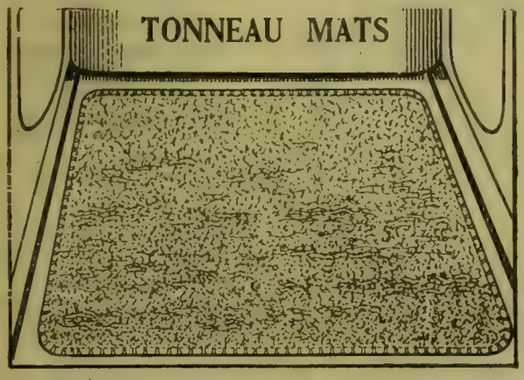


OFF-SET RATCHET SCREW DRIVER

Consists of—1 Six-inch Drop Forged Handle, polished and case-hardened; 2 Size accurately milled Screw Driver Bits made from the highest grade screw driver steel and oil tempered. Bits are interchangeable and can be removed and replaced in one second. This article is fully warranted. Weight, in paper box, five ounces.

ALL WEATHER FOOT PROTECTOR SETS





Sell All The Year Round

These Foot Protection Sets are a welcome addition to the car. In winter they prevent cold air coming through the pedals and brake, adding much to the comfort while driving.

In summer they prevent warm air, laden with oil and dust, from coming through. These pedal openings when unprotected are a source of much dust in the car in summer.

The Tonneau Mats are an attractive addition to the car. They are made of heavy, grey Ventiplex woven material to fit Ford cars. The edge is whipped. Size 28" x 30".

The demand for these useful articles means a harvest of dollars to dealers.

The Burlington-Windsor Blanket Company Limited

Toronto, Ontario

North American Hardware Supply Limited

222 Notre Dame Street West
MONTREAL - - CANADA

Eastern Canada Representatives for--

"Diamond Tires"

"Viko" Aluminum Products

ALSO

A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.

Get our price list.

TIRES,

Hardware Dealers

Now is Your Opportunity to Beat the Mail Order Houses

30 x 3½ Inner Tubes	$ 1.90
30 x 3½ Plain Tires	13.10
30 x 3½ Grooved Tires	14.00
30 x 3½ Non-Skid Tires	14.65

HUNDREDS OF OTHER SIZES

BRAND NEW GOODS

Mr. Dealer, we can sell you the most complete line of automobile accessories in Canada at tremendous reductions. Write for our catalogues. Wholesale only.

CROWN CYCLE & MOTOR CO.
319 Craig St. West, MONTREAL
LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA

Insist on Getting A Tallman Two Cylinder Double Action Pump

Easy on Your Back



Saves Your Tires

Tallman Brass & Metal Limited
HAMILTON, ONT.

Hockey Stick Specialists

OUR HOCKEY STICKS

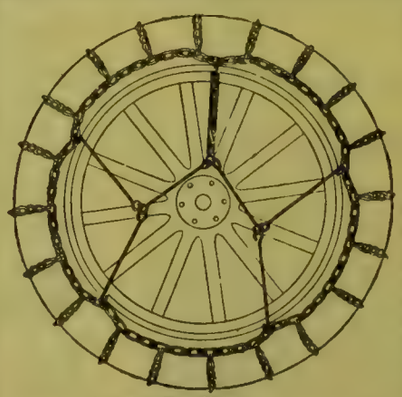
are made in the largest factory in Canada. They are manufactured with a view to get the best

Quality, Shape and Finish

They LOOK WELL, SELL WELL and LAST WELL

Write for latest price list

ST. MARYS WOOD SPECIALTY CO., LIMITED
ST. MARYS, ONT., CANADA



Keep your chains from running too loose with

Merchant's Anti-Skid Chain Tightener

$1.00 PER PAIR

Catching the chain at five points gives even tension all around. You can not lose chains and yet the chains are allowed to creep around wheels. Simple, light, neat, compact, durable — easily carried and easily applied. Can be used on any tire. If your dealer can't supply you, write us direct.

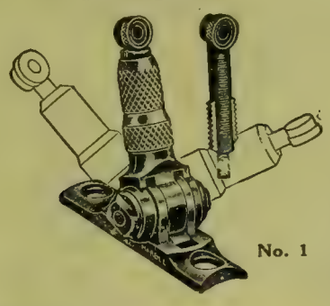
Patent Pending.

H. MERCHANT CORP., 236 Emma Street, Syracuse, N. Y.



MARBLE'S SIGHTS SELL-AT-SIGHT

We're advertising our sights heavily this year, so stock, display and push them. You'll have no trouble in getting all the trade in your locality with the famous Marble line of sights because they have a reputation for quality and accuracy. And remember, that all Marble goods are fully guaranteed—also we are ready and anxious to help make you an authority on gun sights.



No. 1

Write For Special Sight Circular

showing entire line with beads illustrated in colors. It will give you just the information you need when ordering sights.

No. 1—Marble's Flexible Rear Sight

One of the sights that have made the name Marble famous. Used by thousands and thousands of sportsmen—its friends are legion. Stem is not rigid, but is held by a strong spring in base. Does not break when struck. Springs permit sight to give and instantly brings it back to correct shooting position. This is the perfect rear sight to use with Marble's V-M front sight. List Price.....$3.30

Note.—When ordering sights, always mention make, model and calibre of rifle they are intended to fit.

No. 2—Marble's Improved Front Sight. Ivory or gold bead, 1/16 3/32 or 1/8 in. Fine for running or snap shots. Used by many professionals who do fancy shooting. Lis t Price.....$1.10

No. 3—Marble's V-M Front Sight. Gold face and gold-lined aperture. Many experts prefer it to a bead sight. List Price $1.65

No. 4—Sheard Front Sight. Gold bead. Shows up well in dark timber—will not blur. Shows same color on all objects. Type shown is for rifle. Also made for many revolvers. List Price $1.65

No. 5—Special Sheard Sight for Winchester 1894 carbines. List Price $1.65

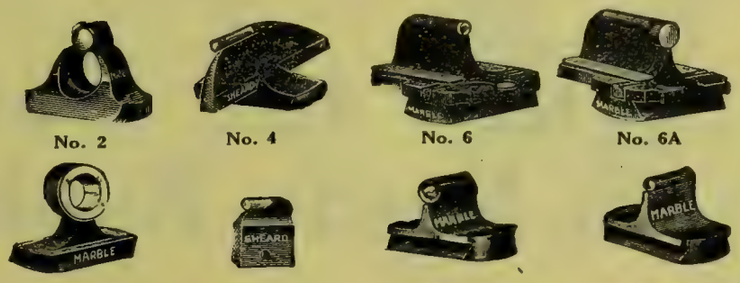
No. 6—Marble's Duplex Sight. Combines "fine and coarse" sights in one. Make snapshots sure shots. The ⅛-in. white enameled bead folds down when the 1/16-in. gold bead is being used. List Price $1.65

No. 6A—Marble's Duplex Sight. Showing enameled bead in use.

No. 7—Marble's Standard Front Sight with ⅛-in. ivory or gold bead. Can also be furnished with 1/16 or 3/32-in. bead. List Price $1.10

No. 7A—Marble's Standard Front Sight with 1/16-in. gold or ivory bead. Can also be furnished with 3/32 or ⅛-in. bead. List Price $1.10

Above prices are list. Liberal discounts to dealers. Order from your jobber.



No. 2 No. 4 No. 6 No. 6A

No. 3 No. 5 No. 7 No. 7A

MARBLE ARMS & MFG. CO.
5350 DELTA AVE. GLADSTONE, MICH.

A GREAT SELLER

THE PATCHES THAT PAY

Our increased sales and our many repeat orders are a sure guarantee that our Presto 5-Minute Vulcanizer and Patches give every satisfaction.

Complete outfit includes 12 assorted patches and sells at $1.50.

PATCHES MADE IN THREE SIZES

Size	List Price
No. 1—1 in. Circular for Nail Holes	60c doz.
No. 2—1x2 in. for Small Cuts	$1.00 doz.
No. 3—1x3 in. Extra Heavy for Blow-outs	$1.35 doz.

Liberal Discount to the Trade.

Write for Full Particulars.

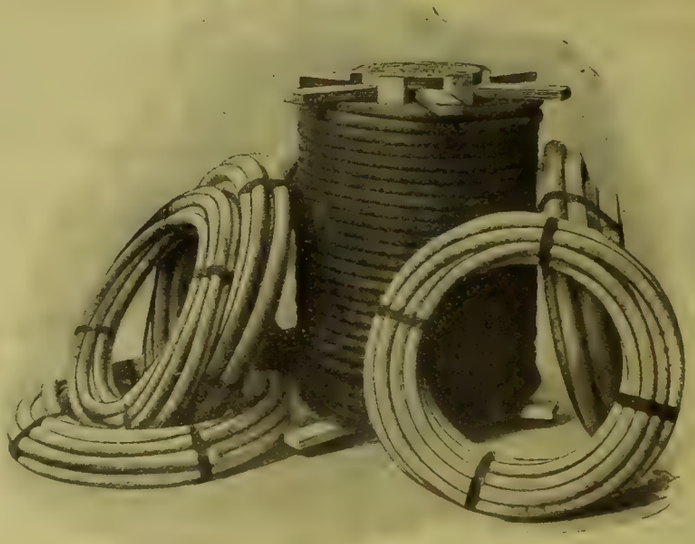
PRESTO PATCH CO.
122 VICTORIA ST., TORONTO, CANADA



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR



When the Hardware Man Needs Rubber Goods

It is important that all Rubber Goods be reliable. Faulty or weak construction often causes breakdown, serious delay and in some cases, disaster. Hardware men can conscientiously recommend all Mechanical Rubber Goods made by us as perfect in material and workmanship.

GARDEN HOSE

Belting
Rubber Hose
Valves
Springs
Gaskets
Washers
Packing
Force Cups
Wringer Rolls
Tubing
Mats
Matting

Moulded Goods

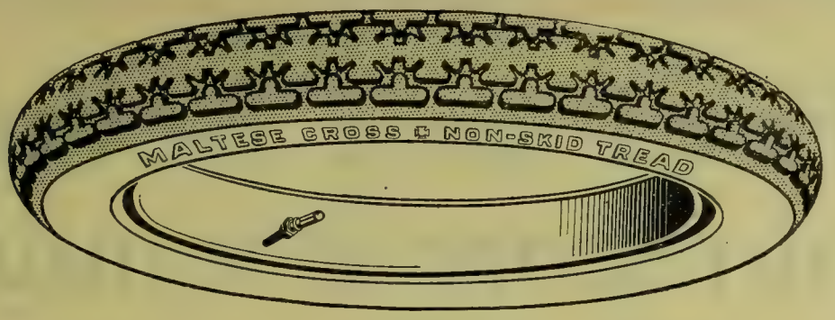
Write, wire, or phone our nearest branch for full information, as to Quality—Strength—Price—Adaptability. Just mention anything you want in Rubber—we can satisfy you.

We are manufacturers of all kinds of Mechanical Rubber Goods required by the Hardware, Mill Supply, and Plumbing Trade.

Gutta Percha & Rubber, Limited

Head Offices and Factory, Toronto

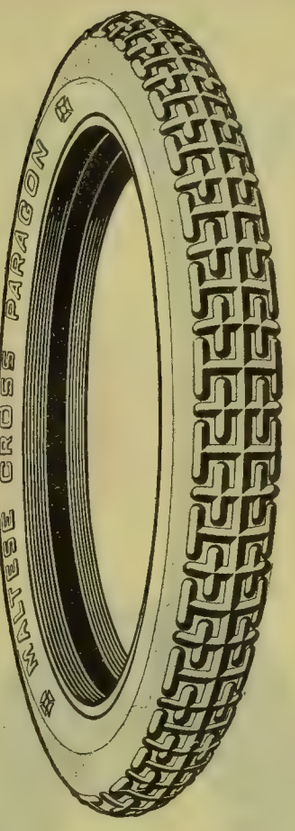
BRANCHES:—Halifax, Montreal, Ottawa, Toronto, Fort William Winnipeg, Saskatoon, Regina, Calgary, Edmonton, Lethbridge, Vancouver, Victoria.



"DO YOU HANDLE TIRES"

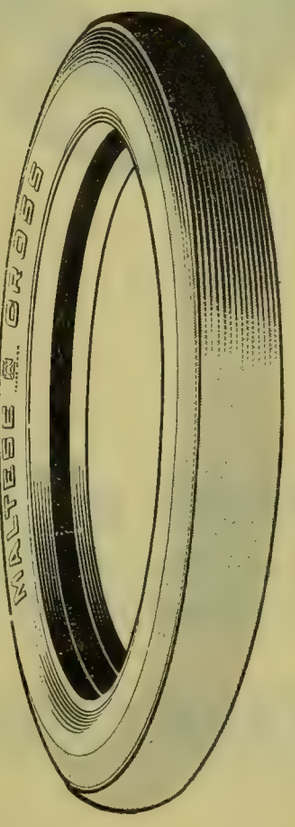
The Choice of Exacting Motorists

The most exacting motorist—the tire crank—who once uses Maltese Cross Tires is a hustling booster for your store and would willingly go out of his way to patronize you. When a hard-to-please customer becomes enthusiastic about a tire there is some good reason for it. Our tire makers have the desire and the experience to produce a perfect product.



MALTESE CROSS TIRES

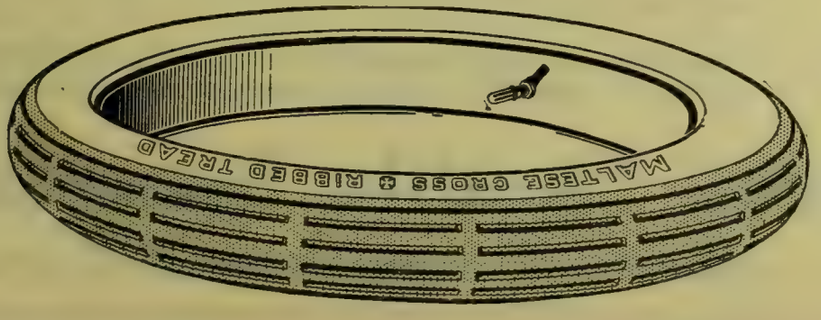
Display Maltese Cross Tires regularly and link up your store with our national advertising. It benefits you, and it benefits us.



Gutta Percha & Rubber, Limited

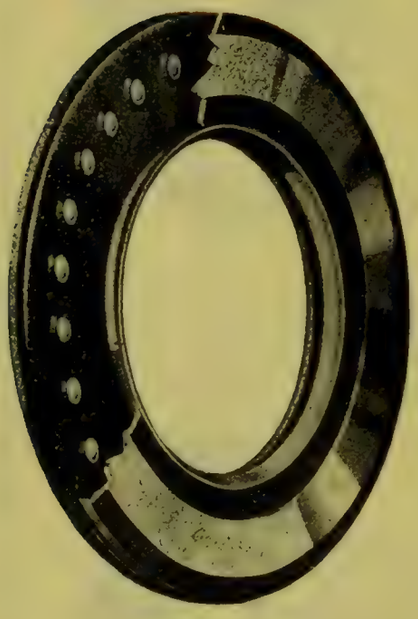
Head Offices and Factory, Toronto

BRANCHES:—Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Saskatoon, Regina, Calgary, Edmonton, Lethbridge, Vancouver, Victoria



Every Ford or Chevrolet your store is a mighty

CHAPMAN



Ball Thrust Bearings for Rear Axle of Ford or Chevrolet Cars.



The plain flat washers used at the left side of the Ford or Chevrolet 490 differential become worn, due to the heavy thrust pressure of the driving mechanism allowing gears to shift away from each other, causing tooth wear, breakage and noisy gears.

The **CHAPMAN DIFFERENTIAL THRUST BEARING** is an exact replacement for this washer, no change in axle necessary. It has twenty husky steel balls which take the pressure on a rolling, frictionless surface, holding the gears always in perfect mesh, reducing friction and noise to a minimum and eliminating waste power.

MADE IN CANADA

Every Ford and Chevrolet 490 in your community is a gilt edge prospect for this line. The economy argument alone will turn sales for you.

Exhibit at "Fx."
See Our Display in Machinery Hall

Our Advertising Campaign is creating business. Why not cash in? Send for further information and dealer proposition.

The Chapman Double Bearing Co.

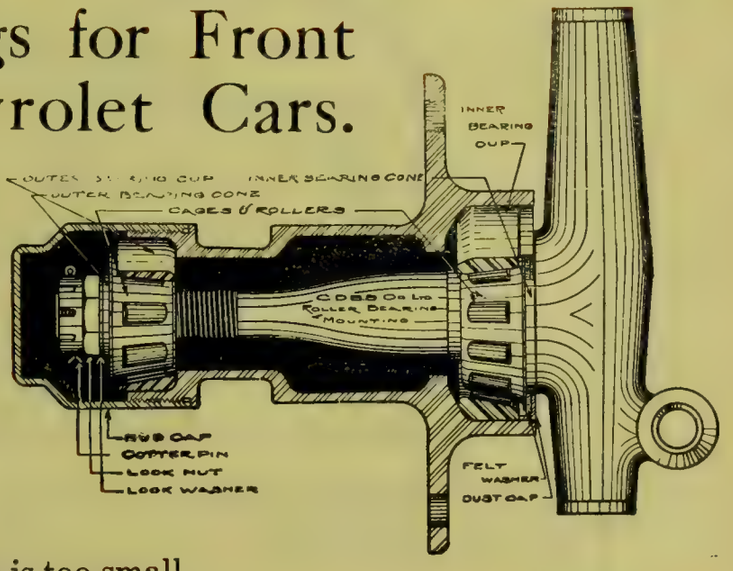
Makers of High-Grade Ball and Roller

490 that stops in front of good prospect for

BEARINGS

Chapman Roller Bearings for Front Hub of Ford or Chevrolet Cars.





Have you ever seen the front wheel of a Ford or Chevrolet fall off or run out of alignment? When you do, examine it and you will discover that the cup and cone bearings are worn out. It's a weakness in these cars because the hub is too small to accommodate the proper size bearing.

Why not order a stock of CHAPMAN ROLLER BEARINGS and make the Fords and Chevrolets in your vicinity as safe as a dollar? They eliminate the greatest source of danger in driving either of these two cars by preventing friction.

CHAPMAN ROLLER BEARINGS are made of the highest grade material and workmanship throughout—hardened steel tapered rollers, adjustable, withstand the stocks and thrust from turning corners.

They're an exact replacement for Ford and Chevrolet 490 front wheel bearings. No change needed, easily installed.

Look into this proposition. We want dealers in every locality. Our advertising is reaching every car owner and garage man.

Now is the time to act to benefit by this sales-getting campaign.

WRITE TO-DAY.

We carry all sizes of
STEEL BALLS
in stock

Look Us Up

when visiting the Canadian National Exhibition

of Canada, Limited,

347 SORAUREN AVENUE **Toronto** ONTARIO

Bearings in Canada for Over 17 Years

Ford

Announcement

FORD policy has always been one of progress.

We now announce a pronounced step forward.

Ford Touring Cars and Runabouts may still be purchased at the minimum price—Runabout $660; Touring $690.

Electric Starting and Lighting equipment will be supplied if desired, at $100.00 extra.

Coupe $975, Sedan $1175 (Closed model prices include electric starting and lighting equipment).

If you wish demountable rims, tire carrier and non-skid tires on the rear, they will be supplied on closed cars only, at $25 extra.

These prices are f. o. b. Ford, Ontario, and do not include War Tax. 125

Ford Motor Company of Canada

LIMITED

Ford, Ontario

NORTHLAND SKI

PRONOUNCED SHEE

BEST BY EVERY TEST

None Genuine without the Northland Trademark



ORDER EARLY
Send for catalog and current list now.

NORTHLAND SKI MFG. CO., ST. PAUL, MINN., U.S.A.
Largest Manufacturers of Ski in the World

VITRIFIED CLAY SEWER PIPE

Big Stock for Quick Shipment
Also, Field Tile, Paving Brick, Building Brick,
Sewer Brick, Fire Brick and other clay products

CLAY PRODUCTS AGENCY, LIMITED, 8 Colborne St., TORONTO, CANADA



Homer & Wilson

CHEVROLET LOCK

We are displaying this hansome, efficient vest-pocket size Chevrolet lock on a neat card, which if displayed on your counter, or in your window, will prove to be a money-making sales-getter.

Order from your jobber or write direct.

Homer & Wilson
Lancaster Street
HAMILTON

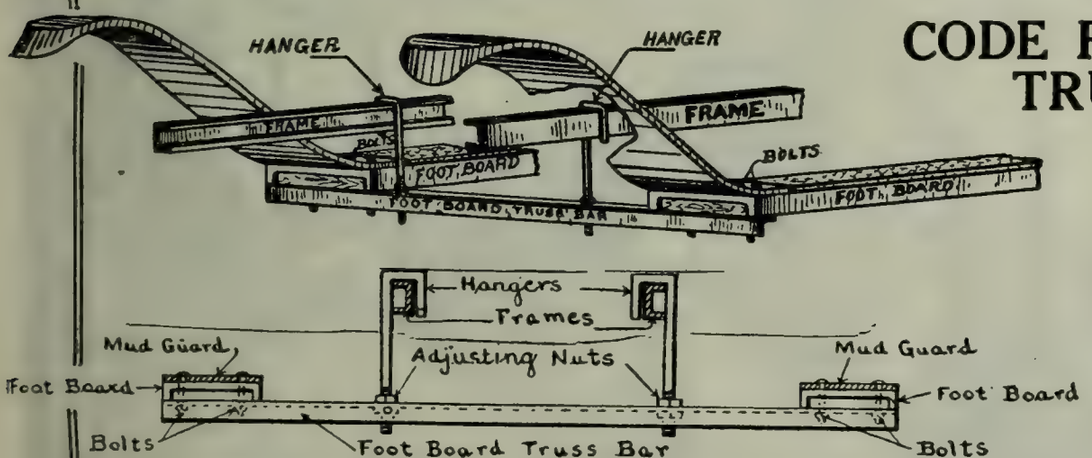


GALVANIZED STEEL FLEXIBLE TUBING

Quality Guaranteed

If interested write

E. G. Gooderham
Canadian Selling Agent
24 King St. West
Toronto



CODE FOOT BOARD TRUSS BAR

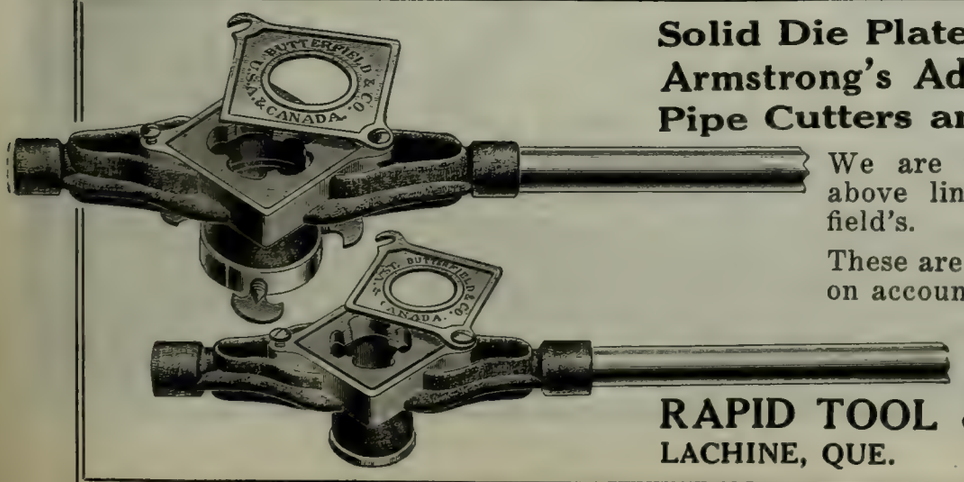
for Ford Cars

Increases the life of the car. Can be attached by any one in a few minutes. Costs a trifle. Meets a popular demand. A quick seller with good profits.

At your Jobber's

The J. H. Hanson Co., Limited
MONTREAL, QUE.

The Western Specialty Co.,
WINNIPEG, MAN.



Solid Die Plates
Armstrong's Adjustable Stock and Dies
Pipe Cutters and Vises

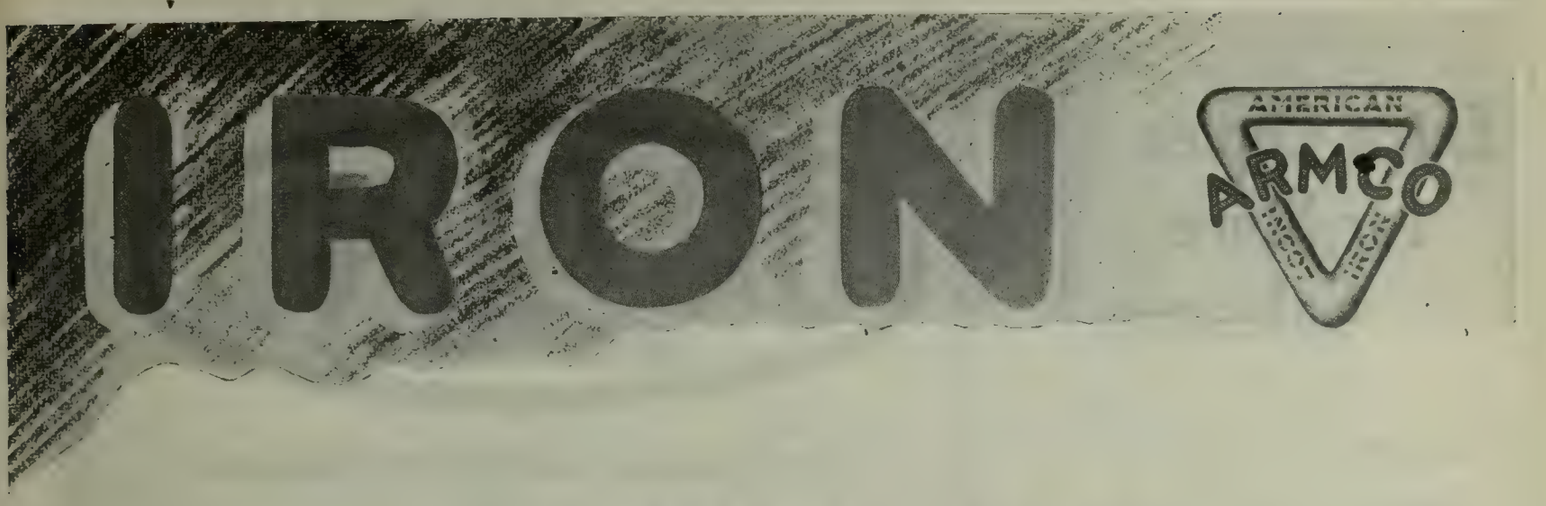
We are the sole manufacturers of the above lines previously made by Butterfield's.

These are profitable lines for you to handle on account of low prices and high quality.

Write for our complete catalogue and price list.

RAPID TOOL & MACHINE CO., LTD.
LACHINE, QUE. Branch: IBERVILLE, QUE.


ARMCO
AMERICAN
ARMCO
INGOT IRON



ITS MANY USES

Armco Iron Enameled Products

Leading manufacturers of stoves, refrigerators, kitchen cabinets, table tops, and other enameled specialties use Armco Iron exclusively as the enameling base because its *purity and evenness* and freedom from gases make possible smooth, beautiful enameled surfaces that are remarkably free from scales, scars, spots, pinholes or other defects.

Armco Iron Welding Material

Armco Iron makes a uniform weld because it is *pure and even.* It welds more quickly, more smoothly and more strongly than any other material. It is used extensively for making repairs on steel castings for industrial and marine construction; in railroad construction and repair shops for welding cracks in locomotive fire-boxes, welding in place new side-sheets, repairing worn engine wheels; in the manufacture of iron and steel barrels, grave vaults, pressure tanks, and innumerable other products; for making various welded articles. Several leading manufacturers use Armco Iron polished sheets for stoves, welded throughout.

Armco Iron as Electrical Conductor

Armco Iron has high electrical conductivity because of its *purity and evenness.* It can be successfully and economically used for telephone wire, telegraph wire, cable wire, bond wire and high and low tension transmission wire.

Armco Iron also has low residual magnetism and high permeability. It takes hold and lets go of its magnetization more rapidly than any kindred material. Hence it can be utilized in the manufacture of magnet cores for motors for all kinds of small electric machines, and for pole-pieces for self-starting motors.

Armco Iron Building Products

When the building market is normally active, there is a steady demand for *pure, even,* rust-resisting, weather-defying Armco Iron. It takes the form of many metal building products, including roofing, lath, window frames and sashes, skylights, grills, ventilator-ducts, "gutters," cornices and conductor-pipes. Armco Iron insures long service. Its unusual *purity and evenness* allow it to take on an extremely pure galvanized coating free from contaminating and weakening impurities.

Armco Iron for Railroad Purposes

Armco Iron is widely utilized in the construction of hopper cars, polished boiler jackets, coal-chutes, water tanks, culverts, oil storage tanks, metal passenger, freight and mine cars, smoke-stacks, third rails, car roofing, boiler tubes, fences, tie-plates, equalizer bars, metal lath, window frames and ventilating ducts. Here again its *purity and evenness* are of immense advantage.

Armco Iron Culverts and Flumes

Armco Iron culverts are certain to figure prominently in the vast highway program of both state and nation. Practically 75% of all metal culverts built to-day, are built of rust-resisting Armco Iron, and they are giving complete satisfaction—meeting severe and important drainage service in every part of the country. The great irrigation problems of the far West also call for a vast use of Armco Iron flumes. Their use gives 100% irrigation efficiency.

Our laboratory services are at the disposal of all manufacturers whose metallurgical problems lie within our particular field. Printed data and information specifically applied to your needs will be sent on request.

The trade mark ARMCO carries the assurance that iron, bearing that mark, is manufactured by The American Rolling Mill Company, with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

THE AMERICAN ROLLING MILL COMPANY

Dept. 935

MIDDLETOWN, OHIO

Extra Copies for Store Salesmen

Several of the largest and most successful hardware firms in Canada subscribe for extra copies of HARDWARE AND METAL for their retail salesmen. This plan has proven a profitable investment for them. Write us for details of how the plan has worked out in practice.

DU PONT CANADIAN INDUSTRIES



Those dealers who handle Du Pont Powders and Shells loaded with Du Pont Powders will find the Fall of 1919 a busy one.

There are more shooters in Canada now than ever before—and the quantity of dependability of Du Pont products was never higher in all the years since this famous powder was made and marketed. Is your stock up?

E. I. Du Pont de Nemours & Co.
Wilmington, Del. U.S.A.

DU PONT

GOLDEN OPPORTUNITIES EXIST

Hundreds of hardware merchants throughout the provinces of the Dominion, and located in centres of greatly varying characteristics have made huge successes of selling auto accessory lines. It is always found that where this line of goods is not carried, it is because the matter has received no detailed consideration, but sufficient investigation early proved to the merchants who are now carrying this line with profit that with the general favor of both the buying public and the manufacturer there was little reason for expecting anything different to the result which has been achieved. The present rapid development of the automobile industry is providing golden opportunities for wide-awake merchants.

"Made in America"

"American Flyer"

"The Train with the Guarantee" Registered U.S. Patent Office
MINIATURE RAILROADS
"The Toy for the Boy"

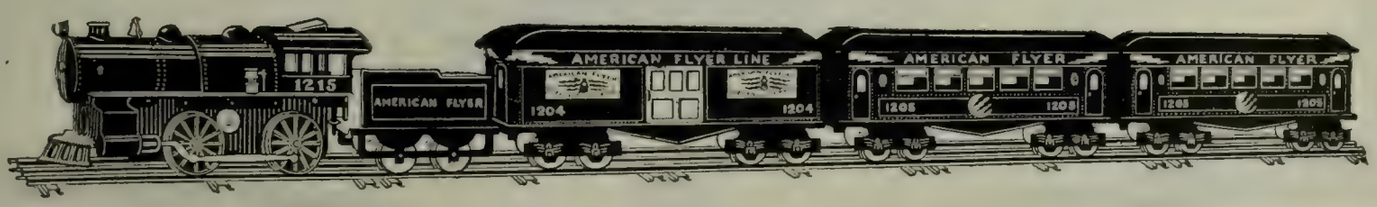
There are now nearly 2,000,000 Happy Owners of AMERICAN FLYER TRAINS in all parts of the world. Everyone of them is boosting AMERICAN FLYER TRAINS and creating new business for you every day.

Our big national advertising campaign and window displays will insure a tremendous demand for AMERICAN FLYERS this fall. Are you prepared to cash in on it.

FOR SALE BY ALL LEADING CANADIAN JOBBERS

"American Flyer" Mfg. Co.

2219 S. Halsbert, Chicago, Ill.



1881 (R) ROGERS (R) A1



Thirty-eight Years Service

In 1881 the foundations of one of the oldest and best-known Silverware Houses in Canada were laid. From this date the Toronto Silver Plate Company, Limited, continued in business until 1914, when Canadian Wm. A. Rogers Limited purchased the business, and immediately enlarged the Factory to include a thoroughly modern Flatware Department. This is, in brief, our history.

We believe that dealers are more interested in present day Service than in past history, so we shall illustrate on the following page our present Factory buildings and the Service we can give you.

Our Silverware Factory on King Street West, Toronto, contains three distinct departments—Flatware, Britannia Metal Hollow Ware, Nickel Silver Hollow Ware. With these three branches of the Silverware industry combined under one management and in one group of buildings, the filling of assorted orders is quickly and easily accomplished.

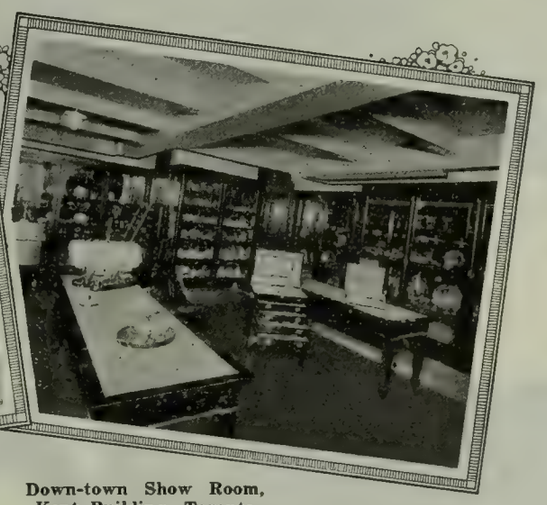
A large staff of competent Silversmiths, many of whom learned their trade in the factories of Sheffield and Birmingham, ensures that quality of craftsmanship which alone will bear the test of time.

CANADIAN WM. A. ROGERS LIMITED

'HEIRLOOM' PLATE



Silverware Factory, Toronto.



Down-town Show Room, Kent Building, Toronto.

One of the oldest landmarks on King Street West, Toronto, is the ivy-clad Factory of Canadian Wm. A. Rogers Limited. The illustration shows the front elevation only of the Factory, which extends through the block to the next street north.

For the convenience of out-of-town customers, a showroom is maintained downtown in the Kent Building, corner of Yonge and Richmond Streets. Dealers are cordially invited to call and inspect the complete range of Silverware always on display.

In the oval is a view of the Factory of Wm. A. Rogers Limited, Niagara Falls, New York. The Executive Offices of this Company, as well as Canadian Wm. A. Rogers Limited, are located in Toronto.

There are many examples of American firms coming to Canada to develop their lines of business.

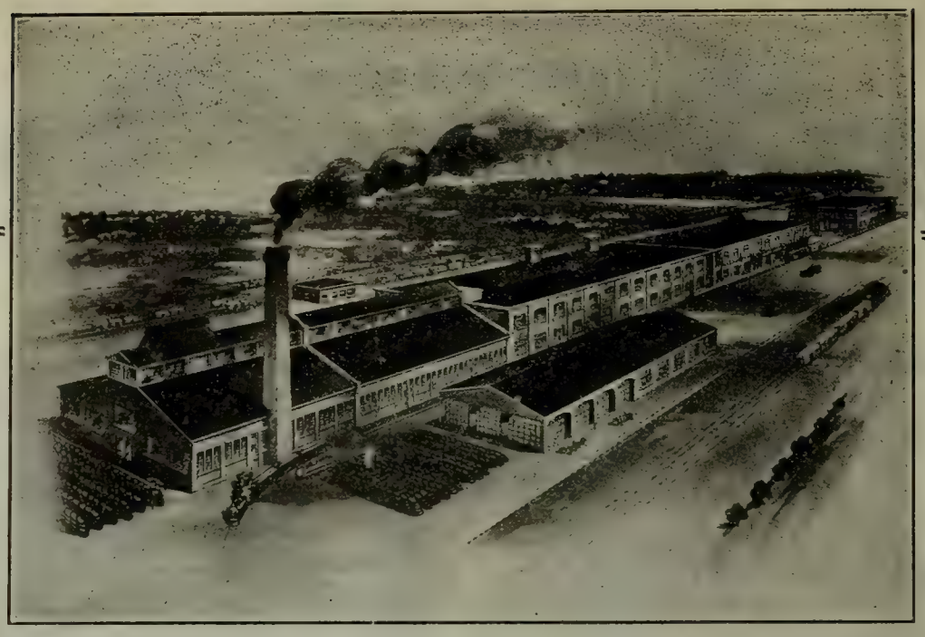
There are too few examples of Canadians going to the United States for the same purpose.

Wm. A. Rogers Limited, with its four Factories and its Sales Offices in New York, Chicago and San Francisco, is a notable example of what Canadian enterprise can accomplish.

Mr. S. J. Moore, of Toronto, is President of both Companies.



Factory of Wm. A. Rogers, Limited, Niagara Falls, N.Y.



Be sure to see our Exhibit, at the Canadian National Exhibition

Complete Showing of our line on view in the Industrial Building

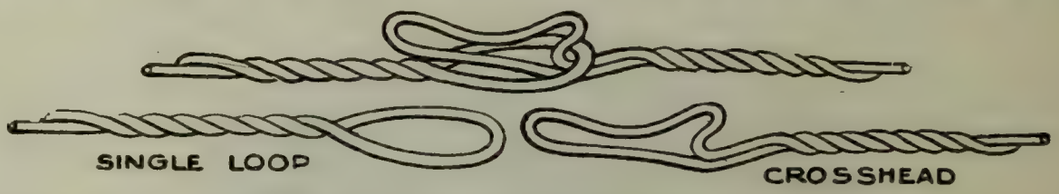






Manufacturers of

Nails, Wire and Wire Bale-Ties



Our specialty is the production of superior Bale-Ties and Special Hay Baling Wire, made from genuine Bessemer stock. A stronger and better wire at ordinary cost.

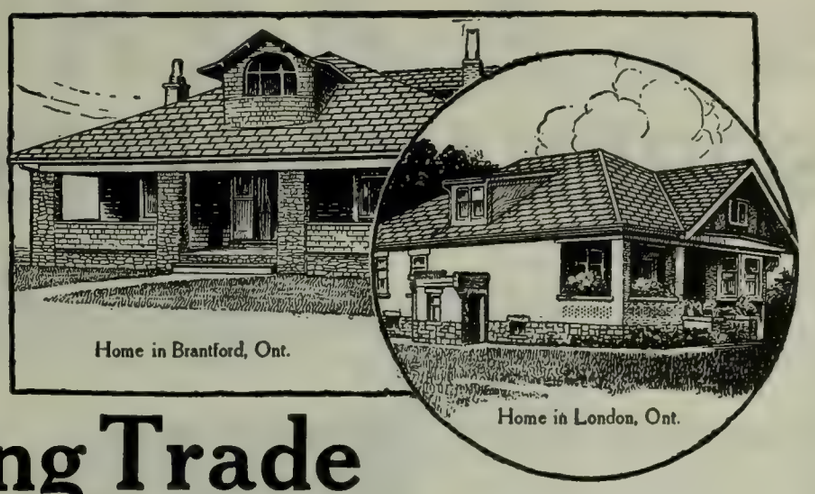
We also manufacture Wire Nails, Fence Staples, Fine Wire, Bright Annealed and Liquor Finished.

We should be glad to hear from dealers who are not now stocking Laidlaw goods. Write to-day and let us show you that there is money for you in this line.

The Laidlaw Bale-Tie Company, Limited, Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden & Son, Winnipeg, Man. A. T. Diggens, Toronto, Ont.
H. E. O. Bull, Montreal, Que. M. Bryan, 24 Aldgate, London, England.

Get A Larger Share of the Roofing Trade



The building trade is active and consequently the Prepared Roofing Industry is prosperous to-day.

But the real building activity will not reach its height until next year or the year following, because building was almost at a standstill during the war and it will take some time for the brick yards, stone quarries, contractors, bricklayers, masons, carpenters, etc., to get back into their stride.

The big roofing business of the future will be done in prepared roofing, and the increasing popularity of

Brantford Asphalt Slates

indicates that this style of roofing will be the big seller for homes, schools, churches and other buildings requiring an artistic, permanent, fire-resistant **slanting roof.**

Hardware dealers who feature Brantford Asphalt Slates, along with our other lines, and go after business energetically will be able to sell more prepared roofing during the next two years than they've sold during the last five. Our own output of Asphalt Slates to-day is four times that of three years ago, which shows that the demand is greatly increasing.

Have you seen the Brantford Asphalt SLAB Slate which is FOUR STANDARD size Asphalt Slates in one? The newest idea in roofing. Saves time, labor and nails in laying. It is selling fast and bound to be a big producer of business for our dealers.



Write for booklets and samples of our different lines. The Brantford Line is complete—a roofing for every purpose.

Brantford Roofing Co. Limited

Head Office and Factory, Brantford, Canada.

Branches at Toronto, Montreal, Halifax, Winnipeg

See the

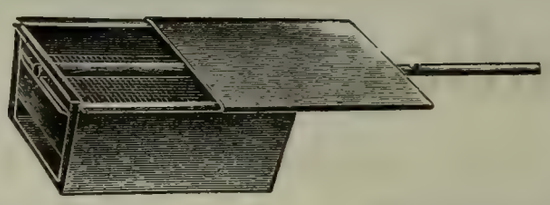
Our New Plant is at 549 King St. W. on the road to the Exhibition. Take a King St. car going West and come to see us.

SOREN HOUSEHOLD GOODS

at Toronto Exhibition

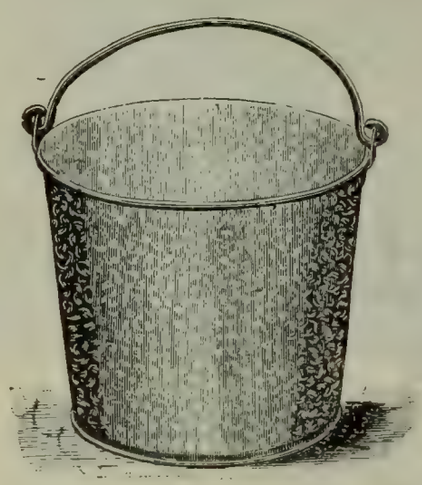
Daisy Ash Sifter

This well-known, popular sifter has long been noted for its efficiency. Built to give satisfaction.



Dustless Sifting

With the Daisy Ash Sifter your customers won't have to put on overalls to sift the ashes. Note the common sense way it's enclosed.



Examine This Exhibit of Good Sellers in the Stove Building

while you are at the National Exhibition. Among these articles which everybody uses you'll find many of benefit to your store. They have a universal market, the Soren name is a good backing, and they are good profit producers.



Galvanized Iron Pails

These galvanized iron pails of straight pattern and standard weight have strong bails and a good top and bottom rim insuring them against dents and other damage.

A Catalog for You

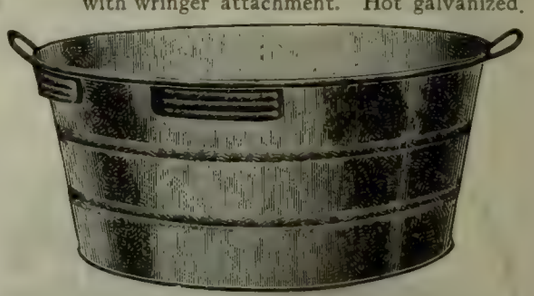
illustrating the Soren Bros.' line of dependable, salable goods and containing a full list of prices. A postcard brings it.

Nestable Wash Boilers

These unusually good nesting wash boilers heve pit copper bottom, flat covers and stationary wood handles.

Wash Tub

A durable wash tub with strong, drop handles and a heavily wired rim. The bottoms are corrugated and the tub is fitted with wringer attachment. Hot galvanized.



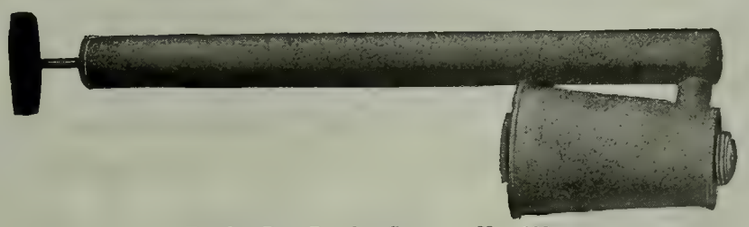
Soren Bros.

545-7-9 King Street West

Toronto

EUREKA

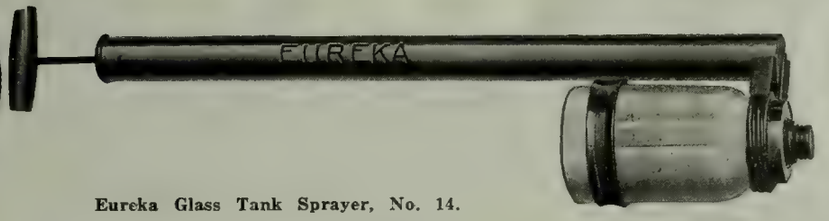
An All The Year Line



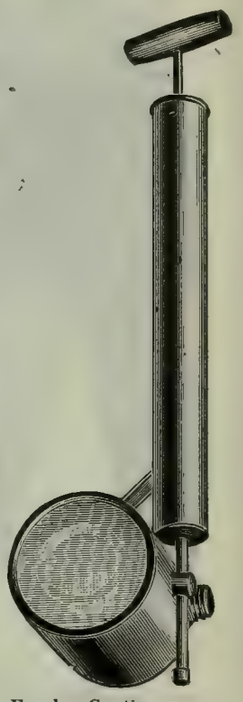
Eureka Dry Powder Sprayer, No. 108.



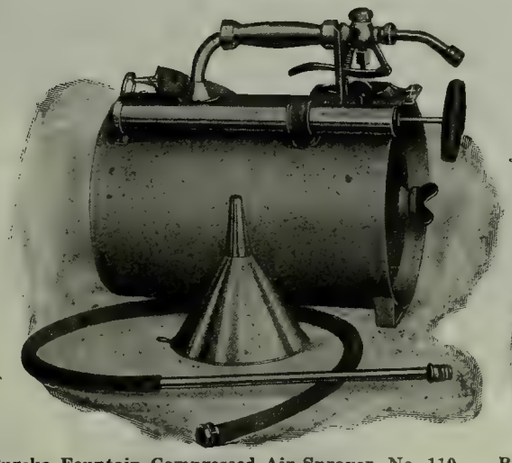
Eureka Bucket Pump. No. 109.



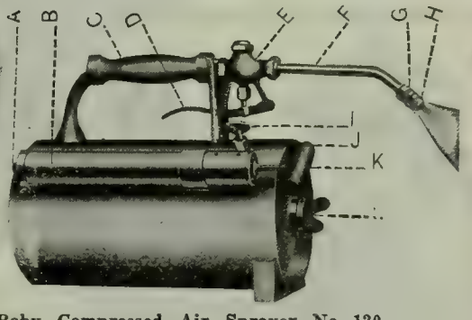
Eureka Glass Tank Sprayer, No. 14.



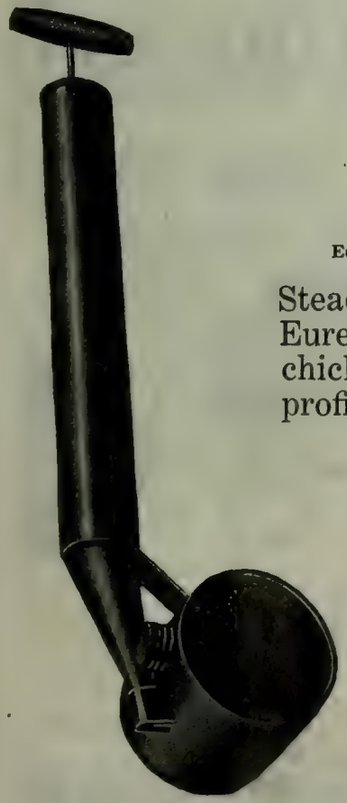
Eureka Continuous Sprayer, No. 115.



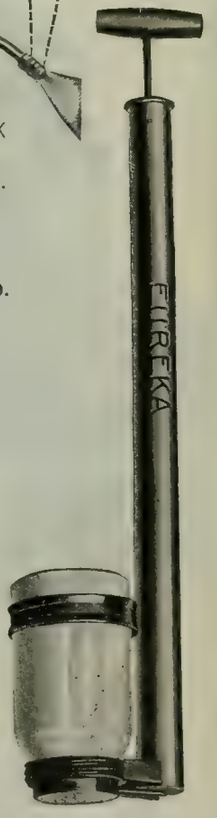
Eureka Fountain Compressed Air Sprayer. No. 110.



Baby Compressed Air Sprayer, No. 120.



Eureka Special Sprayer, No. 112.



Eureka Glass Tank Sprayer, No. 113.

Steady sales throughout the year is one advantage of stocking Eureka Sprayers. The orchard, farm buildings, cattle sheds, chicken houses and like places assure a continuous sale, sure profit and moving stock all through the year.

Eureka goods mean satisfied customers, prosperous dealers and bigger business.

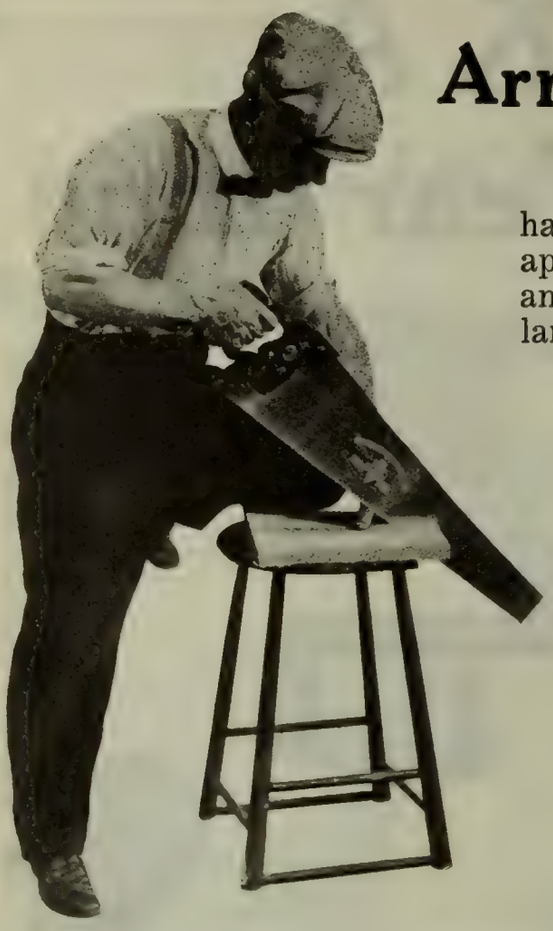
Write us for information and prices.

The Eureka Planter Co., Limited

Woodstock - Ontario, Canada

WESTERN BRANCH

Mark Drummond, 1048 Main St,. Vancouver, B.C.



Arrowhead Saws *"The Standard of Canada"*

Vanadium Steel

have satisfied the skilled workman since they first appeared on the market. The right temper, hang and set have built for them a reputation and popularity founded on a sound basis.

The "Arrowhead" Points the Way to Greater Profits

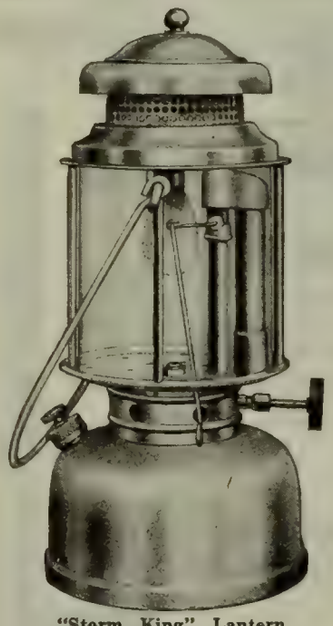
There are but two kinds of dealers—those who stock Arrowhead Saws, and those who are going to. Our big new factory, just completed, gives us splendid capacity. Its modern saw-making equipment is unsurpassed.

Cross-Cut Saws, Hand Saws, Buck Saws, Circular Saws.

Write for a catalogue that puts dollars in your pocket.

T. F. Shurly Company, Limited
St. Catharines, Ontario, Canada

Want More Turnover?


"Storm King" Lantern


"Comfort" Iron.

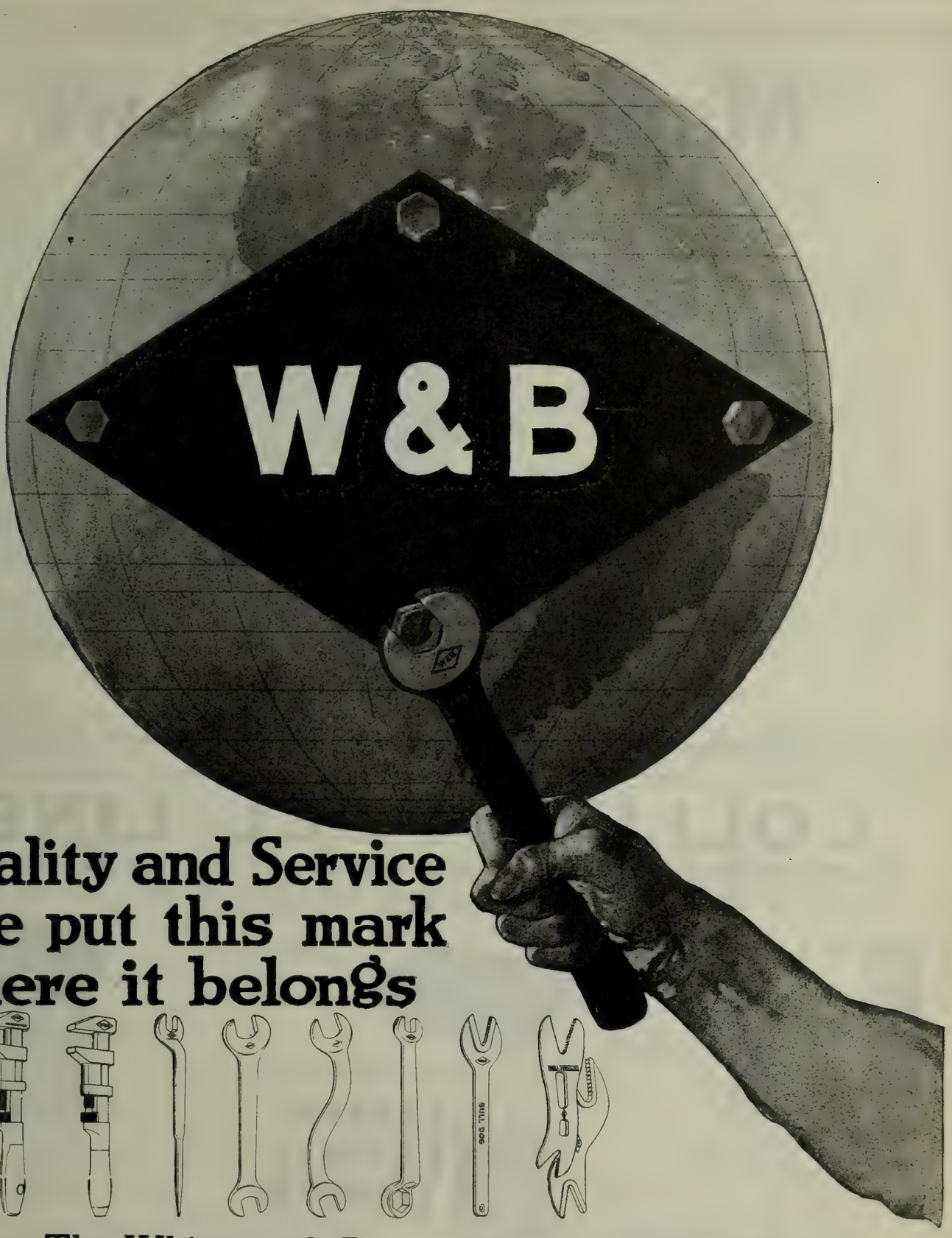

No. 10 Table Lamp.


No. 207 Bracket Lamp.

These Essentials Make It

Good light and good heat are necessary to everyone.
There is a demand—and we are always increasing it—for all this line: Table Lamps, Hanging Lamps, Bracket Lamps, Chandeliers, Sad Irons, Camp Stoves and Lighting Systems.
Write for literature; let us show you new sources of income, and ways to make sales and profit grow.

NATIONAL STAMPING & ELECTRIC WORKS
410-424 S. CLINTON STREET - - - CHICAGO, ILL., U.S.A.



Quality and Service have put this mark where it belongs

The Whitman & Barnes Manufacturing Co.

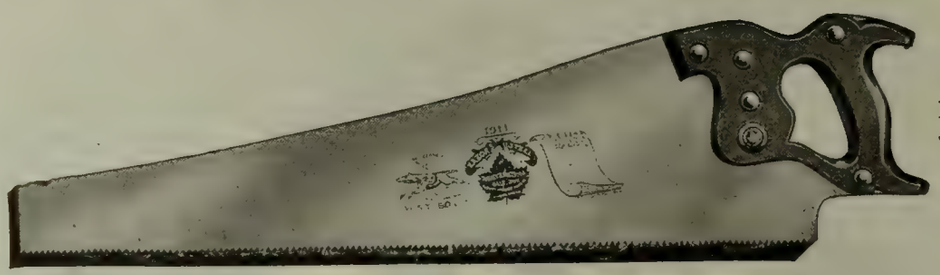
Office and Factory: St. Catharines, Ont.
European Office: 139 Queen Victoria St., London, E.C.

Established 65 Years

Whitman & Barnes

TWIST DRILLS — REAMERS — WRENCHES — HAMMERS

Maple Leaf Saws



Unbreakable Handle

M-L-S
Means Long Satisfaction

Since 1873 Maple Leaf Saws have been meeting an ever-increasing demand, giving satisfaction and performing efficiently and well all that has been claimed for them. A feature of interest is the unbreakable steel protected handle—the blade extends through, affording needed protection.

When ordering stocks choose from this list of Maple Leaf Saws: Butcher, Cross-Cut, Cordwood, Drag, Hand, Ice, Kitchen or Pruning.

A mighty good move toward making money is writing for the Shurly-Dietrich catalogue.

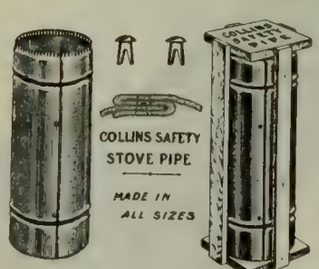
Shurly-Dietrich Co., Limited

Vancouver Galt, Canada Ottawa

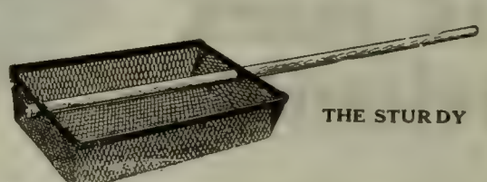
COLLINS FUEL LINE

People have planned for their coal and wood—the trade must plan for the People's needs

THESE ARE THE LEADERS



25 Lengths nested in a crate.
MADE PERFECT
Easy to handle. All sizes, light and heavy grades.



THE STURDY

Strong and Swift. Nest easy for shipping.



Asbestos lined Safety Stove Pipe Thimbles for Wall or Floor. All sizes. Safety First.

The Wonderful Fuel Saver

Actually saves from one third to one half the fuel. Many write testifying of its value.



THE GIBSON FUNNEL DAMPER

Patented Nov. 1917

COSTS LITTLE. PAYS FOR ITSELF MANY TIMES OVER. ALL SIZES IN BLACK AND GALVANIZED.

Write us

We suggest you order a few with your pipe. One trial will convince anybody.

MANUFACTURED BY

The Collins Manufacturing Co.

331 Symington Avenue,
TORONTO ONT.

Another BISHOPRIC STUCCO BOARD Home



More and more are home-owners building with stucco, because of its economy, strength and durability.

This photograph shows the residence being built by Superintendent J. H. W. Bower, of the Military Hospitals Commission, at Sunnyside and Fentiman Avenues, Ottawa.

Bishopric Stucco Board was used on all interior outside walls as a background for plaster; Bishopric Sheathing was used in place of lumber on outside walls on studs—then furred with 1 x 2 furring strips and stucco board and cement stucco applied, giving a double air space, increasing the warmth and durability of the building, yet not increasing to any great extent the cost.

Every Hardware Dealer—who does any business at all with Architects, Builders and Contractors—can handle Bishopric Products to advantage.

Write us for samples and prices.

Bishopric Wall Board Co., Limited, OTTAWA

Metal Specialties

House Numbers
Name Plates
Badges
Brass Labels
Brass Checks
Number Plates
Key Tags
License Plates
Brass and Copper Washers
Burning Brands
Lead Seals
Stencils
Steel Stamps
Masonic Pennies

METAL STAMPINGS of ALL KINDS

The Hamilton Stamp & Stencil Works, Limited

Hamilton and Toronto

Stronger Than Leather or Rubber



Maple Leaf Brand Stitched Cotton Duck Belting is 50% stronger than light, double leather, and 25% stronger than 6-ply rubber.

Maple Leaf Belting can be unhesitatingly recommended with every assurance of satisfied customers and repeat orders.

Maple Leaf Belt Dressing is ideal. It waterproofs belts without causing them to stretch.

Both are goods that make a good margin for you. We protect our jobbers.



Manufactured only by

Dominion Belting Company, Limited

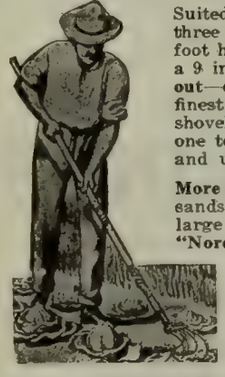
Hamilton, Canada



NORCROSS *GARDEN CULTIVATORS*

Have Revolutionized Gardening

These simple, inexpensive little implements do more and better work than the old fashioned hoe, with decidedly less labor. They work the soil closer to plants without injuring their roots or foliage than any other type of tool known.



Suited to both men and women. Come in three sizes: 5 prong and 3 prong sizes with 4 foot handles, and the Midget (for flowers) with a 9 inch handle. **Quality the very best throughout**—detachable steel prongs, malleable head, finest quality handles. The sharp tapering shovels pulverize the ground thoroughly from one to five inches deep and leave it loose, level and untrampled.

More than a million in use in America—thousands are being exported. No garden is too large or small for the profitable use of a "Norcross."

Factory Representatives:

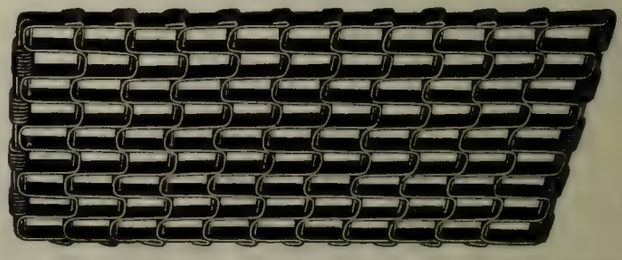
Eastern Canada:
Richardson & Bureau, Montreal.

C. S. NORCROSS & SONS, BUSHNELL, ILL., U. S. A.

Keystone Flexible Steel Mats



Patented
AUTOMOBILE MAT



Continuous Crimp Ribbon Steel No Short Pieces
FLEXIBLE MAT

Keystones are flexible, reversible and durable. They come in 100-foot rolls, all widths, also stock sizes Nos. 1 to 8.

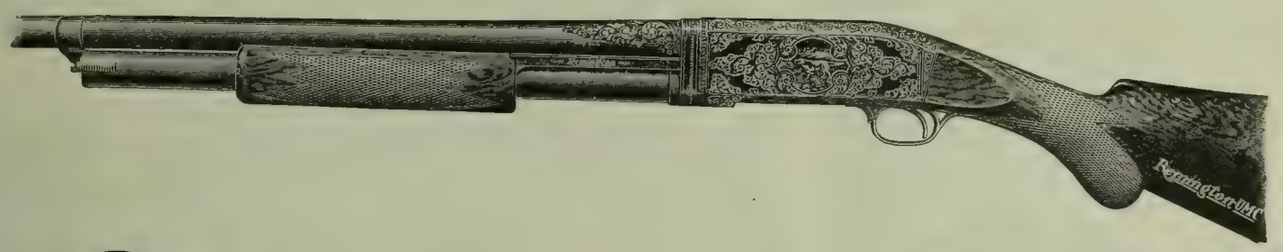
The Automobile Mat is made of galvanized steel wire. Will attach to the running-board without screws or bolts and will not rattle or become detached. Keeps the car free from mud and snow. Every car owner is a prospect—particularly in the season just approaching.

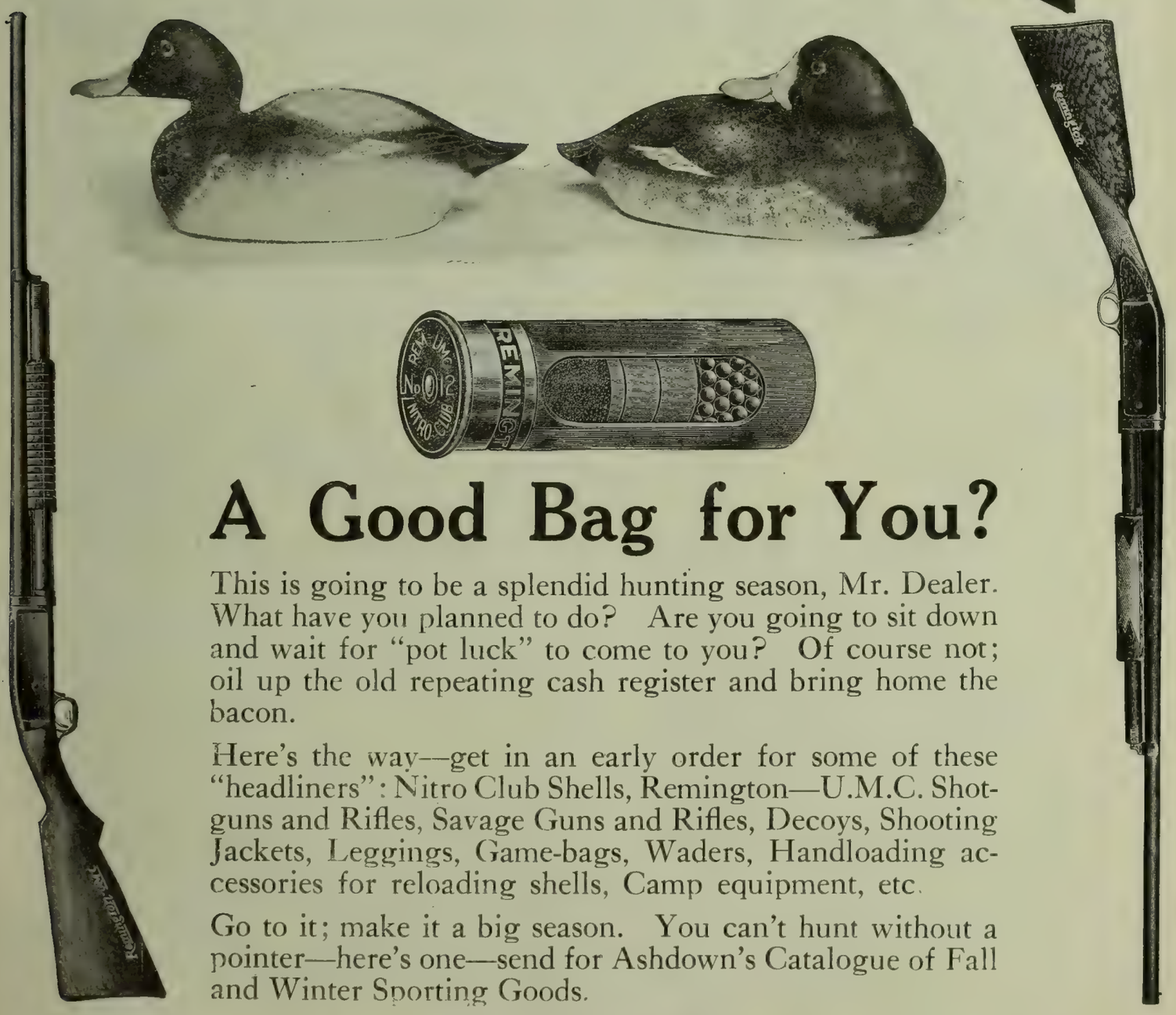
PORT HOPE MAT & MFG. CO.
PORT HOPE, ONTARIO

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada





A Good Bag for You?

This is going to be a splendid hunting season, Mr. Dealer. What have you planned to do? Are you going to sit down and wait for "pot luck" to come to you? Of course not; oil up the old repeating cash register and bring home the bacon.

Here's the way—get in an early order for some of these "headliners": Nitro Club Shells, Remington—U.M.C. Shotguns and Rifles, Savage Guns and Rifles, Decoys, Shooting Jackets, Leggings, Game-bags, Waders, Handloading accessories for reloading shells, Camp equipment, etc.

Go to it; make it a big season. You can't hunt without a pointer—here's one—send for Ashdown's Catalogue of Fall and Winter Sporting Goods.

THE J. H. ASHDOWN HARDWARE CO., LIMITED

CALGARY WINNIPEG SASKATOON

ANTHES FOUNDRY LIMITED



"ANTHES" FOR

ANTHES TANK HEATER
CAST IRON—SELF-SINKING

The superior features of "Anthes" Tank Heaters will be appreciated by your customer whether Farmer, Stockraiser or Rancher.

The "Anthes" Tank Heater is very substantially made, and neat in appearance, being of high-grade cast iron throughout.

It is constructed like an airtight stove, the draught being outside of the main body. The entire top is removable, making a large opening for firing, and the grate and ash pan are easily removed for cleaning.

Will burn any kind of fuel. It is furnished with one length of pipe fitted with spark arrester.

You will find this a popular line and a quick seller.

Two sizes:

Dia.	Height	Weight
12 in.	22 in.	120 lbs.
14 in.	24 in.	150 lbs.

ANTHES FEED COOKER



Essential Line—Good Profit

Essential to your customers who have stock to feed. The cauldrons of the "Anthes" Cast Iron Feed Cookers are of high grade cast iron, uniform in thickness, smoothly finished inside and out. They come in 20, 30, 40, 50, 60 and 75 gallon sizes. Imperial measure conforming with the law.

In the 20 to 60 gallon sizes the jackets are of 16 gauge sheet steel. In the 75 gallon size of 14 gauge steel reinforced at the bottom with a heavy band of iron.

Made in the West for Western Trade

Specify "ANTHES" in Orders

"Anthes" Lines handled by all the leading Wholesalers in

ANTHES FOUN

WINN

ANTHES FOUNDRY LIMITED

FARM TRADE

ANTHES SYPHONS

The Heart of a Sewage Disposal System



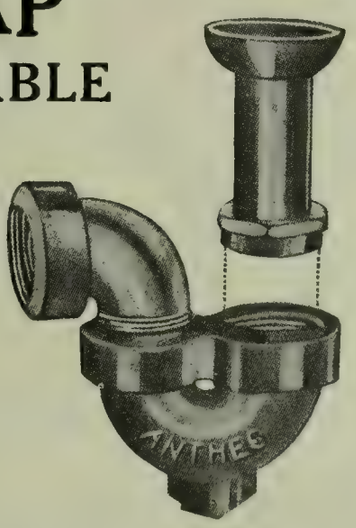
Here is a profitable field of business for every rural dealer. Your farmer customers are installing Sewage Disposal Systems. Are you getting your share of the business?

The Anthes Syphon is endorsed by all sanitary engineers. It is the only flushing device known that operates under natural law. It works automatically—no moving parts to get out of order. Once installed no further attention is required.

CIRCULAR and BLUE PRINTS on Request

ANTHES SINK TRAP

DURABLE ADJUSTABLE



Increase your sales and profits with this profitable line.

The "Anthes" Adjustable Sink Trap is the most economical and convenient trap on the market. Cheaper than lead, costs less to instal, and is more durable. This trap is very neat in appearance, and can be used for either basin or sink. When required for basin connection we supply a 1½" x 1¼" slip-joint nut.

We also manufacture a line of plain S and P Traps, Bottle Traps, Adjustable Bath Traps, Sink Collars, Sink Brackets, Boiler Stands, etc.

for SOIL PIPE, FITTINGS, etc.

the West. If your Jobber cannot supply you write us direct.

DRY, LIMITED

IPEG

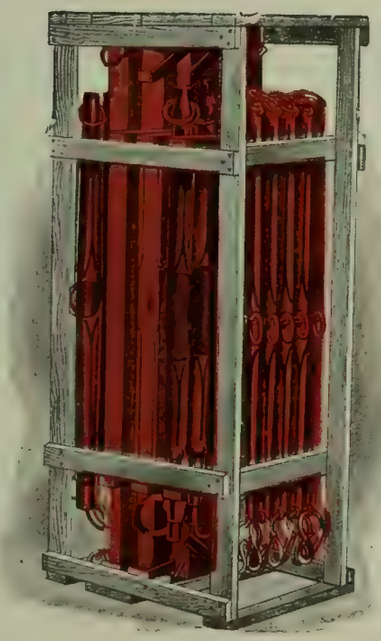

"REVEALED"
The Secret of Perfect Ignition
Guided by the North Star, Mariners know that all the elements of chance are removed from their travelling. Guided by the "North Star" mark battery users in the West are certain of perfect action, speed, long service. On "North Star" Batteries they take no chances of imperfections, they're sure, steadfast, reliable——"the best for the West."
No. 6
NORTH STAR
IGNITION
DRY
BATTERY
CANADA DRY CELLS
LIMITED
WINNIPEG MANITOBA
"NORTH STAR"
Multiple Ignition Batteries
The ideal unit battery, giving unapproachable service for heavy, intermittent ignition. Best and most economical for gas engines, motor boats, automobiles, carriage lighting, barn lighting, blasting and numerous other purposes demanding heavy service.
The Western dealer who handles the complete "North Star" line is best equipped for battery business. They're built for service under Western conditions and your customers know it.
Canada Dry Cells
Limited
WINNIPEG, MANITOBA
NORTH STAR
MULTIPLE
IGNITION
BATTERY

All Jobbers Handle Westwo Products All Live Dealers Sell Them!

Westwo goods represent the highest quality. Every piece backed by the manufacturer's guarantee. Manufacturers advertising to the consumer makes Westwo Products move quickly. You will have requests for these goods. Write for illustrated folder and catalog.

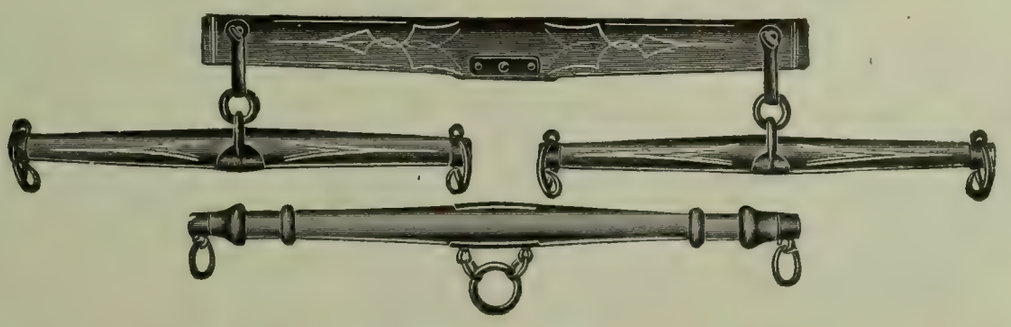
We Guarantee Against Defects and We Paint to Preserve

All Westwo Products are carefully inspected when made, and covered, for protection, with our special brand of paint, and a high-class varnish manufactured specially for our goods.



Westwoods Limited pay their workers highest wages to insure best workmanship, and only highest grade materials are supplied them, resulting in our guarantee to replace any defective goods being practically unnecessary.

If your jobber cannot supply you, write us direct



West-Woods Limited

WINNIPEG

Do YOU Know?

Our New Auto Accessory Catalogue is Ready.

Our stock is replete with the product of the best makers.

SPRINGS, WHEELS, TIRES, TIRE CHAINS, ENGINE AND RADIATOR REQUIREMENTS, CAR EQUIPMENT, GARAGE APPLIANCES, ETC.

OUR NEW ACCESSORY CATALOGUE IS NOW READY.

D. ACKLAND & SON, LTD.,
WINNIPEG, CAN.

MAIL ME COPY OF NO. 20 CATALOGUE ADVERTISED IN HARDWARE AND METAL

TEAR OFF COUPON AND MAIL IT FOR A COPY

CRESCENT PLOWSHARES



(Over 1000 Patterns)

Crescent Plowshares are the best for the Western farmer—designed to fit practically every plow in use in Western Canada. Every share is thoroughly tested before leaving factory, but should a share prove defective in fit or material, it will be replaced free of charge without trouble. Soft center shares are not guaranteed against breakage.

FOR WESTERN REQUIREMENTS

FINISHED AND PAINTED EVENERS, EVENER SET AND HITCHES.

Westwo REG.

BOSS HARROWS, WAGON BOXES, SLEIGHS, CUTTER GEARS.

The Guaranteed Line

ALL "WESTWO" GOODS SOLD UNDER MAKERS GUARANTEE.

HORSE SHOES	NAILS	STEEL, BAR
CALKS	PADS AND SHOERS	IRON, SUPPLIES

SEND COUPON FOR CATALOGUE NOW.

D. ACKLAND & SON, LIMITED

WINNIPEG CALGARY

Let us Put Your Name on our Mailing List --Now



August, 1919

WINNIPEG WAREHOUSE STOCK MATERIAL

ON HAND READY FOR

IMMEDIATE SHIPMENT

If it's Steel or Iron WE HAVE IT!

THE **MANITOBA STEEL AND IRON COMPANY** LIMITED

WINNIPEG - CANADA

Phone Garry 2033

Immediate Shipments Made from Stock of

BOILER TUBES

IRON and Mild Steel Bars

In *Flats, Rounds, Squares or Twisted, —All Sizes*

Band Iron, Bolts, Nuts, Rivets, Cap & Set Screws, Beams, Angles, Tees, Channels, Plates, Shafting

RAILS
—New and Relaying

GAUGE SHEETS
—Black and Galvanized

Tool Steel, Pulleys, Sprocket Chain, Wire Rope, Coal Screen Bar, etc.

The only complete wholesale Steel and Iron Stock in Canada—West of Toronto. Everything listed from plain metals to finished materials for railways, shipbuilding companies, mining companies, public works, etc.

The Manitoba Steel & Iron Co. Limited

WINNIPEG, MANITOBA

We can ship immediately. Send in your order for Iron, Steel and Metal, Merchants', Railway and Marine Supplies.

MARQUETTE TIRE TOOL

Patent Applied for U.S.A. and Canada

GOING ON

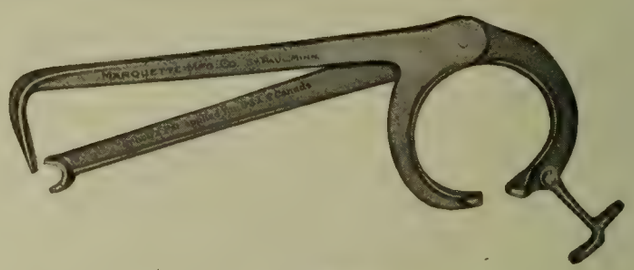


Only Real Tire Tool on the Market

A Ready Seller Everywhere

THE EASY OFF-AND-ON TOOL

Clincher Tires Made Quicker to Change Than Demountable Rims



MARQUETTE LUGGAGE CARRIER

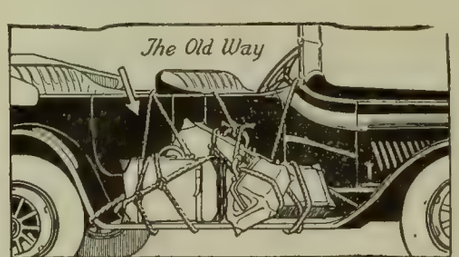
The Genuine All Steel Carrier

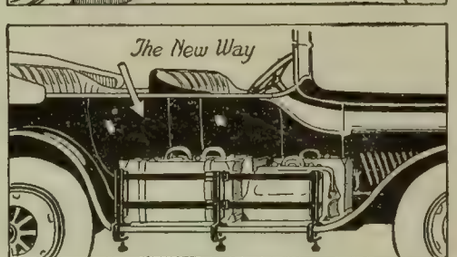
Fits All Cars

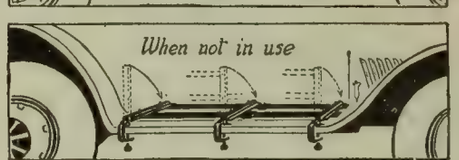
Can be adjusted to any length running board. Folds down neatly to running board when not in use. Attached in a moment—no wrench or tool needed.

COMING OFF









Patented U.S.A. and Canada

Increase your sales with these profitable lines.

Marquette Mfg. Co., Inc.

ST. PAUL, MINN.

SOLE MANUFACTURERS

DEALERS Beware of Imitations

CANADIAN SALES DEPARTMENT:

Cochrane, Stephenson & Co., Limited, 602 Avenue Block, 365 Portage Ave., Winnipeg, Man., Canada.



'NEW STORES FOR OLD' AND

Double the Business

The Duluth Furnished store is different; it's the most cheerful place in town; cheerful because the owner knows he's "increasing sales and cutting costs"; customers are proud of the Duluth Furnished store.

When you put in Duluth Furniture, you save the time of your clerks, making fewer necessary; you simplify sales-work making cheaper, or less experienced, help available; your storage space is increased with no increase of rent; and your "turn-over" is increased with no additional capital.

Which would *you* rather do? Buy in a store where they have to take down, unwrap, and show you half their stock before you can make a selection, or walk in a Duluth Furnished store and select immediately the article wanted from a well displayed stock?

A few visits to the first kind of store would drive you to the mail order catalogue where you could at least find a *picture* of what you wanted, wouldn't it?

Write for "Cutting Costs and Increasing Sales."

Makers of "Duluth" Sectional Hardware Store Furniture

Duluth Show Case Company, Duluth, Minnesota, U. S. A.

50c - $1.00 - $1.50



The Guaranteed Tire Patch!

WOOD'S Everloc Tire Patch permanently repairs punctures or blowouts to 17 inches in length. No heat, no tools, no experience required. The original, 3-ply, khaki-backed Tire Patch. Guaranteed self-vulcanizing. Will not leak or creep. Takes only 3 minutes to apply. Three convenient sizes:- 50c, $1.00, $1.50.

DEALERS:- Write us or your jobber for proposition.

Wood's Everloc Tire Patch is patented in the U.S.A.

W. C. WOOD COMPANY

DEPT. E

74 WESTERN AVENUE, MINNEAPOLIS, MINNESOTA

CANADIAN BRANCH: 204 PRINCESS ST., WINNIPEG, MAN.

Special Garage Size: 20" x 28"

Patented in U.S.A.

WOOD'S EVERLOC TIRE PATCH

HOT SELLERS FOR FALL TRADE

INVESTIGATE THESE PROFITABLE LINES

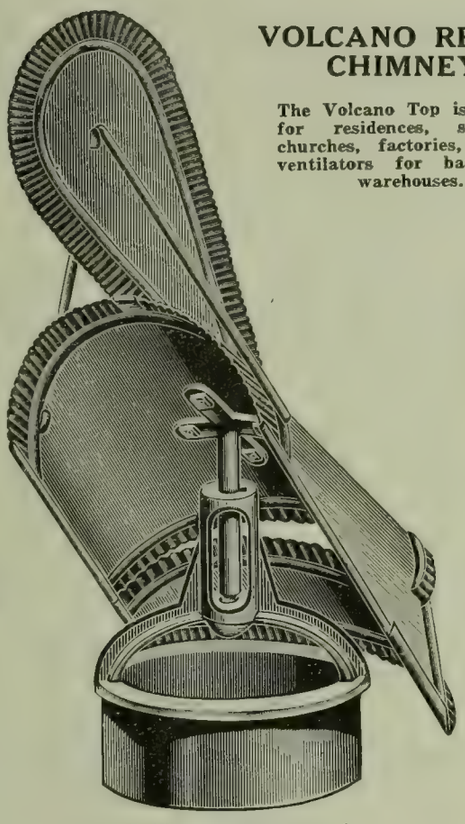
O-RIB-O MONARCH

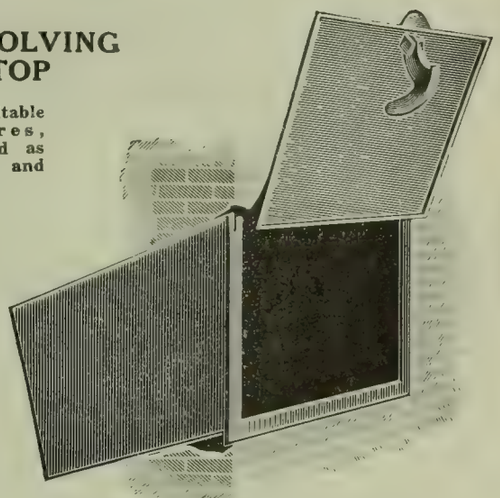


Height of body gives greater radiating surface than others.

VOLCANO REVOLVING CHIMNEY TOP

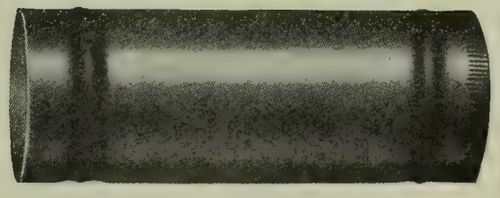
The Volcano Top is suitable for residences, stores, churches, factories, and as ventilators for barns and warehouses.





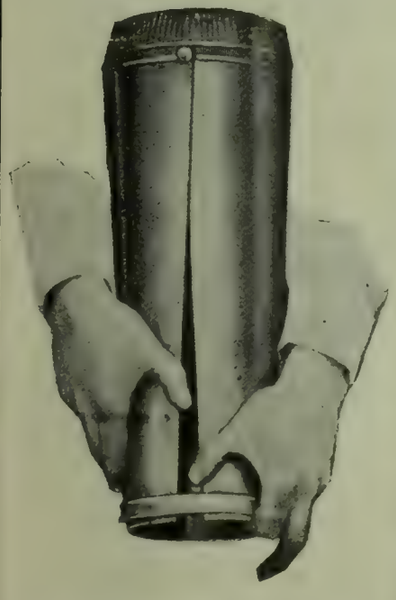
GIBBONEY SELF-LOCKING COAL AND WOOD CHUTES

This illustrates our Square Chute open for receiving coal, wood, or vegetables, and is fitted with our Self-locking device.

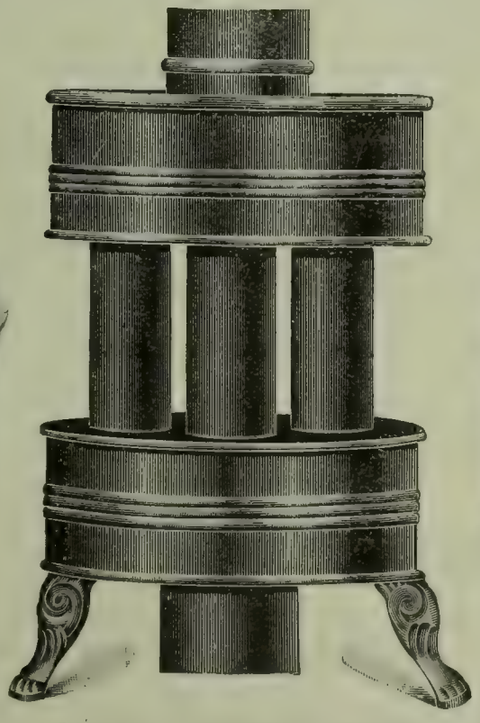


O-RIB-O STOVE PIPE ELECTRIC RIVETTED

ADJUSTABLE TAPER STOVE PIPE

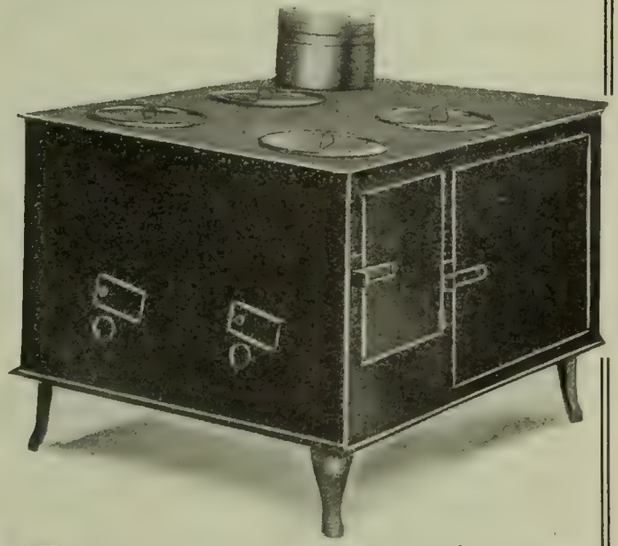


Can be adjusted to fit any stove collar. Will make a tight joint and will hold fast to the collar. Pipe is always smoke tight in all positions of adjustment. This pipe removes the necessity of merchants carrying in stock a large assortment of taper pipes.



O-RIB-O STOREY DRUM, 6 OR 7-IN. COLLAR

SHEET IRON 4-HOLE CAMP COOK

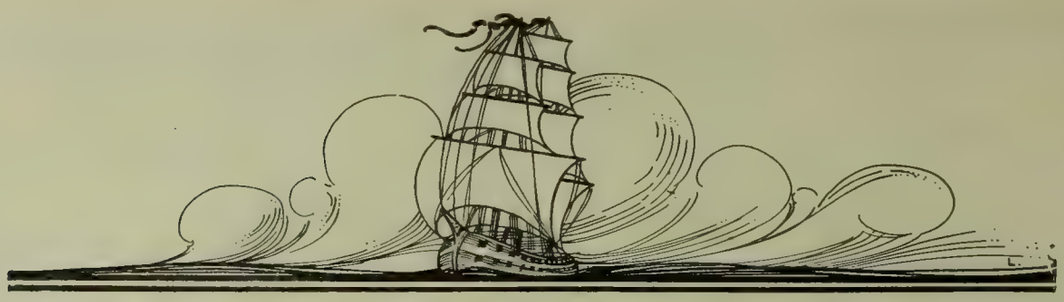


This Stove has all the features of a first-class Cook Stove, having large fire box, return fire travel around Oven. Flue Damper, Cast Feet, well reinforced top, 6" pipe collar, made of good material. Just what is required for Shooting, Fishing and Camping parties.

If Your Jobber Cannot Supply You Write Us Direct.

Complete Catalogue on Request.

ORIBO MANUFACTURING CO., LTD., WINNIPEG



David Philip

Manufacturers' Agent

Metal Broker

Hardware

Plumbing, Steamfitting

Railway and Mining Supplies

Automobile Accessories

BRITISH and AMERICAN MANUFACTURERS:-

Should realize the advantage of having representation in Canada. They should not overlook the Canadian market where a great variety of commodities is needed and the market is favorably open and worthy of individual effort.

SELLING ONLY THROUGH THE HARDWARE JOBBER

Correspondence Solicited

Winnipeg, Man. **Calgary, Alta.**

Quality Canadian Stoneware

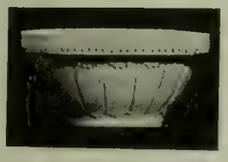
Made in Medicine Hat, Alberta



Bean Pots



Milk Pans



Mixing Bowls



Butter Crocks
With or without covers

Made in the most modern and up-to-date plant of its size on the continent. Made by Canadian workmen from Canadian clay. Made to meet the housewife's requirements for clean, sanitary stoneware.

Crocks are splendid pantry containers for bread, flour, sugar, meat, etc. Your customers require them now to pack eggs for winter use.

All Medalta Stoneware guaranteed to be acid-proof.

Write for illustrated price list.



Air-tested Jugs



Hanging Baskets

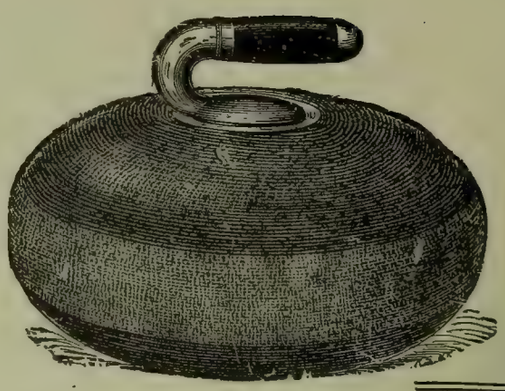


Meat Tubs

MEDALTA STONEWARE LIMITED

Medicine Hat, Alberta

Do Business With The Leading Sporting Goods Firm In Western Canada!



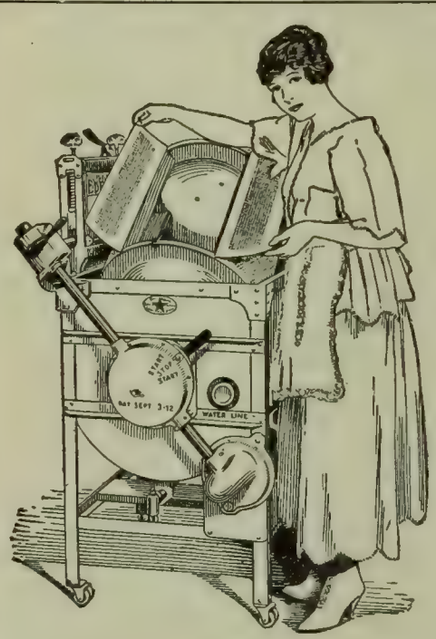
We specialize in Sporting Goods of all Descriptions

Hunting outfits, skates, skating boots, ammunition, trappers' supplies, rifles, snowshoes, toboggans, skis, curling stones, hockey sticks, hockey outfits, etc. We are able to give you a range and selection larger than any other firm in the West. We issue a catalogue which you can show to your customer, as it contains retail prices. Send for this catalogue. We also repair guns, rifles, revolvers, etc.

TRADE MARK HSA REGISTERED

THE HINGSTON SMITH ARMS CO. Limited

HEAD OFFICE & STORE
MAIN ST OPP CITY HALL
WINNIPEG.
BRANCH STORES
PORTAGE AVE OPP POST OFFICE
WINNIPEG.
101 ST STREET
EDMONTON
ALTA



THE BIG MARKET
—*IS AT HAND*—

In the big demand for Labor Saving appliances that has been developed by the education of the housewife to a realization of the fact that she need not be a household drudge —

THE EDEN DOMINATES ITS MARKET

Because its construction is time tested.
Because it has twenty-five inimitable and exclusive features.
Because it is nationally advertised.
Because it is sold on a Golden Rule Policy.

Because it does what it is built to do—it washes clothes and washes them to snow whites, quickly, easily and economically.

THEREFORE:—YOU SHOULD SELL THE EDEN and reap the harvest of prosperity that is in sight.

GREAT WEST ELECTRIC COMPANY, LTD.

CANADIAN DISTRIBUTORS

WINNIPEG **MANITOBA**

Distributors of LACO TUNGSTEN and NITRO LAMPS

Get the Moose Jaw Habit

Many merchants have realized what we can do in the way of quick shipments, and what it means to them in the way of small stocks, but big turnovers. They have experienced no loss of sales, and have, by trading with Moose Jaw, been able to keep business that might otherwise have gone to the mail order houses if the lines had not been available so quickly.

We have everything on hand required

FOR THE FALL TRADE

You will have calls for all kinds of goods during the threshing season, and we have a full stock of goods of lines in demand at that time. Thus it will pay you to get the Moose Jaw habit and save sales that would otherwise be lost if your stocks were not complete.

These are days of high prices. You can keep your stocks low and yet be able to do a large business.

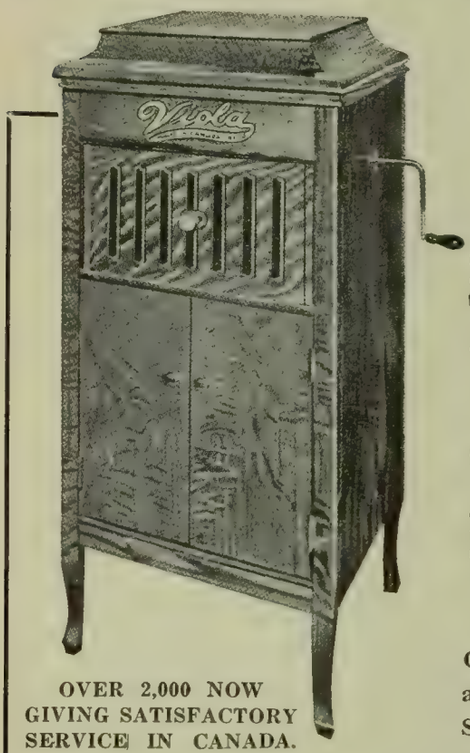
MORRISON-BLACKWOOD HARDWARE, Ltd.

MOOSE JAW, SASK.

Geo. J. Morrison **L. A. Blackwood**

DEALERS! Here's Two Big Sellers For Fall

Prepare For Big Fall And Winter Trade



OVER 2,000 NOW GIVING SATISFACTORY SERVICE IN CANADA.

SEND COUPON NOW FOR AGENCY ON THESE PROFITABLE LINES

"THE VIOLA"

LOWEST PRICE HIGH CLASS PHONOGRAPH ON THE MARKET

Cabinets of handsome and stately design, solidly made and beautifully finished. Equipped with heavy, durable, double spring, high-class motor. Full rich tone. Universal tone arm plays any Disc Record.

Quality and price make a strong appeal to every customer.

CABINET SEWING MACHINE

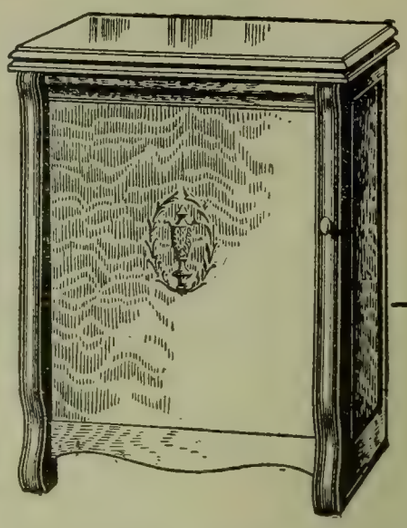
The "Dominion" Automatic Cabinet, Colonial Design. As light and quiet as any drop head machine. Vibrator or Rotary heads.

This cabinet sewing machine is what your women customers have been looking for. Resembles a beautiful music cabinet.

Guaranteed for twenty-five years.

"Western Made For Western Trade"

Our Agents Find These Are Highly Profitable Lines-- You Can Do The Same--- Season Now Opening. Act Quickly.



—MAIL THIS COUPON NOW—

DOMINION SEWING MACHINE & PHONOGRAPH COMPANY,
300 Notre Dame Ave., Winnipeg.

Dear Sir:—

Please send me details of your exclusive agency offer.

Name .....

Address .....

The Dominion Sewing Machine & Phonograph Co.
300 Notre Dame Ave., Winnipeg, Man.

THE
Saskatchewan Glass & Supply Co., Ltd.
MOOSE JAW, SASK.

GLASS

MR. HARDWARE DEALER:—

We expect you BUY on a PRICE and SERVICE basis, goods being equal. If you do, you MUST purchase from us. We can sell you CHEAPER and deliver QUICKER than any house east of us.

PLATE AND WINDOW GLASS
WINDSHIELD GLASS
MIRRORS AND FANCY GLASS

and all kinds of Glass for a building.

TRY US AND BE CONVINCED

SERVICE

Hardware and accessory dealers will be glad to know that
Motor Products Service is
The most complete
Because
"MOTOR PRODUCTS LIMITED"
Are the only exclusively Wholesale Accessory House in Manitoba
We stock and give service on
Willard Batteries
Any accessory or part.
Are Official Atwater Kent Service Station.
Distributors of Royal Oak Tires.
For universal service try us.

Motor Products
Limited
EVERYTHING FOR MOTORISTS

WINNIPEG, MAN.

Dealers!

A little pep! A little push! A little poison and your customers will be free from the gopher menace. Order "My Own Gopher Poison" **now.**

BOOK YOUR ORDER NOW!

ASHDOWN HARDWARE CO., LIMITED
CALGARY WINNIPEG EDMONTON



THE varnish that gives floors a hardwood finish—brings out the natural grain perfectly.

Specially made for the hard usage to which floors are subjected.

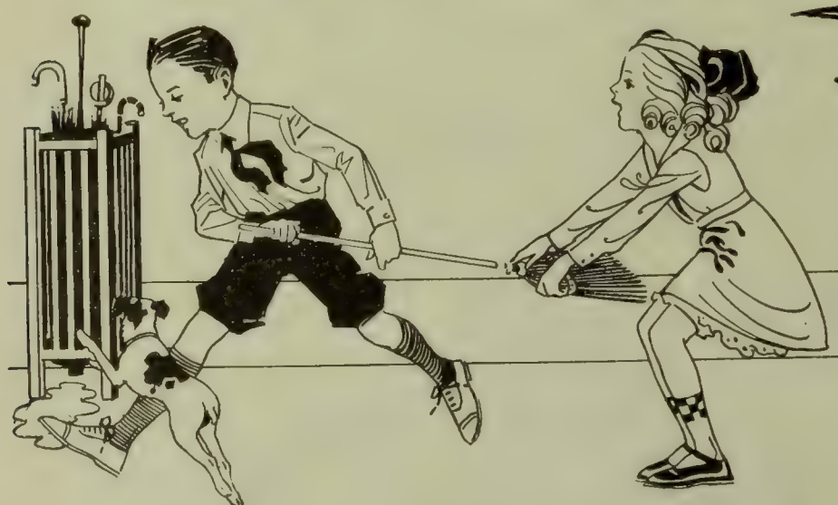
—impervious to water—even boiling water won't hurt it;
—elastic—don't show tell tale heel marks;
—durable—don't show white marks when scratched.

The Floor Varnish that Satisfies the Customer.



BRITISH AMERICA PAINT CO., LTD.

VICTORIA VANCOUVER CALGARY EDMONTON REGINA



MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use).

Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

North Star Oil & Refining Company LIMITED

Successors to

Continental Oil Company LIMITED

WILLIAM PENN MOTOR OIL

William Penn MOTOR OIL

made of Pennsylvania stocks—

Extra Heavy, Heavy,

Medium, Light,

Cold Test. 3

Winnipeg	Regina	Calgary
St. Boniface	Saskatoon	Lethbridge
Brandon	Swift Current	Camrose
	Prince Albert	

ECONOMY TROLLEY ROLLER-BEARING DOOR HANGERS

An Economy Hanger for Every Door



Economy Hangers have full Cold Rolled Steel Roller Bearings on Cold Rolled Steel Shafts.

All parts are made of Heavy Steel Accurately Machined and are Practically Indestructible.

Economy Hangers run on Economy Heavy Steel Tubular Track.

For Warehouses, Barns Implement Sheds and Garages.

Economy Hangers, Track and Fixtures are sold by all leading Western Dealers.

Write for Catalogue and Price List of

"The Economy Line"

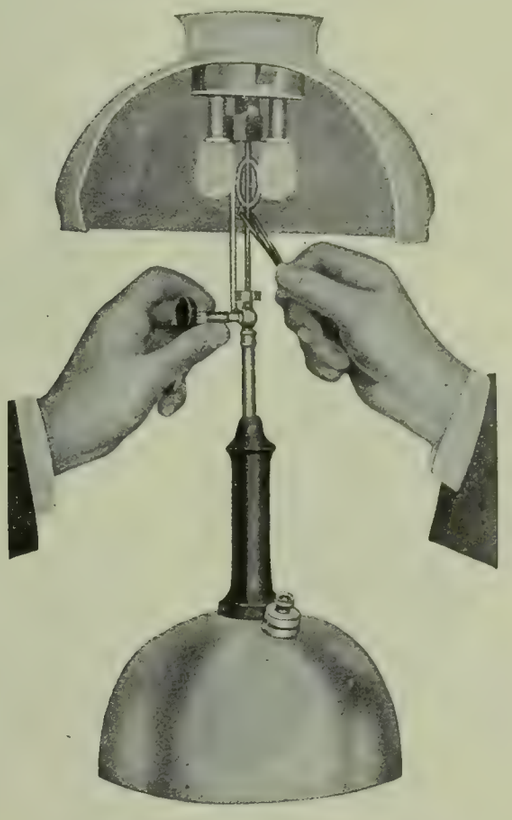
ECONOMY FOUNDRY CO., LTD.

PORTAGE LA PRAIRIE, MAN.

The "Match-O-Lite" Lamp

(Trade Mark)

Makes its own gas from gasoline or best quality of coal oil. Can be kept in order with little attention and gives a beautiful light.



Note cut showing how to light by holding two matches under generating ring.

A spirit lighting generator of larger size tube is also supplied with this lamp, ensuring a good light in case gasoline or coal oil is not of best quality.

Price $8.75

MADE BY

The Powerlight Company

Limited

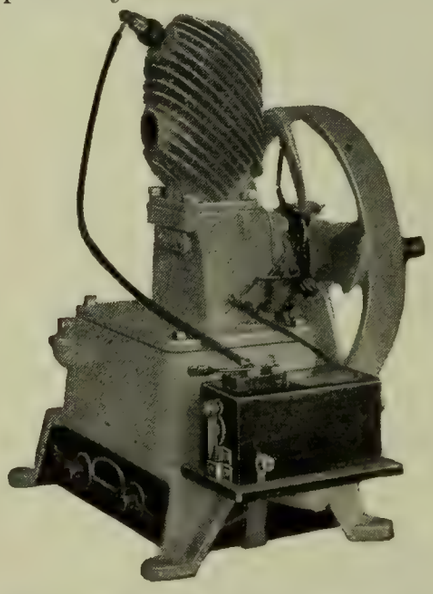
52 GERTIE STREET - WINNIPEG

The MAYTAG

One-Horse Gasoline Engine

This is not only the lightest and simplest Gasoline Engine on the market, but at the same time the most powerful.

A Sample Engine on exhibitions in your store will prove that it is a ready seller, as it fills a long-felt want. The profit will please you.

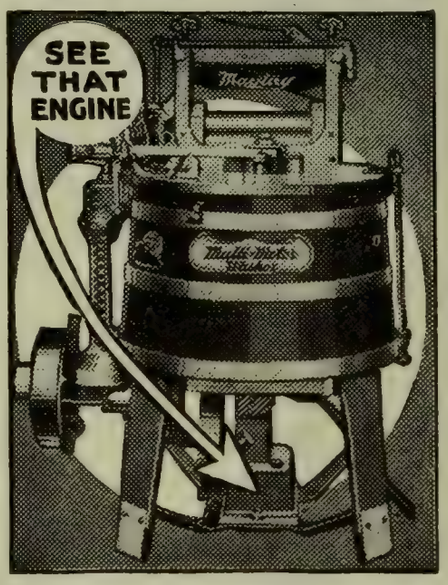


We furnish the engine, which is an air-cooled, two-cycle, a set of sealed batteries, a coil, one gallon of Maytag special lubricating oil, everything, ready to go.

WARRANTED IN EVERY PARTICULAR

For pumping, running, fanning mill, separators and other light work, it has no equal. No trouble to pick it up and carry it from place to place.

Maytag Multi-Motor Washer with Swinging Reversible Wringer



What the Maytag Multi-Motor Washer Will Do

It operates the washer and wringer. It will operate the sewing machine, churn, cream separator, or any other small machine that does not require more than ½ h.-p. WASH-DAY, and that is WORK-DAY, changed into PLAY-DAY. Good-bye backache, headache, nerve wreck! No woman need bend over the wash tub, as her grandmother did, nor turn the old-style washer, as her mother did, if she has a MAYTAG MULTI-MOTOR.

There is a Maytag for every need — Electric, Power-driven Multi-Motor and Hand. Thousands have been sold in Canada, and the demand is increasing.

Dealers are protected with our exclusive contract. Write for particulars.

A MAYTAG Contract will make you money

We are Headquarters for

EVERYTHING IN THE WAY OF THRESHERS' SUPPLIES

The Maytag Company Ltd.

:-: WINNIPEG :-:



Manufacturers' Agents

For Foreign and Domestic Markets

Head Office: Standard Bank Bldg.
Vancouver - British Columbia



The Want Ad Page

Will put you in touch with the best retail hardware salesmen in Canada. If you need a good man, advertise in HARDWARE AND METAL. Cost 2c word first insertion; 1 cent a word for subsequent insertions.

THE ENGINEERS' SUPPLY CO. ESCO WINNIPEG. MAN. CANADA

"Esco" Products Win Sales

For maximum sales with liberal profits sell "ESCO" Engineers' Supplies. They are all High-Grade products. Guaranteed to give extra service and value for the money.

Engine Packing
Belting
Belt Dressing
Belt Fasteners
Gaskets
Hose
Lace Leather, cut and in sides
Asbestos Products
Friction Board
Gauge Glasses and Washers
Flue Cleaners
Graphite
Sarco Steam Traps
Hytempite Furnace Cement
Pump Valves and Leathers
Power House and General Factory Supplies and Steam Specialties

Perolin, the Boiler Treatment, guaranteed to remove and prevent scale.

Importers, Jobbers and Manufacturers' Agents

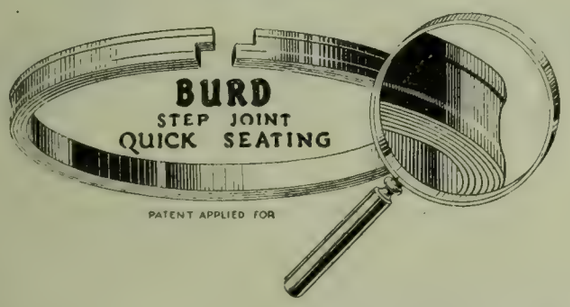
THE ENGINEERS' SUPPLY CO.

173 McDermot Ave. E. **Winnipeg, Man.**

BURD HIGH COMPRESSION PISTON RINGS PAT APR 7 14

Largest and most complete stock of Piston Rings in Western Canada

Standard equipment on Curtis Aeroplanes, many leading automobiles and Trucks.

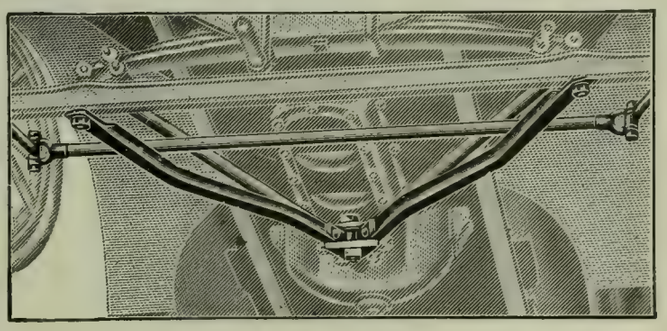


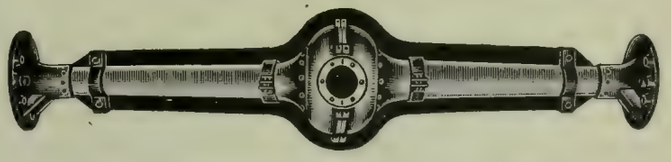
Especially adaptable for scarred and worn cylinders

For sale by all jobbers, dealers, hardware stores and garages.

Burd Ring Sales Co. of Canada
322 McIntyre Block, Winnipeg Phone M211

Distributors for Manitoba, Saskatchewan, Alberta and British Columbia





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

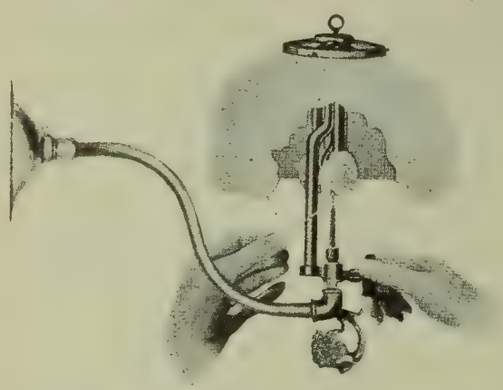
These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw **Saskatchewan**

WANTED AGENTS WHO ARE INTERESTED IN THEIR FARMER CUSTOMERS



Farmers in large numbers are purchasing gasoline and electric lighting systems. We have the latest improved gasoline lighting devices for farm homes. These are convenient, satisfactory, dependable as city gas. We carry in stock latest types of match light fixtures which, if properly introduced, will appeal to every farmer as well as to small town residents.

Are you in a position to solicit and introduce this line? If so, write us. We promise you big profits and thorough co-operation. Write to-day.

Systems of all kinds for Churches, Schools, Halls, Stores, Billiard Rooms and Private Residences, both direct and indirect lighting fixtures.

Repair department at your service in connection with the goods we sell. **Send in your fall order for mantles.**

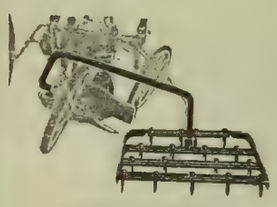
THE WESTERN LIGHTING AGENCIES, LIMITED

Phone 2231 SASKATOON, SASK. 109 23rd Street East

CHRISTIANSEN IMPLEMENTS, Ltd.

WINNIPEG

Write for catalog and price list.



PLOW HARROW

Eleven years service makes us leaders in our lines — Plow Attached Packers and Harrows.



15 ft. Packer showing surface and subsoil wheels, also supplied with mulcher type wheels, 11 ft.—21 ft. sizes stocked.



MULCHER

We make the best large Packers sold. 2, 3 and 4 furrow plows fitted.

McCordick's Lace Leather

Standard of the West

Best Quality Leather Justifies Present Prices. Use Only Best Quality Lace Leather--Cheapest in the Long Run

Specify McCORDICK'S

"A Good Goncern to do Business With"



GOOD GOODS WIN

PLEWES LIMITED
WINNIPEG

THE GREAT WESTERN SMELTING & REFINING CO.

Manufacture and stock a complete line of metals

Babbitt Metals

Guaranteed Solders

Also Pig Lead, Banca Tin, etc.

P.O. BOX 1060 VANCOUVER, B.C.

HARDWARE AND METAL'S electro catalog shows upwards of 400 hardware electros. These are supplied, mounted on wood blocks, at 25c each. Write for free booklet showing assortment.

HARDWARE AND METAL
Electro Service Dept.
143 University Ave. Toronto, Can.

DUTCH BRAND PRODUCTS



2 in 1 Cut Filler

ONE OF OUR BIGGEST SELLERS

Motorists use Dutch Brand 2 in 1 Cut Filler for filling small cuts, bruises and gashes in casings. This heavy, liquid rubber prevents formation of sand and water pockets.

Easily applied; dries quickly.

One dozen tubes in attractive cartons—a real "Sales Help."

Through your jobber, or write us.

Fine Shelf Goods For Hardware Merchants

Our lines cover many needs of automobiles, bicycles, trucks, tractors and airplanes. Some of these money makers are Auto and Cycle Patching Cement, Vulcanizing Cement, Radiator-Seal Compound, Valve Grinding Compound, Gasket Shellac—Tire Talc, Tire Fluid, Friction Tape, etc.

"Keeping Down the Upkeep" Keeps Sales Up

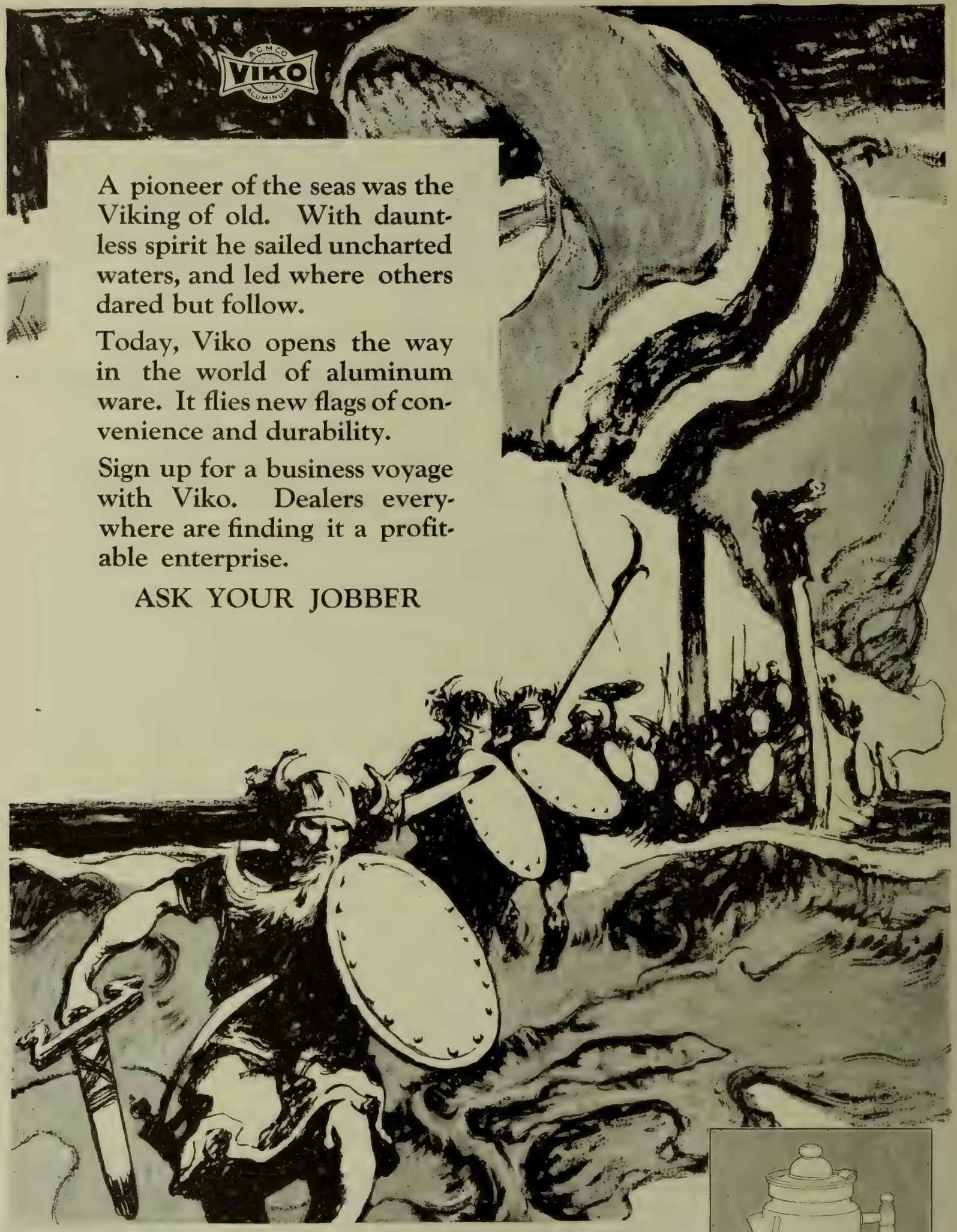
We want you to have this little book telling about our products. If you are not already selling Dutch Brand products we'd like you to know about them.
Situated at Chicago we are able to serve Canada promptly to the East or West.
We have splendid equipment for turning out goods; modern buildings, methods and appliances; we maintain a high standard; we advertise extensively, and take care of the trade.



VAN CLEEF BROS.

Manufacturers Dutch Brand Rubber Cements and Auto Chemical Specialties

Woodlawn Ave., Chicago
77 to 78 Sts.





Percolating Coffee Pot—One of the many Viko products

VIKO

The Popular ALUMINUM

THE BRIDGEPORT LINE

Some of the Rapid Selling Specialties

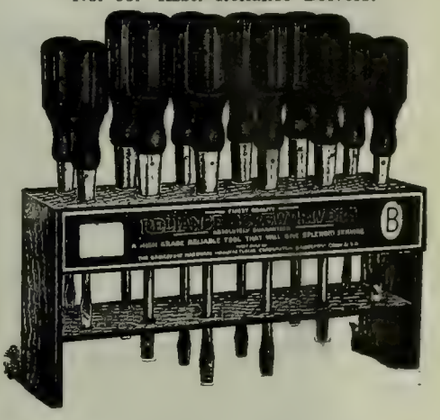
No. 44. Assortment Trusty Drivers.



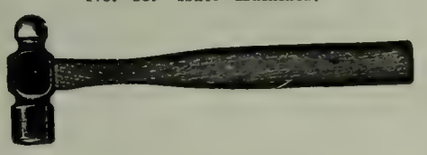
No. 42. Asst. Little Wonder.



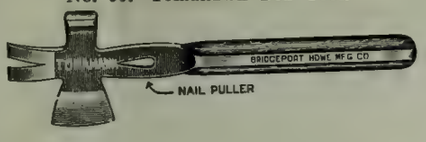
No. 35. Asst. Reliance Drivers.



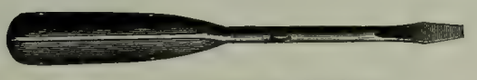
No. 18. Auto Hammer.



No. 99. Tomahawk Box Tool.



No. 4. Trusty Knife Handle Driver.



Rex Tire Tool.



No. 30. Matchless Hacksaw.



No. 118. Combination Pliers.



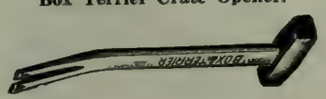
No. 90. Matchless Opener.



Matchless Tire Tool.

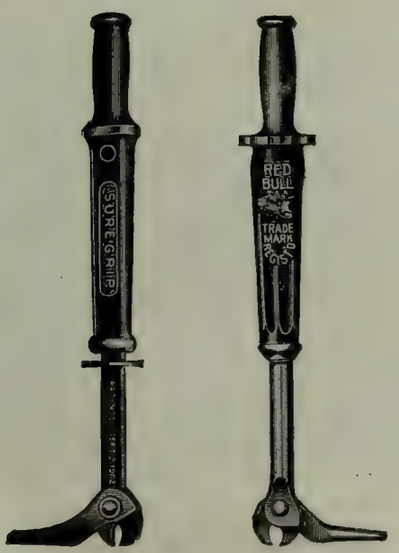


Box Terrier Crate Opener.



Utility Tool Handles.





Pribar Screw Driver.



So Handy Pocket Kit.



No. 10. Box Chisel.



Hercules Screw Driver.



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We have a Chamois for EVERY purpose, and while we do not guarantee complete and immediate delivery OF ALL SIZES, this owing to present heavy demands and shortage of raw material, we are nevertheless supplying many sizes on receipt of order.

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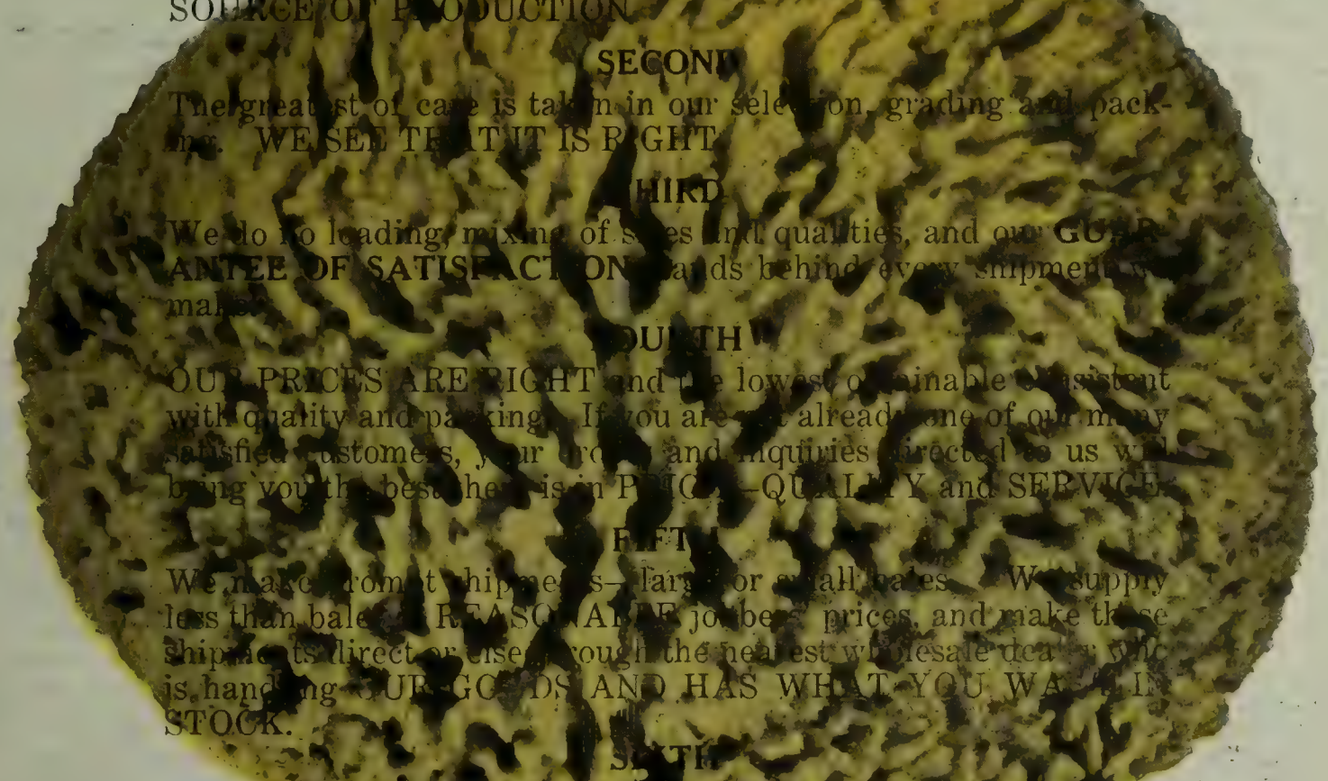
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SECOND

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THIRD

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FOURTH

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SIXTH

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EVANS & CO., LIMITED

(Importers and Exporters)

CORISTINE BUILDING, MONTREAL

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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Norman MacDonald & Co., Toronto, Ont.
Plewes, Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Implements
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Agricultural Products
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Aluminum
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Canada Metal Co., Toronto.
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A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammonia
The Engineers' Supply Co., Winnipeg, Man.
Stuart & Foster, Toronto.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Leeks and Potts, Limited, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

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Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Crown Cycle & Motor Co., Montreal.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
Motor Products, Ltd., Winnipeg, Man.
Robertson & Murphy, Ltd., Montreal, Que.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance Ltd., Hamilton, Ont.

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The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
The Bunyan Mfg. Co., Cleveland, Ohio.
The Burrowes Mfg. Co., Toronto.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chapman Ball Bearing Co., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durkee-Atwood Co., Toronto, Ont.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The J. H. Hanson Co., Ltd., Montreal, Que.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Will. R. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Perfection Sanitary Brush Co., Toronto.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irvington, N.J.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Automatic Screw Machine Products
Caron Bros., Montreal, Que.

Automobile Hoods (Ford)
The Burrowes Mfg. Co., Toronto.

Automobile Parts
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Automobile Signals
The Bunyan Mfg. Co., Cleveland, Ohio.

Automobile Specialties
Evans & Co., Ltd., Montreal, Que.

Awnings
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

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Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Ont.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Boats
Peterboro Canoe Co., Ltd., Peterboro, Ont.

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Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg.
The Steel Co. of Canada, Ltd., Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Smith & Hemenway Co., Irvington, N.J.



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THE BUYERS' GUIDE

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Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Brushes, Shaving, Manufacturers
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Co., Limited, Toronto.
Firelight Supplies, Manchester, Eng.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
R. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Room, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Centre Keys or Drifts
Whitman & Barnes Mfg. Co., St. Catharines.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Choppers, Ice
L. & J. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
R. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Climbers
Smith & Hemenway Co., Inc., Irvington, N.J.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
Containers Limited, 350 Sorauren Ave., Toronto.
A. R. Whittall Can Co., Ltd., Montreal, Que.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Coopers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counter-sinks
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Couplers, Belt
Strong Machinery & Supply Co., New York, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Creepers, Ice
Churchill Mfg. Co., Inc., Lowell, Mass.

Creasers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Crowbars
R. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.

Barrett Fast Selling Specialties for Farm and Home Trade

ON this page you will find brief descriptions of several popular Barrett Specialties. They are all fast sellers. If you don't carry all four of them you are overlooking good sales opportunities.

The name "Barrett" is recognized everywhere as standing for quality, and when you sell a customer these Specialties you can do so with the knowledge that they will give satisfaction.

We mention below some of the main selling points of each. Read them over. Perhaps you can sell *more* by suggesting the different uses to your customers.

Barrett ELASTIGUM

For Repairing Leaks Everywhere



BARRETT Elastigum is an elastic, waterproof cement that spreads freely and adheres tenaciously to wood, metal, stone, brick or concrete. It can be used on wet or dry work and is always ready, without heating or mixing. It dries slowly, and makes a permanent, elastic joint that will not crack or pull away but always remains tight, in the hottest or coldest weather.

Used as a damp-course under sills or wall plates, it prevents seepage and protects the woodwork. As a water-tight cement for cellars, party walls, cisterns and structures of brick, stone or concrete it has no equal. Used also in place of putty for glazing, stopping cracks, stuffing cornices, building up "plastic" slate roofs, and as a stopping or cement for flashings, which it renders permanently waterproof as no other cement can do.

Put up in airtight cans of 5 lbs.; also in drums and barrels.

CREONOID

LICE DESTROYER AND COW SPRAY

BARRETT Creonoid protects live stock. It is an up-to-date, antiseptic, preparation made from coal-tar, the source of many of the wonderful modern remedies.

Effective for spraying cattle, horses, hogs and disinfecting chicken houses and stables against lice, vermin, flies, etc.

Remind your customers that Creonoid is cheap enough to use freely. Tell them to spray their larger animals often, and to paint or spray all perches, stalls, floors, walls, etc., in hen roosts, barns, pig pens and stables. They will soon see the difference in egg and milk production and in the health of their animals.

Put up in airtight cans of 1, 5 and 10 gallons, and in barrels and half barrels.

Everjet Elastic Paint

Protects Exposed Surfaces

BARRETT Everjet is a tough, elastic, glossy-black, carbon paint of wonderful durability; a paint that will add years of service to exposed surfaces—metal, wood, brick, concrete, ready-roofing, etc. It is proof against all weather influences and acids, gases, steam vapors, etc.

For lengthening the life of steel or iron work, farm machinery and implements, metal roofings, in short, for any metal surface whatsoever—Everjet is unequalled. It will not blister or crack off, but forms a perfect elastic coating which expands and contracts with the metal under any variation of temperature.

Put up in airtight cans of 1 gallon (12 cans to a case) and 5 and 10 gallons. Also in barrels of 40 gallons and in half barrels.

Barrett Nox-Aer-Leek

Cuts Coal Bills

BARRETT Nox-Aer-Leek is a plastic cement of elastic bitumen fused with non-drying oils and asbestos fiber, for making exterior walls of boiler settings and kilns airtight and moisture-proof.

Actual tests have proved that it saves money on fuel bills and increases boiler efficiency by keeping out the excess air that, leaking in through crevices in brick and mortar, causes improper combustion and a consequent wasting of fuel, heat and power.

Some of the largest users of power in the country are using Nox-Aer-Leek and they are saving from 3 to 30% on their fuel bills. Your factory customers *need* this valuable product, with the cost of coal at its present high level, and the shortage that is predicted this winter.

Shipments are made in barrels of about 550 pounds and in half barrels of about 300 pounds.

The Barrett Company LIMITED

MONTREAL TORONTO

WINNIPEG VANCOUVER ST. JOHN, N. B. HALIFAX, N. S. SYDNEY, N. S.

THE BUYERS' GUIDE

Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Economy Foundry Co., Portage la Prairie.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Drain Pipe Cleaners
Herbert Terry & Sons, Redditch, Eng.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Drop Forgings
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Pemberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
The Barton Netting Co., Ltd., Windsor, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal. Que.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont
The Northern Electric Co., Ltd., Montreal, Que.

Electro Plate Ware
W. J. Anthony & Sons, Ltd., Birmingham, Eng.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers Ltd., Montreal, P.Q.
James Hutton & Co., Montreal, Que.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Common Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co Montreal.

Fanlight Openers
Jas Cartland & Sons, Ltd., Birmingham, Eng.

Farriers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Implements
The Christiansen Implement Co., Ltd., Winnipeg.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Chas. Lindsay, Ltd., Glasgow, Scotland.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Finnie & Murray, Ltd., Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.

Flatters
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

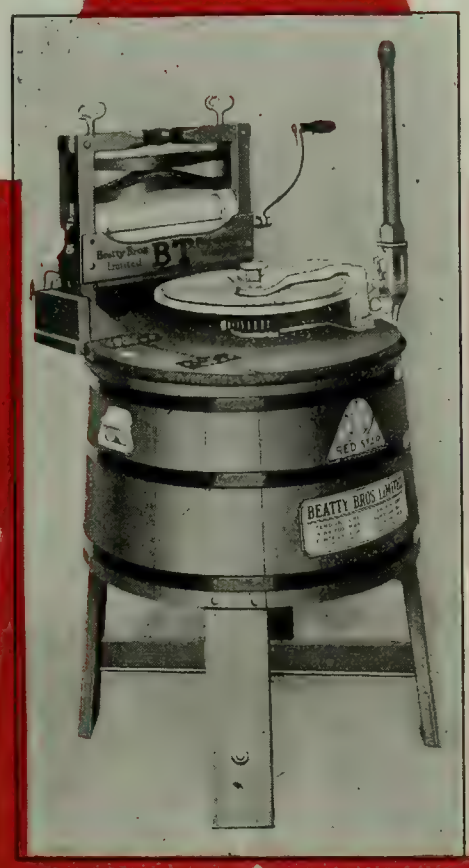
Ford Car Parts
Crown Cycle & Motor Co., Montreal.

The Washer That Sells Itself

Easy To Sell

If you put a "Red Star" on the floor on your store, you will be surprised to find how readily it will sell.

There is a great demand for washing machines, owing to the scarcity of help. The neat design and attractive finish of the Red Star attracts your customer, and once she tries the lever and finds how easily it operates it will not take her long to decide that she wants one.



Pleases Your Customers

The Red Star gives the best possible satisfaction in actual use. The solid, cast iron bed plate on which all the working parts depend is not affected by warping of the tub. The two sets of ball bearings and the spiral machine cut gears make the Red Star easy to operate and noiseless in action. Your customer will appreciate, too, being able to lift the dolly before she raises the lid. This enables her to free the dolly from the weight of the clothes.

No More "Blue Monday"

Only a slight push is needed to start the Red Star and it takes very little pressure to keep it running.

No more standing over a steaming tub! The hot, soapy water is sent swirling through the clothes, thoroughly cleaning them with very little work.

Easy To Store

The Red Star is shipped in a crate with all the working parts inside the tub. It is the work of only a minute or two to assemble it.

In the crate, it takes up very little space in your storeroom or warehouse and is thoroughly protected until it is needed.

Write to our nearest Branch for illustrated circular.

The
Red Star Washer
with Wringer

BEATTY BROS. LIMITED

Winnipeg, Man., Fergus, Ont. Montreal, Que.
Edmonton, Alta. London, Ont. St. John, N.B.
London, Eng. 16 Holborn Viaduct, E.C.1

THE BUYERS' GUIDE

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.

Forgings
McKinnon Industries, Ltd., St. Catharines, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Forgings, Drop
McKinnon Industries, Ltd., St. Catharines, Ont

Fullers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Fdry. & Machine Co., Ltd., Moncton, N.B

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
The Vlit Mfg. Co., Montreal, Que.

Fuses, Electric
The Hesseo Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Winnipeg Ceiling & Roofing Co., Winnipeg

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seeders and Hoes
The Bateman-Wilkinson Co., Ltd., Toronto.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garden Tools
The Bateman-Wilkinson Co., Ltd., Toronto.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Leeks & Potts, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co, Winnipeg.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue, Sheet and Ground
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass, Art
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg.
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Pois
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Governor, Speed and Line Shafts
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.
Norman MacDonald, Toronto, Ont.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guards, Wire
C. H. Johnson & Sons, Montreal, Que.

Gum
Firelight Supplies, Manchester, England.

Gum, Repair
Adamson Mfg. Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammers, Box Openers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Economy Foundry Co., Ltd., Portage la Prairie.
National Mfg. Co., Sterling, Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. of Canada, Galt.

Hardies
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
North American Hardware Co., Ltd., Montreal
Smith & Hemenway Co., Inc., Irvington, N.J.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Hatchets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.





On the Farm
No Horse Can be Spared

There are casualties on the farm. Who can afford a horse or man as casualty in farming work? The loss of a horse and the consequent loss of time and attention of a man pulls down efficiency. TAPATCO Horse Collar Pads increase efficiency, insure against horse casualties—no bruised, galled and chafed shoulders.

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TAPATCO Cotton Gloves on the farm, in the garden, barn or garage, prevent human casualties by the sore-hand route. In Band-top, Knit Wrist and Gauntlet; light, medium and heavy weight. Jersey Gloves and Mitts in Oxford, Tan and Slate. The leather-faced glove is a winner.

Your customers know these things about TAPATCO. Are you prepared to supply the demand? To harvest the profits? Order through your jobber.



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CHATHAM, ONTARIO

THE BUYERS' GUIDE

Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hockey Sticks
The Hillborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Hooks, Whiffletree
The International Malleable Iron Co., Ltd., Guelph, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Engineers' Supply Co., Winnipeg, Man.
R. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Empire Stove & Furnace Co., Ltd., Owen Sound.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.
The Royal Self-Heating Iron Co., Big Prairie, O.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Novelty Cutlery Co., Canton, Ohio.
Wiebusch & Hilger, Toronto.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg Man
Spielmann Agencies, Ltd., Montreal.

Lamps, Acetylene
The Brilliant Searchlight Mfg. Co., Chicago, Ill.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg Man
National Stamping & Electric Works, Chicago, Ill
Spielmann Agencies, Montreal
Western Lighting Agencies, Ltd., Saskatoon, Ssak.
Van Cleef Bros., Chicago, Ill.

Lamps, Portable, Electric
McDonald & Wilson, Ltd., Toronto.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co. Toronto.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
North American Hardware Co., Ltd., Montreal.
The Powerlight Co., Ltd., Winnipeg, Man.
Western Lighting Agencies, Ltd., Saskatoon, Sask.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

Lath
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brock
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather
Plewes Ltd., Winnipeg, Man.
The Engineers' Supply Co., Winnipeg, Man.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.
White & Colquhoun, Glasgow, Scotland.

Lock Washers
Smith & Hemenway Co., Inc., Irvington, N.J.

Lock Springs
Herbert Terry & Sons, Redditch, Eng.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs, Malleable Iron Bands
The International Malleable Iron Co., Ltd., Guelph, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co. Ltd., St. Catharines, Ont.

Machinists
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Mandrils
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
The Engineers' Supply Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
Gaetz & Co., Halifax, N.S.
F. W. Lamplough & Co., Montreal.
Marriott & Lynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Manties
The Barton Netting Co., Ltd., Windsor, Ont.

Manties, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mats, Flexible
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

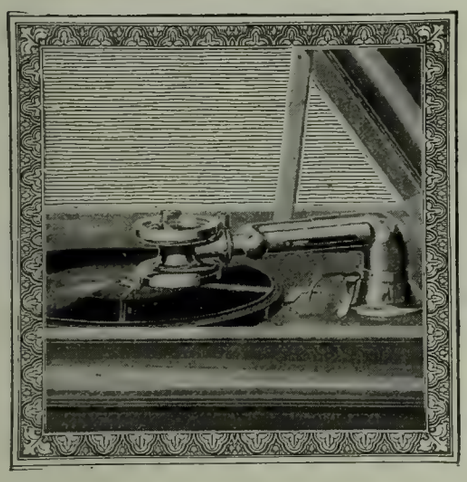
Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton Eng.

Metal Stamping
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

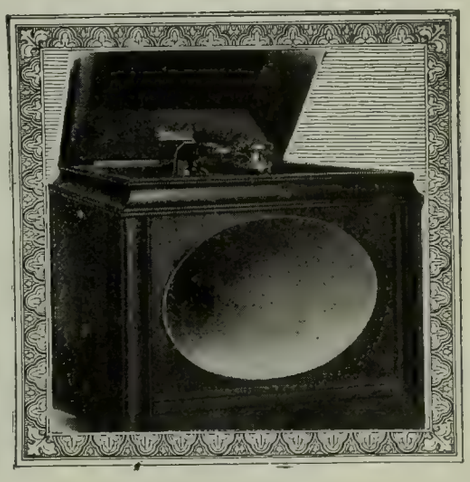
The Brunswick
ALL PHONOGRAPHS IN ONE

The ONLY Phonograph DESIGNED To Play ALL Records CORRECTLY

When you start to sell a Brunswick you can prove by your customer's own sense of hearing that this instrument plays every make of record exactly as it should be played.

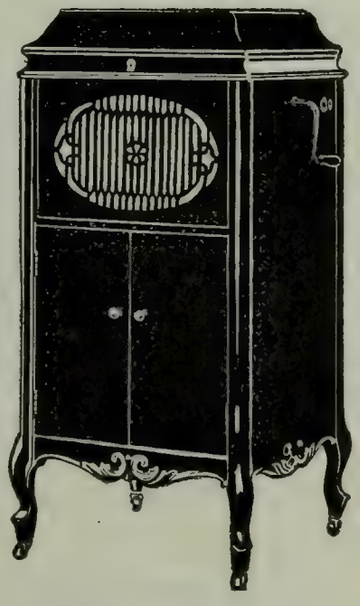


Place any make of record on the turntable, and show your customer how, without attachments or extras, the Brunswick plays it with the exact weight, proper diaphragm and correct needle.



The Ultona

—an exclusive Brunswick invention—plays a very important part in phonograph sales. It carries the Diamond Point, the Permanent Jewel Point and the steel needle holder ALWAYS in position, ready, at the mere turn of a hand, to play each make of record. Then, in the tone arm is the WEIGHT ADJUSTMENT that gives the exact weight for each record and prevents all possibility of injury to any make of record. This is a selling point of exceptional value and found only on the Brunswick.



The All-wood Oval Tone Chamber

In this Brunswick feature you have another most convincing selling point. The complete absence of all metal in its construction results in the elimination of harsh metallic notes. This is no mere assertion. It is a fact that you can prove to every customer by actual demonstration. This tone-chamber combines with the Ultona to give the perfect method of reproduction. It is the method that makes the Brunswick the one truly universal phonograph.

Progressive dealers everywhere are adding the Brunswick as a line that can be depended upon for permanent business development.

Increase Your Phonograph Sales This Fall

The Brunswick will help you do it. Now is the time to secure an agency. Write to-night for our dealers' proposition.

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Western Office
Winnipeg: 143 Portage Ave. E.

Eastern Office
Montreal: 582 St. Catherine

THE BUYERS' GUIDE

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Hamilton Stamp & Stencil Works, Hamilton, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatoon.
Toronto Plate Glass Importing Co., Toronto.
Leeks and Potts, Limited, Hamilton, Ont.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.
Lake Superior Paper Co., Ltd., Sault Ste. Marie, Ont.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co., of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Burners, Kerosene
The Canada Oil Burner Co., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co. Montreal.
Firelight Supplies, Manchester, Eng.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co, Montreal.
McArthur-Irwin Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis Minn.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pastes
Stuart & Foster, Toronto.

Paste, Dry
Stuart & Foster, Toronto.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
James H. Cummings, 190 North State St., Chicago
Dominion Sewing Machine-Phonograph Co., Winnipeg.
The Musical Merchandise Sales Co., Toronto, Ont.

Pick, Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Rings
The Brown Engineering Co., Toronto, Ont.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaner
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Clay Sewer
Clay Products Agency, Ltd., Toronto, Ont.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.
A. H. Power Furnace Co., oTronto, Ont.
Soren Bros., Toronto.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Planters and Diggers, Potato
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

TRADE YALE MARK

Half sold before delivery

THE merchant handling Yale products knows that his stock is half sold before delivery.

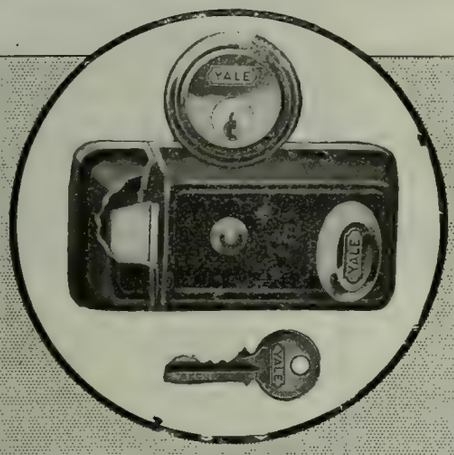
Extensive advertising keeps "Yale" continuously before his customers, creating constant demand and quick, easy sales.

And the customer *knows* he will be satisfied when he sees the trade-mark on the product.

Yale Night Latches, Padlocks, Door Closers and Builders' Hardware are made at our factory in St. Catharines, Ontario.

"The trade-mark Yale helps make the sale."

Canadian Yale & Towne Limited



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If you can arrange to visit the Weston plant you will see for yourself that we are in a position to extend the best possible service to all our customers.

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Gendron
Columbia
Ivanhoe
Perfect
Cleveland
Brantford
Red Bird

Canada Cycle & Motor Co., Limited

Montreal Toronto WESTON Winnipeg Vancouver

THE BUYERS' GUIDE

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Plow Rings
International Malleable Iron Co., Ltd., Guelph.

Polishes
Stuart & Foster, Toronto.
Vlit Mfg. Co., Montreal, Que.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

Polishes, Brass
Stuart & Foster, Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polish, Silver
Stuart & Foster, Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

Polish, Cream, Metal
Stuart & Foster, Toronto.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal.

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rat Poison
The Common Sense Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Limited, London, Eng.
Wiebusch & Hilger, New York.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Records, Talking Machine
The Musical Merchandise Sales Co., Toronto, Ont.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rod ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed

Saws, Crosscut and Band
T. F. Shurly Co., Ltd., St. Catharines, Ont
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Butchers'
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

Saws, Hack
The Millers Falls Co., Millers Falls, Mass.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screw Drivers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Searchlights
The Brilliant Searchlight Mfg. Co., Chicago, Ill.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Seats, Garden
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.
Silverwoods, Ltd., London, Ont.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

Shingle
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

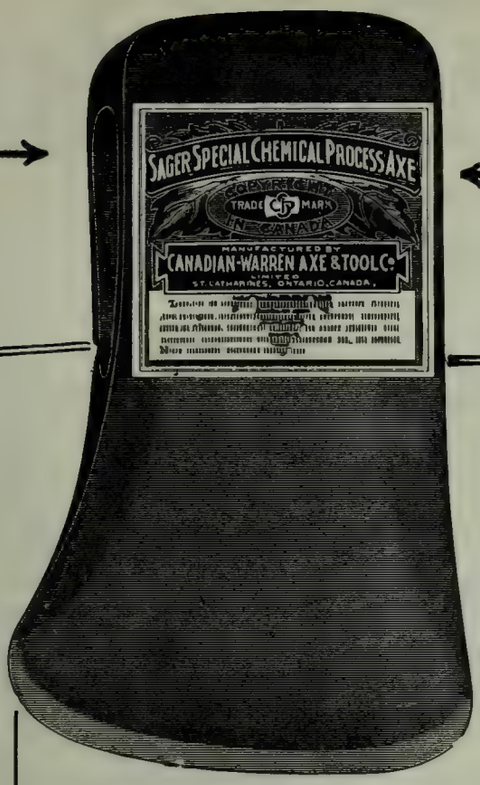
Show Cases
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.



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THE BUYERS' GUIDE

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Skis
The Northland Ski Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont
The Can. Flexible Skate Co., Ltd., Parry Sound.

Sledges, Blacksmith, Coal, Stone
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Snips (Tinner)
Wiesbusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.

Snow Shoes
The Northland Ski Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.
D. F. Jones Mfg. Co., Gananoque, Ont.

Spark Plugs
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1634 St. Urbain St., Montreal.
Franco-American Equipment Co., Montreal, Que.
Hyslop Bros., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Herbert Terry & Sons, Redditch, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.
The Hingston Smith Arms Co., Ltd., Winnipeg.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Spring and Presswork Specialties
Herbert Terry & Sons, Ltd., Redditch, Eng.

Spring Dies
Wells Bros. Co. of Canada, Galt.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Manton Bros., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare ros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Sok, Sackville, N.B.
Empire Stove & Furnace Co, Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Montreal, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Wagon Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Stucco Board
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thermometers
Wilder-Pike Themometer Co., Inc., Troy, N.Y.

Thermos Bottles
Thermos Bottle Co., Ltd., Toronto, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinners
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

Tin Plate
Joseph R. Martin & Co., Montreal, Que.
O-Rib-O Mfg. Co., Montreal, Que.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

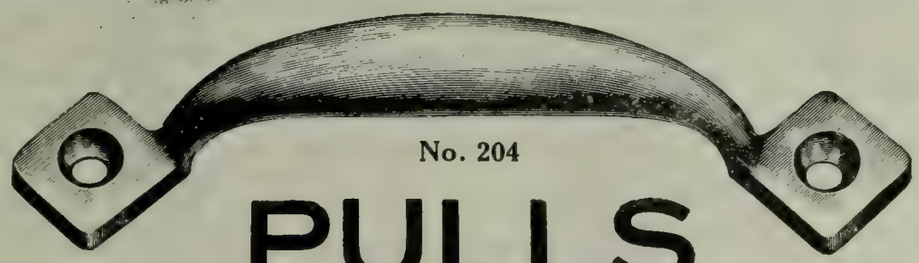
Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montreal.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Crown Cycle & Motor Co., Montreal.
The Dayton Airless Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
The Oak Tire & Rubber Co., Ltd., Toronto.
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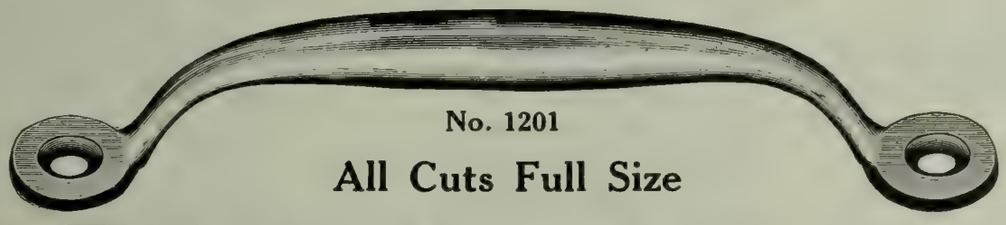
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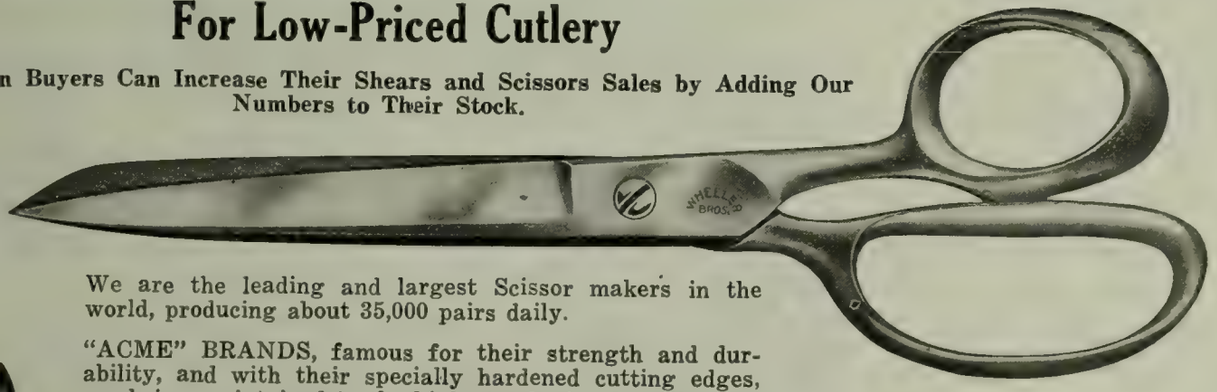
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Presto Patch Co., Toronto, Ont.
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal.

Toboggans
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Co., Ltd., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Co., Ltd., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman, Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Smith & Hemenway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Garden
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock.
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.
A. C. Gilbert Menzies Co., Ltd., Toronto, Ont.

Tools, Machinists'
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.
J. H. Williams & Co., Brooklyn, N.Y.

Towel Bars
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Toronto.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wm. Kribs, Hespeler, Ont.

Try Squares
Henry Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tube Rubber
K. & S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Laco-Phillips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube, Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Flexible
E. G. Gooderham, Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Turpentine
E. Fielding & Son, Toronto.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes—Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Firelight Supplies, Manchester, Eng.
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
W. Walker & Son, Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventilators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vermin Exterminator
The Common Sense Mfg. Co., Toronto.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagons
Woodstock Wagon Co., Woodstock, Ont.

Wagon, Coasters
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
Steel Co. of Canada, Ltd., Hamilton.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Maxwells Ltd., St. Mary's, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
The One Minute Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weaners, Claf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows, Garden and Contractors
Bateman, Wilkinson Co., Ltd., Toronto, Ont.
Erie Iron Works, Ltd., St. Thomas, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
J. E. Beauchamp & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
W. B. Dalton & Son, Kingston, Ont.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Merrick Anderson Co., Winnipeg, Man.
Miller-Morse Co., Winnipeg, Man.
Morrison Blackwood Hardware Ltd., Moose Jaw, Sask.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Sons Ltd., Toronto, Ont.
White's, Ltd., Collingwood, Ont.

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Manufactured from best clay crucible cast steel exclusively, and processed throughout by expert workmen, these brands have become the standard of the Dominion.

We believe in Canada's future, and we intend to maintain Ingersoll supremacy. To that end we have equipped a modern file factory at Ingersoll with 90,000 square feet of floor space devoted entirely to the production of CANADA'S FINEST FILES.

Ingersoll Files mean satisfied customers and build business for your store. You take no risk with them—they are sold on an absolute guarantee of "Make good" or "Money back." Made in Canada by Canadian capital, and Canadian labor, and sold wherever good hardware can be purchased.

Ingersoll File Co., Limited

John Morrow Screw & Nut Co., Limited

SOLE DISTRIBUTORS

Ingersoll, Ontario

Ask Your Jobber

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Ltd., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Tronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Wire, Hay
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Dennis Wire & Iron Works Co., Ltd., London, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Guards
C. H. Johnson & Sons, Montreal, Que.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
Barcalo Mfg. Co., Buffalo, N.Y.
Bemis & Call Hardware and Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
International Malleable Iron Co., Ltd., Guelph, Ont.
Keystone Mfg. Co., Buffalo, N.Y.
Will B. Lane, Chicago, Ill
Lewis Bros., Ltd., Montreal.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Wrought Nipples
J. H. Williams Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
Plewes Ltd., Winnipeg, Man.
Williams & Co., J. H., Brooklyn, N.Y.

Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

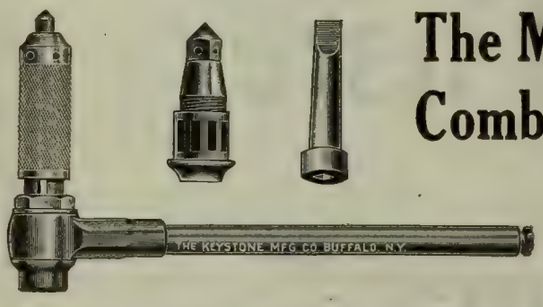
Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros. Fergus, Ont
The Great Western Smelting & Refining Co., Vancouver, B.C.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Zinc, Sheet
B. & S. H Thompson & Co., Ltd., Montreal, Que



The Most Popular Ratchet Combination

The "Keystone" Reversible Ratchet combination No. 200 has been proven by many hardware dealers to be the best seller in their localities. It consists of ratchet for taper shank drills, sleeve for square shank drills, and short boiler socket for square shank drills, sockets are interchangeable. All working parts are enclosed, preventing dust and grit from clogging up mechanism.

"KEYSTONE" Drilling Post or "OLD MAN"



Sales of Keystone Ratchets open the way to sales of Keystone drilling posts—the time-saving brace.

"Keystone" tools are known the world over for high quality. Sell them for profit and prestige. Let us know if your jobber can't supply you.

The Keystone Manufacturing Co., Postal Station "B" **Buffalo, N.Y.**

Standard Tube & Fence Co., Ltd.

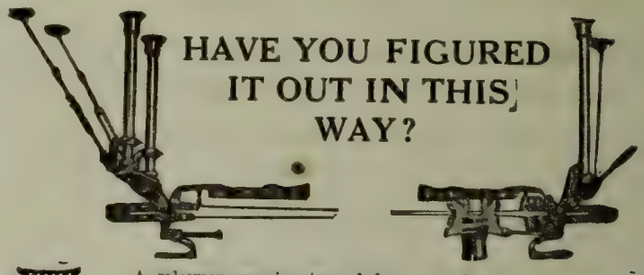
Manufacturers of

STEEL TUBING—

Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes ⅜" to 2", 14 to 20 Gauge.

Galvanized Wire and Woven Wire Fencing.
Steel Tube Fence Posts, Farm Gates, etc.

WOODSTOCK ONTARIO



HAVE YOU FIGURED IT OUT IN THIS WAY?

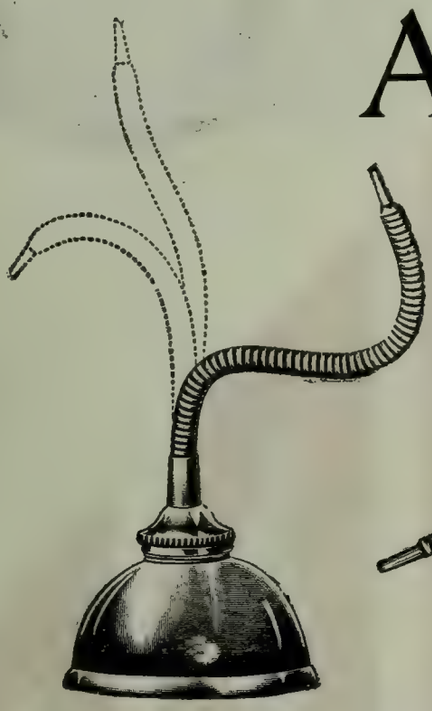
A salesman running to and from a cash office or register fifty times in a day requires, in the average, say, fifteen seconds each way. Detention at office for change making, thirty seconds, or sixty seconds for change of each sale, making thus fifty minutes lost time for each salesman. Had you our Cash Carriers, this time, needlessly consumed, could be devoted to further the sale of goods, or to the performance of other duties highly necessary at busy periods when the services of your selling staff is most valuable.

Do not forget to write for that circular which explains all.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

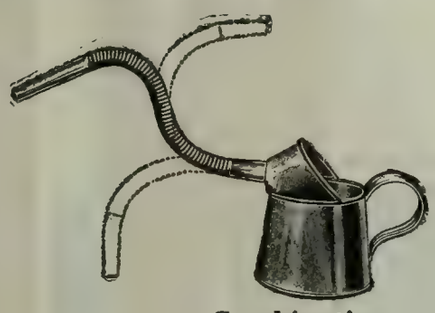
Subscription price of HARDWARE AND METAL is $3 per year or less than six cents per issue.

Reaches Anywhere



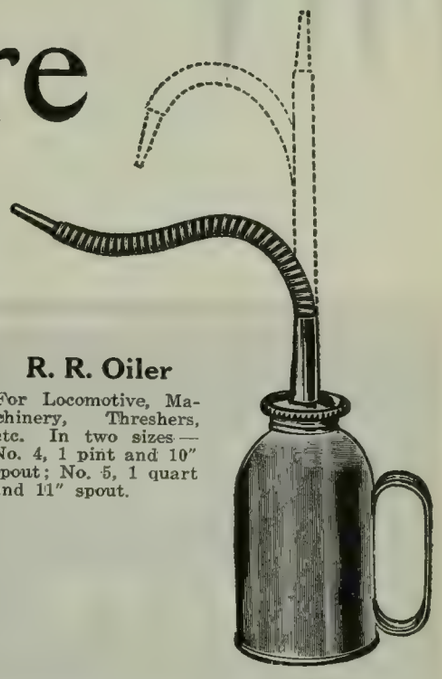
General Purpose Oiler

Made with steel spring bottom, in three sizes—No. 1, 1-3 pint; No. 2, ½ pint and No. 3, 1 pint. A 7" spout to each.



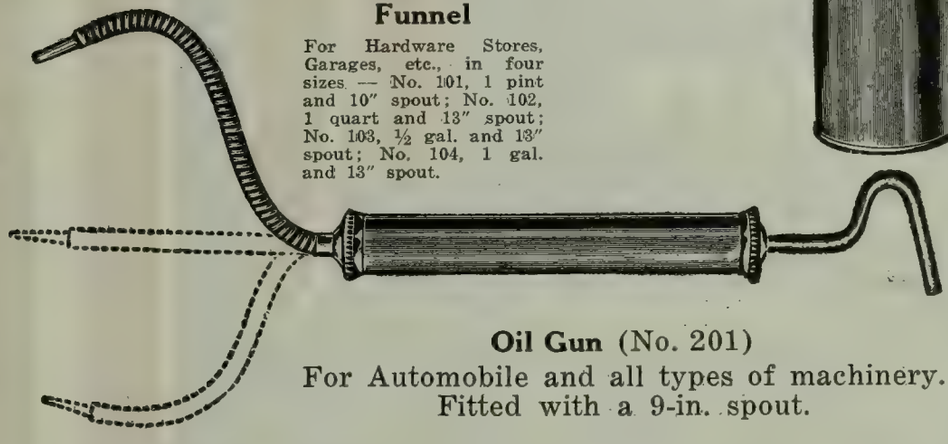
Combination Filler and Funnel

For Hardware Stores, Garages, etc., in four sizes — No. 101, 1 pint and 10" spout; No. 102, 1 quart and 13" spout; No. 103, ½ gal. and 13" spout; No. 104, 1 gal. and 13" spout.



R. R. Oiler

For Locomotive, Machinery, Threshers, etc. In two sizes — No. 4, 1 pint and 10" spout; No. 5, 1 quart and 11" spout.



Oil Gun (No. 201)
For Automobile and all types of machinery. Fitted with a 9-in. spout.

Why the All-Way Oiler Sells

The All-Way Oiler reaches anywhere by means of a flexible spout that may be bent to suit any place that must be reached. In using the ordinary oiler much oil is lost in attempting to reach awkwardly situated oil holes. The saving of oil from this feature reduces oil bills 50%. All-Way Oilers have a special cleaning device at the end of the spout which insures their being always ready for use.

Always a demand for All-Way Oilers. There is good profit in selling them.

If your jobber cannot supply you, write.

Canadian Fairbanks-Morse Co., Ltd., Montreal; Wood, Alexander and James, Hamilton; Caverhill, Learmont Co., Montreal; Auto Supply Company, London; Great West Electric Co., Winnipeg; Wood, Vallance & Leggatt, Vancouver; Walker, Vallance, Ltd., Hamilton; Wm. Stairs, Son & Morrow, Ltd., Halifax; Summer Bros., Moncton, N.B.; Canadian Specialty Co., Moose Jaw; Rice Lewis & Co., Toronto; Whites, Limited, Collingwood; J. H. Ashdown & Co., Winnipeg; D. Ackland & Co., Winnipeg; Miller Morse Co., Winnipeg; Wilkinson-Kompass Co., Winnipeg; D. H. Howden & Co., London.

The All-Way Oiler Mfg. Company

196 King Street, W., Toronto, Ontario



1¼ in. 1 in.



Annealed Wire

WIRE

Nail Wire

Annealed Hay and Pulp Baling Wire

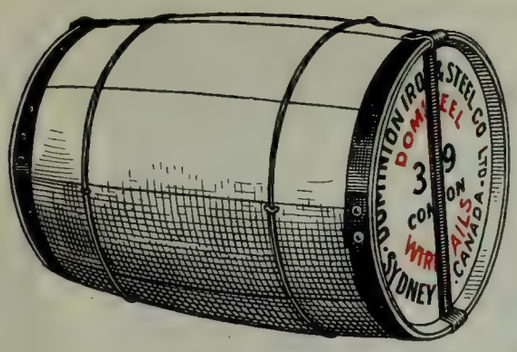
Oiled and Annealed Fence Wire

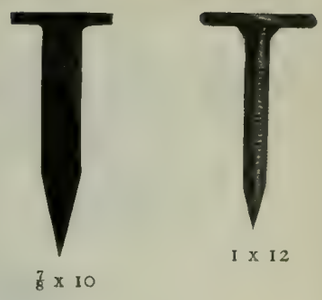
From Ore to Finished Product

Dominion Iron & Steel Company, Limited

Head Office and Works: Sydney, N. S.
General Sales Office: 112 St. James St.

Prompt Shipment from Stock





NAILS

Wire Nails

All Standard and Special Gauges

Domsteel Special
(American Felt)
Roofing Nails
Fence Staples

From Ore to Finished Product

Dominion Iron & Steel Company, Limited

Head Office and Works: Sydney, N.S.
General Sales Office: 112 St. James St.

Prompt Shipment from Stock

Sydney and Montreal

Alex. McArthur & Co., Ltd.

Established 1879

82 McGILL ST., MONTREAL QUE.

TO THE TRADE

We co-operate with you in supplying your customers.

We work with you to give your customers satisfaction. Our interests are mutual.

You cannot make any mistake in specifying our *"Black Diamond"* Tarred Felt or any line of *Building Paper* made at our own mills.

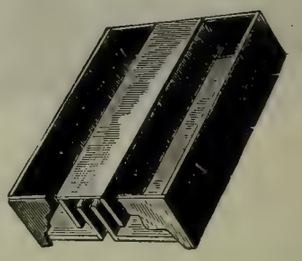
Write us for any particulars desired.

Beekeepers' Supplies

FEEDERS FOR FALL FEEDING



Boardman Feeder



Miller Feeder

EXTRACTORS AND FOUNDATION
HONEY LABELS AND LITERATURE
EVERYTHING FOR BEEKEEPING

Catalogue and Trade Discounts on request

The

Canadian Bee Supply & Honey Co.

LIMITED

73 Jarvis Street - - Toronto

Factory: Stouffville, Ont.

The Present Building Activity



is believed by experts to be but a forerunner of still more extensive building in the near future.

And Wheeler-Bain Galvanized Products

represent the ideal line for meeting the requirements in this regard. We supply Eavestrough, Ventilators, Galvanized, Copper and Tin Sheets, Corrugated Iron; in fact, everything in Galvanized Products.

Wheeler & Bain

Toronto

HOCKEY STICKS

One Quality—The Best

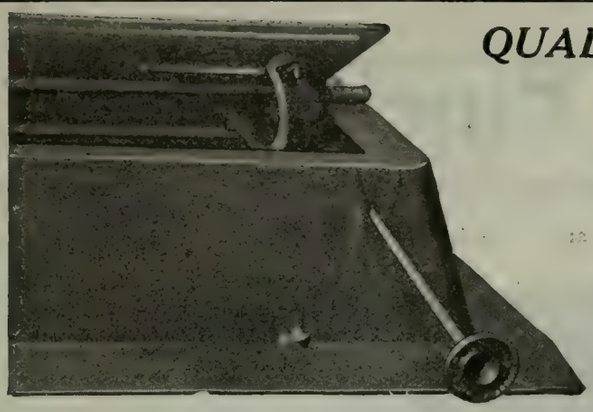
Made from the best air-dried, well-seasoned Rock Elm, in all the popular models.

Used by all the well-known amateur and professional players.

Prompt shipments from stock.

The HILBORN COMPANY

AYR, ONTARIO



QUALITY *SERVICE*

THE

Barton-Netting Co.

LIMITED

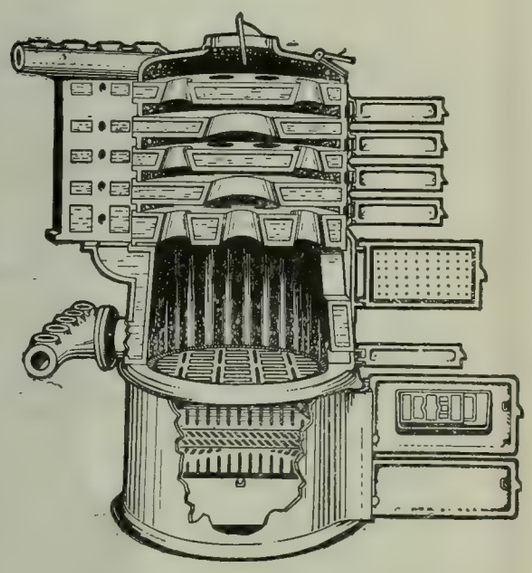
9-11-13 East Pitt St. Windsor, Ont.

THE B&N LIMITED CHANDELIERS OUR LIGHTS SHINE EVERYWHERE OUR MOTTO QUALITY MANTELS - GRATES & TILES

Lighting Fixtures and Electric Appliances
Mantels, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc.

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

Your Customer Will Stay Satisfied if You Install a *"SOVEREIGN" BOILER*



It adds materially to one's reputation to have their work well spoken of. No disturbing circumstances arise after a "Sovereign" has been properly installed and in a majority of cases customers insist that the "Sovereign" is their choice because others have found it all that could be desired. See to it that you are well informed on the outstanding features that go to make the "Sovereign" so greatly in demand.

We have ready for your request many helpful booklets and printed matter that will prove profitable and certainly most informing.

Taylor-Forbes Company, Limited

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Hamilton—92 Delaware Avenue.
Vancouver—1070 Homer Street.

Taylor-Forbes Agents:

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St. John—W. H. Campbell.
Quebec—Mechanics' Supply Co.
Ottawa—Gerald Watkinson, 116 Flora St.
Winnipeg—Vulcan Iron Works.
Calgary—Canadian Western Mfg. & Supply Co.
Regina, Sask.—Engineers' & Plumbers' Supply Company, Limited.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

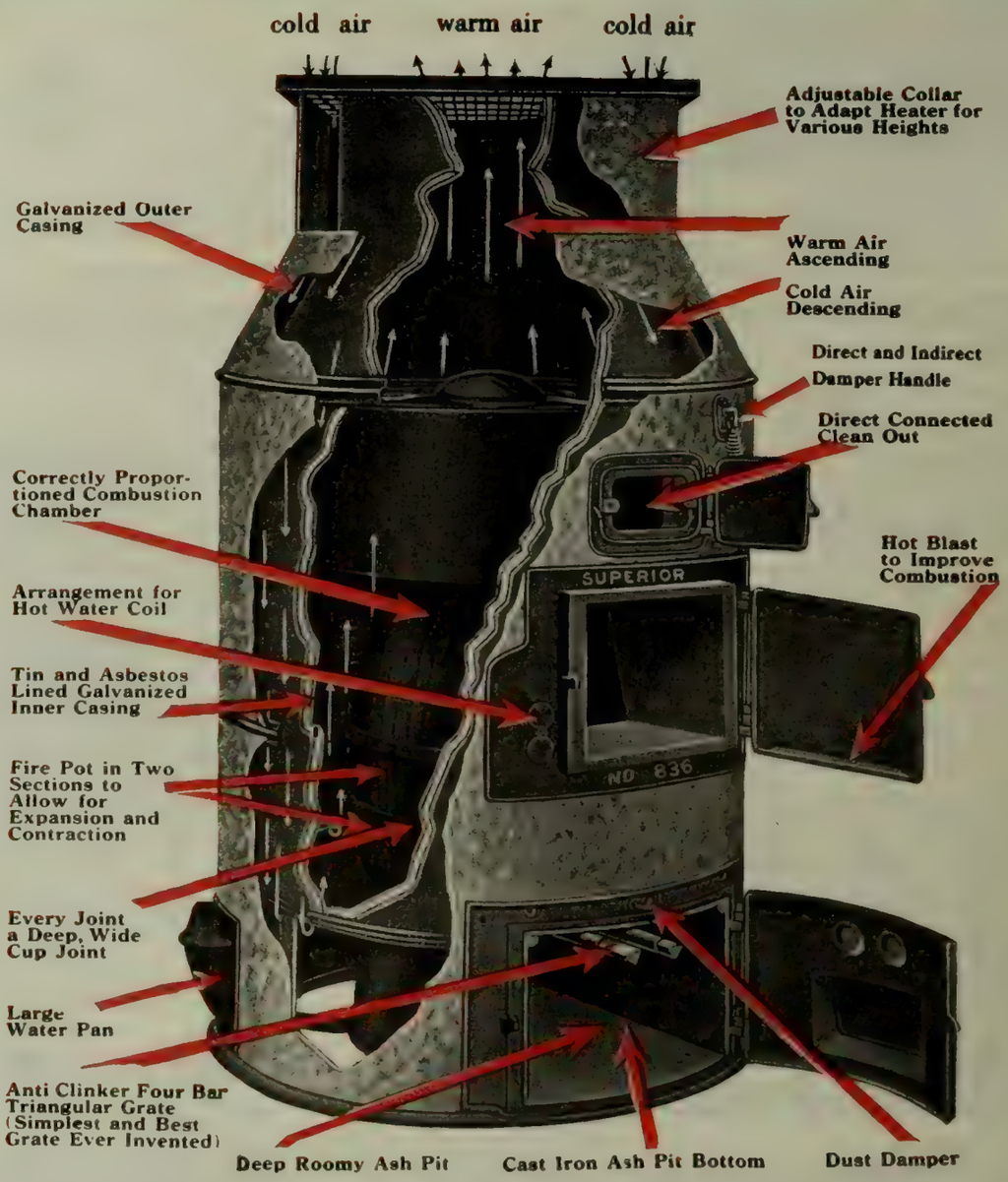
MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright annealed, oiled and annealed.
Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.
FENCE STAPLES—WIRE NAILS—WOOD SCREWS
PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

PILOT
Superior Pipeless



A furnace with no network of pipes! Only one opening to be cut in the floor. Easy and inexpensive to install. It takes cold air from the house—not the cellar, thus keeping fresh, warm, moist air in circulation. Moist air means freedom from colds, cough and sore throats. It keeps the floors warm so that children can play on them safely. Leaves the cellar cool for storage.

The Pilot Superior Pipeless burns hard coal, soft coal, coke, wood or natural gas. The construction with inner and outer casings and asbestos linings means cold kept out and warmth kept in.

THE HALL-ZRYD FOUNDRY CO., Ltd. HESPELER, ONT.

CALGARY EDMONTON WINNIPEG VANCOUVER

KRIBS

The "Delight" Electric Washer and Wringer turns Monday into "Funday"



This Beautiful Machine grows in popularity daily and the demand for it often taxes our rate of production. It has the great advantages of the high priced machines, yet can be sold at a price which makes it within the reach of nearly all customers and produces "Delight" profits for the dealer. It makes friends on sight and adds to the dealer's reputation for quality goods.

Put one on exhibition. Ask us about it.

WM. A. KRIBS,

Hespeler - Ontario

Eliminate Loss and Damage

Use

EXCELSIOR

Wood Packing

Rankin Excelsior is carefully made under alert supervision. Always free from chips and foreign matter, it offers the most reliable packing available to-day for jobbers and manufacturers.

Excelsior is the ideal packing because of its resiliency and other qualities derived from the wood. It has more life and spring than other materials.

Write for prices to

Rankin & Co., Limited

1536 Dundas Street, W.

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ALL our products are made to give the utmost service to the ultimate purchaser. That means satisfied customers and more sales for the dealer.

We make:—

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

We can help you to increase your sales. Write for catalogue and prices.

Canadian Sales Representatives:

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Mr. Alexander Gibb, 8 St. Nicholas St., Montreal, Can. 'Phone Main 2343.

United States Sand Paper Co.

Williamsport, Pennsylvania

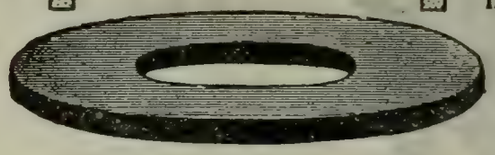
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

GLASS

The demand for glass is exceedingly heavy just now and the wise buyer will anticipate his requirements and thus be assured of prompt delivery.

We carry the following glass in stock and can give immediate delivery:

Window Glass, Plate Glass, Factory Glass, Fancy Glass, Leaded Glass, Mirrors.

When in the market for any of the above telephone at our expense and we will be glad to quote you.

Leeks & Potts, Limited

Hamilton - Ontario



ORNAMENTAL IRON WORKERS

QUALITY SERVICE

THE DENNIS WIRE AND IRON WORKS CO. LIMITED.
LONDON.
CANADA.

Many a Hardwareman makes extra money

easily and quickly by taking good-sized orders for DENNIS products in his community!

PERHAPS it is the town hall or a school or factory which requires a fire escape—maybe a store or private residence, or hotel, or apartment house needs a marquise, some wire window guards, iron fence or railing—possibly a factory that needs wire machinery guards or a sky sign—sometimes a bank or office requires brass or bronze grillwork, counter railing, cages, wickets, etc., or a complete wired enclosure—or a church is in the market for brass furnishings, memorial tablets or railing—in every town there are dozens of orders to be picked up by live, wide-awake merchants. We assist with estimates, specifications and blueprints. You need carry no stock to engage in this profitable business, and it works in well with your regular line. Write us for folders and particulars to-day.

The Dennis Wire & Iron Works Co., Limited

LONDON
CANADA

BROOMS

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order—*PRICES RIGHT.*

QUALITY as usual.

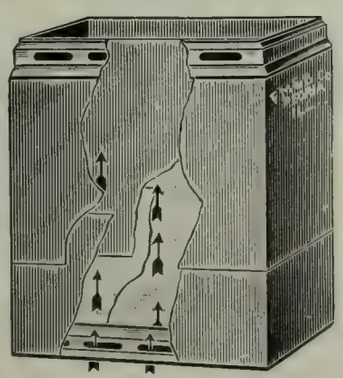
Walter Woods & Co.

Hamilton and Winnipeg

Canada Wire and Iron Goods Co.

Manufacturers of Wire Cloth, Perforated Sheet Metals, Metal Lockers and Wire Work. Fireplace Screens.

Hamilton - - Canada



Adjustable Joint

INTRODUCE

a good thing in your locality and become a leader.

Double Furnace Wall Pipe will give you prestige. You can guarantee it absolutely safe, as it is perfectly insulated.

So easy to erect that all the tools you require are a hammer and soldering kit. No waste pipe, and does not require to be covered with asbestos paper.

Your enquiries solicoted for descriptive sheet and prices.

Made in 58 in., 20 in., 12 in., 10 in., 8 in., 6½ in., 5 in., 4 in. and 2 in. lengths.

A. H. Power Furnace Co., 1-3 Hayden St., Toronto

A Faultless Caster
To Suit Every Customer

"Move the FAULTLESS WAY"

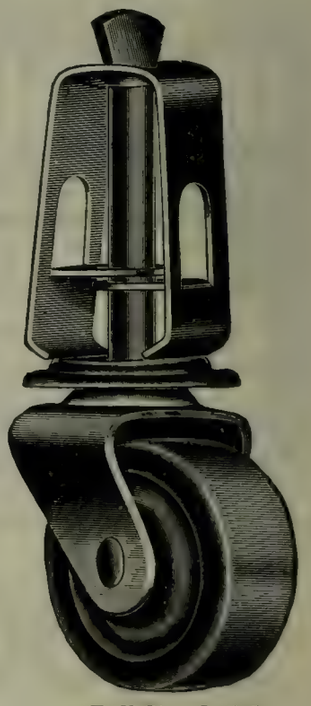


C-5-5



Full Size A2-3

Only three of our 2500 different sizes and styles.



Full Size L-5-5

With twenty-five hundred different sizes and styles there is a caster to meet every requirement and suit every customer. The Faultless Casters of to-day are the result of trial, test, and experience during twenty-five years directed to perfecting this popular line.

We produce a complete line of Pivot-Bearing, Grip Neck, Metallic Bedstead and Plate Casters—Send for samples. Prompt delivery of carefully filled orders guaranteed.

Faultless Caster Company

Evansville **Indiana**

Send For Catalog "G"





R.T.S. No. 3—A splendid pump for Domestic use. Iron Standard, Force or Lift, Hand or Power with 3½ x 12 Brass-lined Cylinder. Six and eight inch stroke.



R.T.S. No. 2—A light strong lift pump for hand use. Steel pipe standard, with 3½x10 Iron Cylinder. Seven inch stroke.

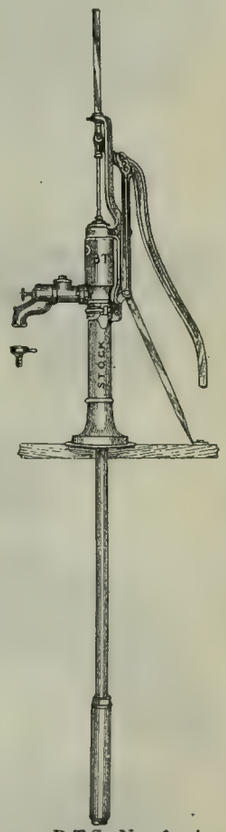
Good Pumps, Low Prices Prompt Shipment

You can make money selling BT Ready-To-Ship Pumps.

There are no better pumps on the market. All the cylinders have brass valve seats. All the handle pins are large, cross heads are malleable iron, not cast. The cast iron standards are all fitted with patented clip so that connection between spout head and suction pipe can easily be exposed. Every part is built solidly with large waterways. Wood handles are fitted into box-shaped socket which does not allow them to loosen. The prices are the lowest on the market for pumps of this quality. By cutting out unnecessary varieties and concentrating on our seven R.T.S. Pumps we have been able to cut labor and other factory costs. When your customer needs a pump, he needs it immediately. He can't go without water. As the name implies, BT Ready-To-Ship Pumps are in stock at all times, ready to go forward by first train. They come ready to go in the well.



R.T.S. No. 5—A large capacity stock pump. Will pump up to 2,000 gal. per hour. Force or lift. Hand or power. Has 5x12 Iron Cylinder. Six, eight and ten inch strokes.



R.T.S. No. 6—A splendid pump for two-way delivery. Patented cock spout. Choice of three cylinders. Heavy iron handle. Six, eight and ten inch stroke.

Easy to Sell

They are beautifully finished. Because they are always in stock the paint gets time to harden thoroughly.

You do not need to carry a large stock of dozens of different varieties. Our seven R.T.S. Pumps cover 90 per cent. of our large well pump trade. There are seven different pumps each supplied with the clyinders it needs to make it suit the work it has to do. By means of our seven R.T.S. Pumps you can meet the well pump demand of your territory—And, if you want a pump with every improvement at the lowest possible price, by the first possible train—

SEND FOR A BT "READY-TO-SHIP"

A copy of our 24-page, beautifully illustrated booklet "7 Pumps That Take the Place of 700" will cheerfully be sent you, if you will drop a card to our nearest branch.

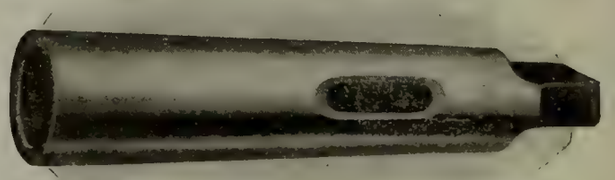
BEATTY BROS., LIMITED

Fergus, Ont. London, Ont. Winnipeg, Man. Edmonton, Alta. Montreal, Que. St. John, N.B.

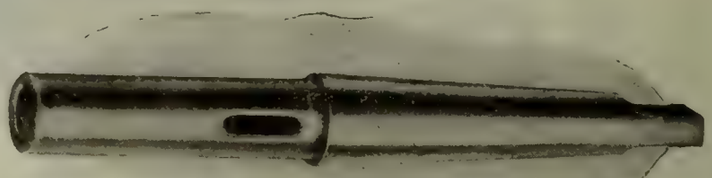
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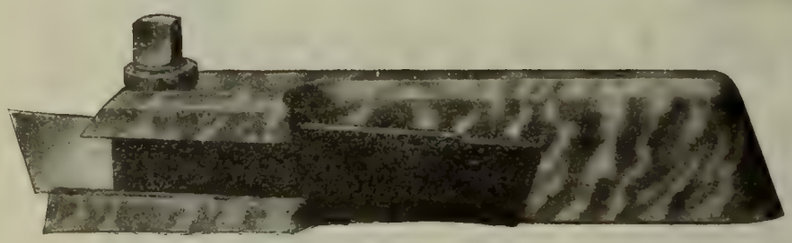
BRITISH-MADE "J & S" TOOLS and TOOL-HOLDERS



100B



100A



1011



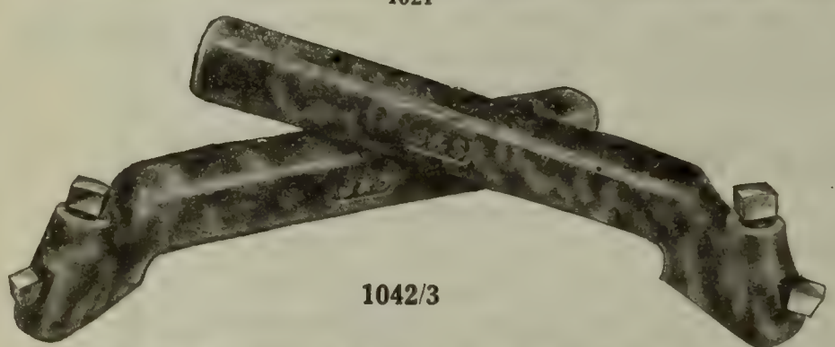
1021

"Every sovereign spent for foreign Machinery and Tools, denudes your own Empire of both Capital and Labour."

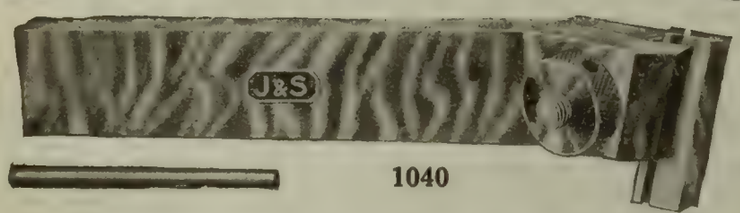


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Write for our new lists of "J. & S." Tools.



1042/3



1040



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Manufactured by

A.A. Jones & Shipman LIMITED LEICESTER.

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"Sphinx" Plugs are made in various patterns to suit all types of engines.

May we send you further particulars? We will gladly do so on receipt of your request.

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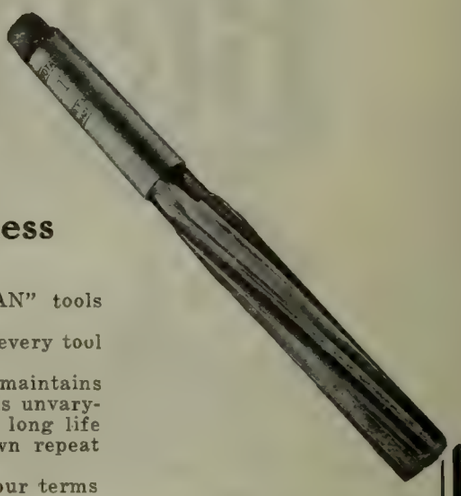
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TOOLS





Will Add Prestige
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Your customers having once tried "ENOX" and "WOTAN" tools will invariably demand them every time.
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We supply dealers only on C.I.F. terms. If desired payment may be by acceptance at 30 days after date of arrival of steamer.

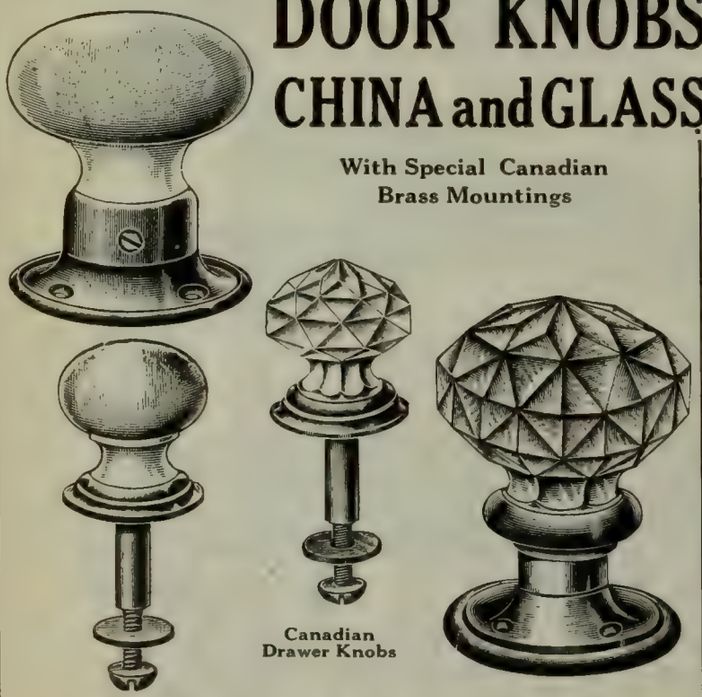
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CHINA and GLASS

With Special Canadian Brass Mountings



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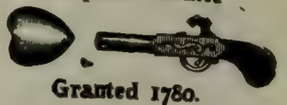
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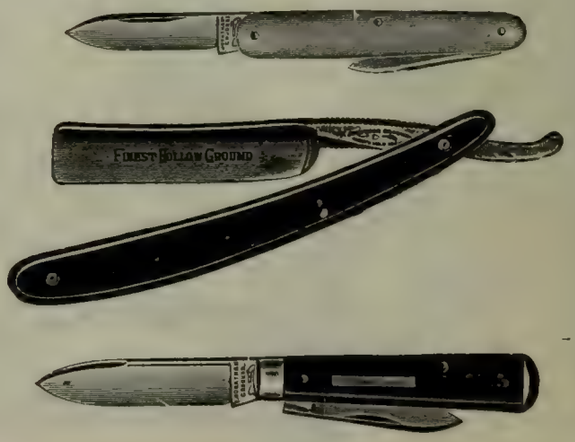
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Corporate Mark



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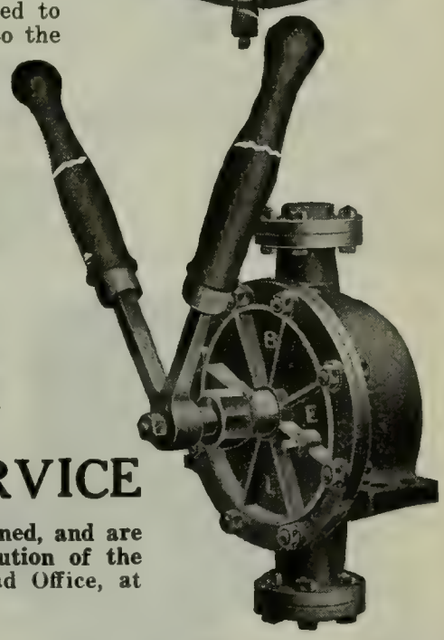


DURING THE WAR our plants were exclusively engaged on work of supreme national importance.

At the commencement of the new era we are pleased to announce that we intend to again direct our energies to the intensive production of:—

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STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
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SEMI-ROTARY PUMPS.
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BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
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COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.

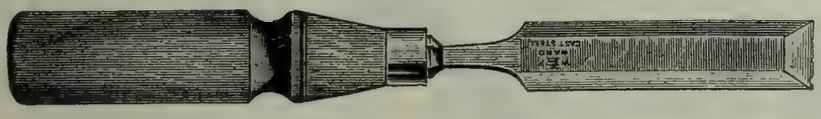




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If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

WARD & PAYNE'S *Anvil* W P *Brand*

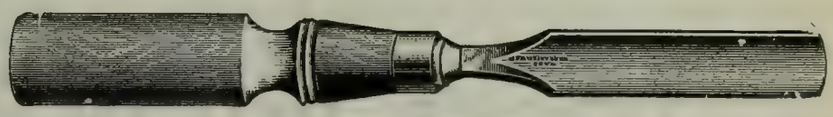


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War conditions affecting the manufacture of our tools are rapidly being replaced by a more steady production to meet all peace-time demands. You can thus be assured of your orders receiving our most careful and immediate attention.

If your jobber cannot supply you, write our nearest representative.

WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD

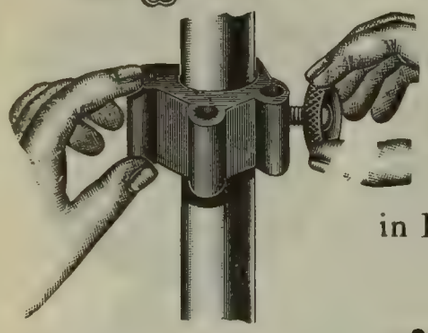
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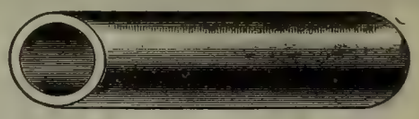
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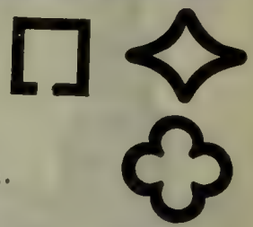
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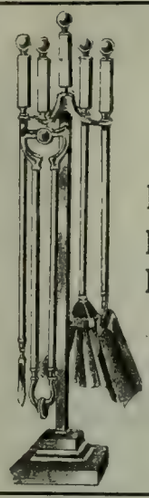
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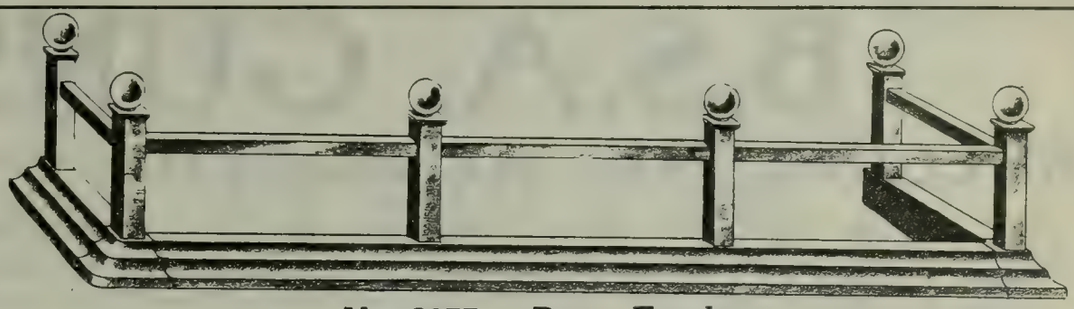
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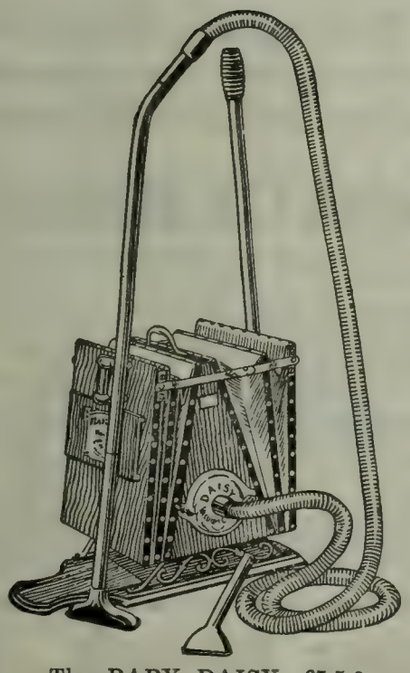


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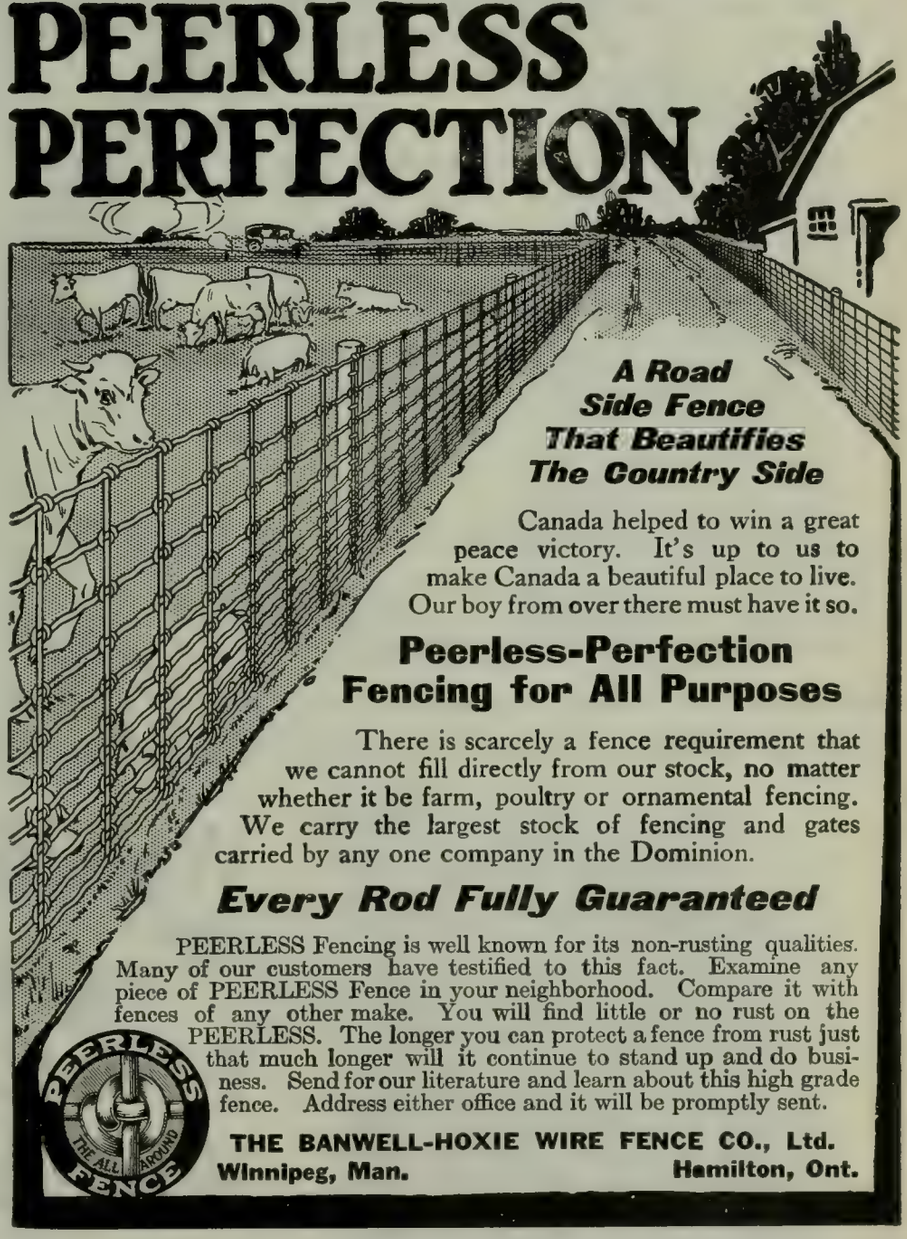
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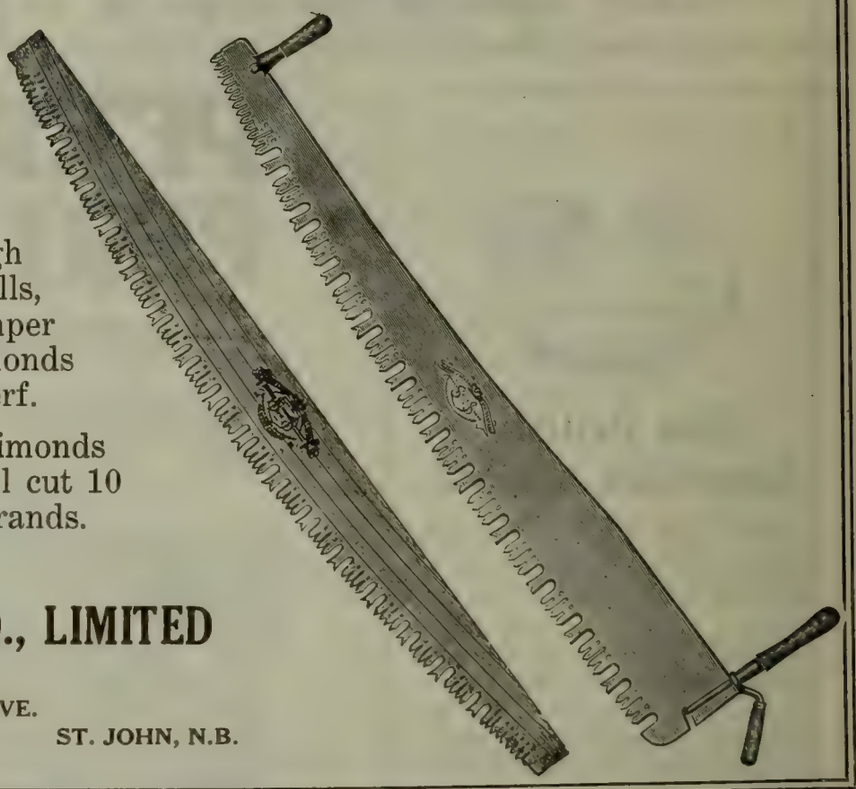
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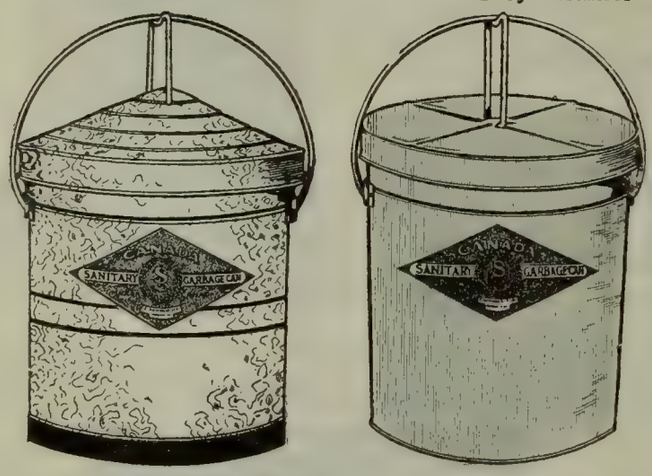


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Galvanized — Grey Enamel



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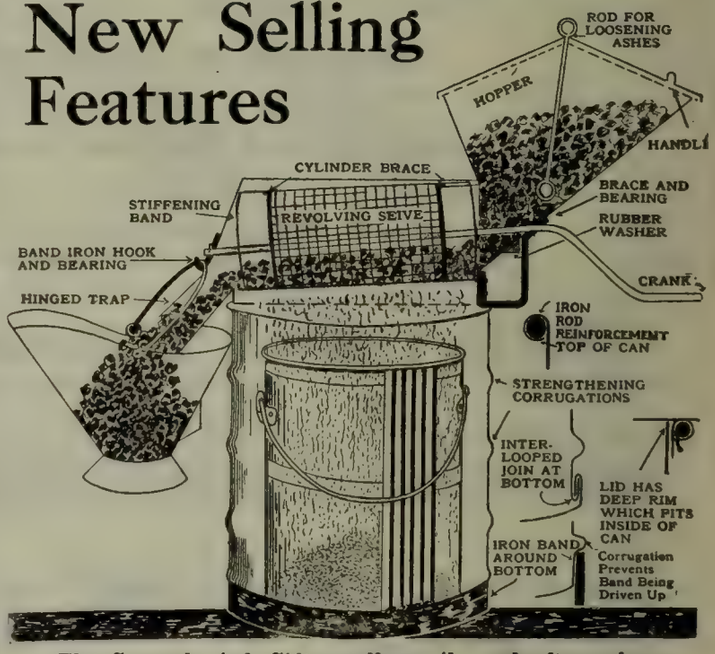
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Buy "BON-TON" Cream



Canada's National Metal Polish

Has no superior.

Polishes in **half the time** with less labor.

Retains its brilliancy.

Contains **no acid** or injurious chemicals.

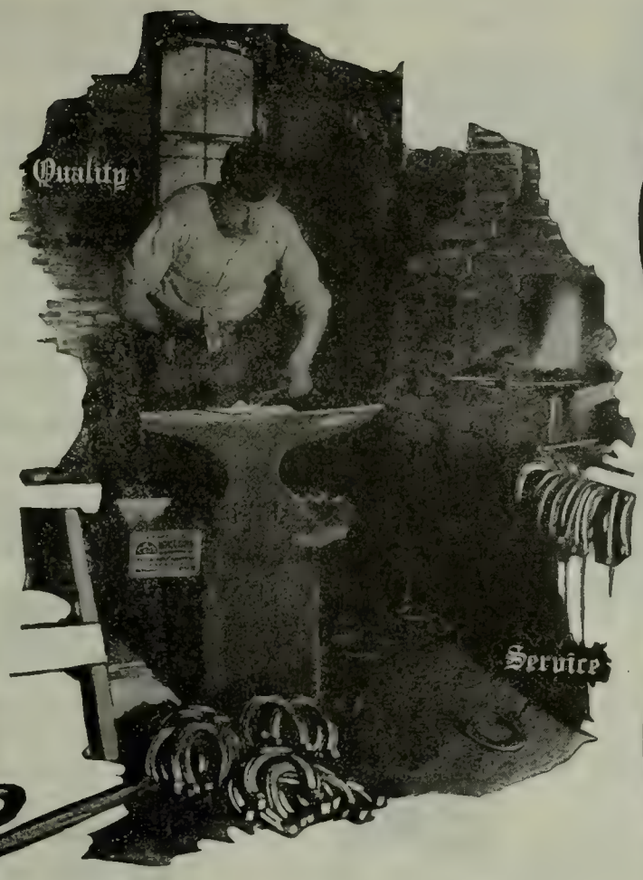
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On the Veldt



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We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 WELLINGTON ST. W., TORONTO

C. KLOEPFER, LIMITED
Edward Halloran, General Manager
44-50 Wellington St. East, TORONTO
Factory at Guelph, Ont.

We solicit your inquiries on---
IRON and STEEL
CARRIAGE HARDWARE and AUTOMOBILE ACCESSORIES
BLACKSMITHS' HARDWARE and SUPPLIES, Etc.

Prompt attention and quick delivery assured.

25c. a can Common Sense Exterminator



KILLS RATS

Has been on the market for 25 years. Quickly and effectively eliminates rat pests. It dries them up. Destroys without odor.
"Common Sense" is sold on a money-back guarantee. Good profits in it for the dealer.
Jobbers, write us for terms.
Ask us about our **Roach** preparation.

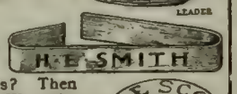
COMMON SENSE MANUFACTURING CO.
393 QUEEN ST. WEST - - TORONTO, ONT.

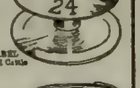
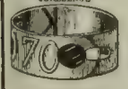
MOTORS FOR SALE

We have for sale about 100 D.C. Motors, ranging in size from 5 H.P., 1600 r.p.m., to 100 H.P., 430 r.p.m. These are Canadian General Electric Co., Ltd., Chapman & Walker, Ltd., and Canadian Westinghouse Company, Ltd., motors.
They will be disposed of under a guarantee of good running condition and prices and terms will be made to suit.
All are offered subject to prior sale.
Itemized list furnished upon request. Write.

PURCHASING DEPARTMENT,
Lake Superior Paper Company, Ltd.,
SAULT STE. MARIE, ONT.




The World's Best
Poultry Leg Bands

You have a demand for Poultry Leg Bands? Then buy the very best from us, we have them. We make the Cattle Ear Markers and Spiral Celluloid Bands. We also carry the following makes of Bands: Double Clinch, Champion, Eclipse, Climax, Seamless Pigeon and Open Pigeon. Ask for prices on above.

Prices for those shown in cut F.O.B., destination in Canada:

Three Spiral Bands (in 10 colors)	Size.	100	500	1,000
" " " "	1, 1A, 2 & 3	$0.75	$3 00	$5.50
" " " "	4 & 6	1.10	5.00	9.50
" " " "	7 & 8	1.20	5.25	10.25
" " " "	9	1 25	5.75	11.00
Single " " "	1, 1A, 2 & 3	.65	2.25	4.00
" " " "	4, 6 & 7	.75	3.25	5.50
" " " "	8 & 9	.90	3.75	7.00
Challenge and Leader Adjustable and Double Clinch		.65	2.75	5.00
Smith Sealed Bands (no duplicate numbers)		1.30	6.25	11.75

Burrill Bands in 2 sizes and 6 colors, 2c. each.
Jobbers and Importers ask for trade discount on 5,000 to 25,000 lots.
Price on Cattle Markers according to amount of printing required on them.

The Rideau Specialty Company
Manufacturers of Cattle Ear Markers and Poultry Leg Bands
SMITHS FALLS - - - - ONTARIO

We Carry a Complete Stock of Thomas Goldsworthy & Sons

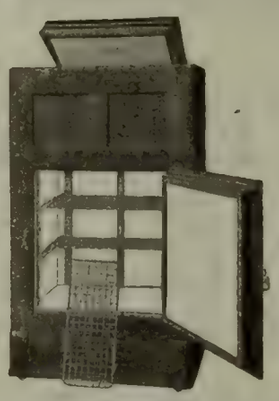
"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

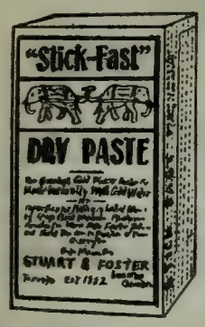
Prices on Application. *Immediate Shipment.*

JAMES HUTTON & CO.
706 Shaughnessy Building - MONTREAL

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY



PARIS
REERIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION
SCREEN AND STORM
DOORS
RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION
Sanderson-Harold Company, Ltd.
PARIS, ONTARIO



"Stick-Fast"

Made instantly with cold water.

For **all purposes** where Paste is used.

A Great Seller.

Order some today—
Phone your Wholesaler.

Manufactured only by

STUART & FOSTER, Ltd.
TORONTO, CANADA

A Good Year-round Seller is within your reach. Seize this opportunity to stock

The "TWEED" Sanitary Chemical Closet

It will bring you surprising results



Stamped out of Black Sheet Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded. The only closet with closed-in top.

Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

Write for Catalogue.

STEEL TROUGH & MACHINE CO., LTD. TWEED, ONT

SAVES YOU 75 PER CENT. ON TUBE REPAIRING



The PATCH *with a* S-T-R-E-T-C-H

(Trade-Mark)

MANUFACTURED BY

LAS-STIK PATCH MFG. CO.
OF HAMILTON, OHIO, U.S.A.

If interested write E. G. GOODERHAM, *Canadian Selling Agent*, 24 King Street West, TORONTO, for descriptive circular and particulars of prices.

"Once Upon a Time"



An automobile broke down in front of a Hardware Store. While the lightning flashed and the water gurgled along the curb, the owner slogged around in his wet boots and found he had no tools with him. The Hardware Man sold him a wrench, in a few minutes a screw driver and another style of wrench. And then, gently and tactfully—for the car-owner was miserable—he pointed a moral about preparedness; and he sold that auto driver about fifty dollars' worth of tools. HE HAD THE RIGHT TOOLS.

Are you prepared? Have you got a line, like Bemis & Call, that you could stand and watch him use with confidence that he would buy more?

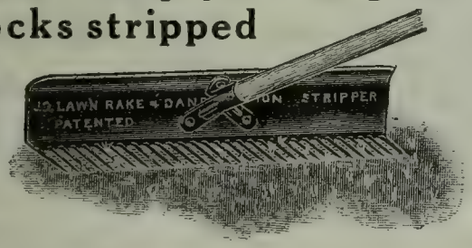
WRITE FOR PRICES

Bemis & Call Hardware & Tool Co.,
SPRINGFIELD, MASS., U.S.A.

Dandelions simply can't grow with stocks stripped

There's no more of that back-breaking dandelion digging when the

J. D. Lawn Rake and Dandelion Stripper



is used regularly. It, besides stripping the dandelions cleans all dead grass, sticks, stones, etc. away from the roots of the grass thus ensuring healthy growth. Now is the time to push the J.D. **Write for particulars.**

COLEMAN FARE BOX CO., LIMITED
1191 BATHURST STREET : TORONTO, ONT.



Its Handiness SELLS IT

The Imperial Folding Steel Auto Chair is built of best steel of oval section, finished in rich black japan; seat and back upholstered in black waterproof art leather.

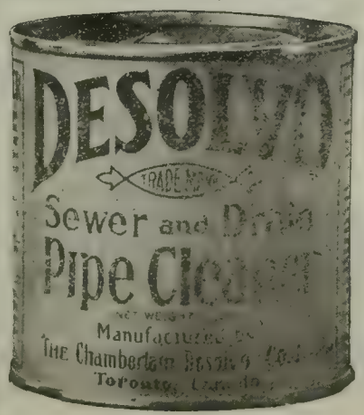
This comfortable, strong chair is a boon where space is at a premium, folds to less space than any other chair—yet perefectly convenient. Adult size seat 16" high. Children's size, seat 12" high.

Imperial Bit & Snap COMPANY
RACINE - WISCONSIN

BOLTS

Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

LONDON BOLT & HINGE WORKS
LONDON, CANADA



DESOLVO

sells in quantities to each customer many times and continuously.

THE CHAMBERLAIN DESOLVO COMPANY

110 Church St., TORONTO

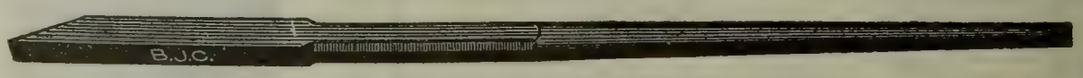
Eastern Canada Representatives:
Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

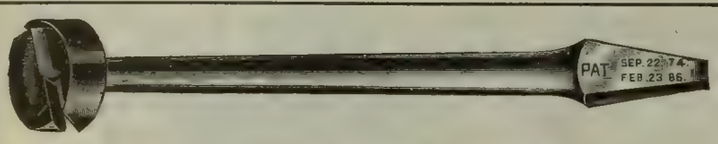
CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



VERY EASY TO PUT ON

Your customers will like CHASE BELT COUPLERS—they're so easy to put on—a hammer and pincers are the only tools needed.
And once on they stay and hold and enable the belt to run smoothly and easily—none of the belt material is removed in riveting.
You'll like the way they sell and the profit.

Write for Booklet. It gives full particulars.

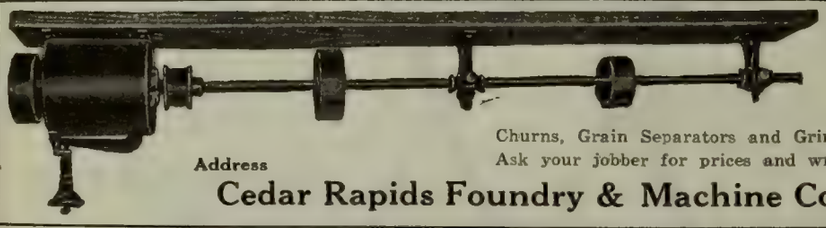
STRONG MACHINERY & SUPPLY CO. 21 Walker Street, New York City

TURPENTINE

in steel drums containing 46 gallons, NO LEAK

ORDER THROUGH YOUR WHOLESALER, OR WRITE US DIRECT

E. FIELDING & SON 9 Front Street E. **TORONTO**

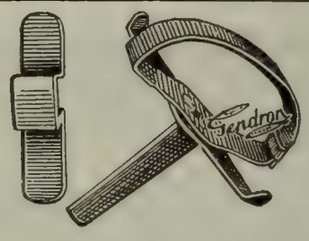


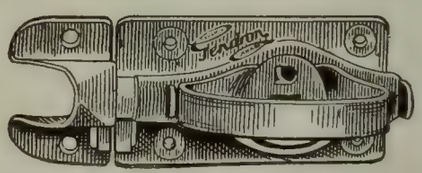
We invite all Canadian Implement and Hardware dealers to investigate the strong selling merits of this line of machines.

This Speed Governor and Line Shaft outfit will make the gas engines you sell more valuable to your farmer trade. They operate Cream Separators, Washing Machines, Churns, Grain Separators and Grind Stones, without vibration.

Ask your jobber for prices and write us for catalog and information.

Address **Cedar Rapids Foundry & Machine Co.,** 720 1st Ave. W., Cedar Rapids, Iowa, U.S.A.





A Barn Door Latch

That Customers Hunt For

Strong, durable, neat and convenient. It is easily put on any door. Has two handles to open or close from either side. Catches will hold door or gate open or closed. Enamelled finish with turned bolt. Guaranteed. A rapid, profitable seller.

We also make velocipedes, express wagons, children's autos, toy carts and barrows, bathroom fittings and hardware. Write for prices and information on any of our lines.

The Gendron Manufacturing Company, Limited
Duchess and Ontario Streets, Toronto, Ontario

The Little Things---That Make the Car Complete

Stanwood Products

Stanwood Safety Step Plates



Stanwood Safety Step Plate

For automobile running boards assure safety. They add to car refinement and keep the car clean. This device will not mat down or discolor and is very quickly applied. Pat. May 30, 1916, Feb. 19, 1918.

Type B, $3.75 List Type C, $2.25 List Special Ford, $2.25 List

Stanwood Conformable Hand Pan for Automobile Doors

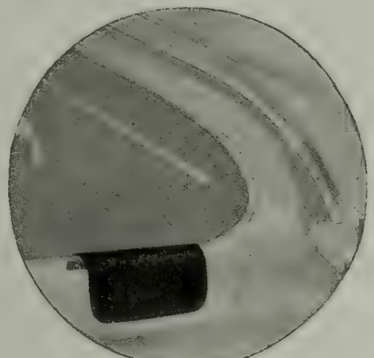
An exceedingly ductile metallic sheet is enclosed between the front and back leather sections of the pad, insuring through pressure of the hand, perfect comformity of the pad to the contour of the door.

Positively will not curl by usage, or strong air pressure. Prevents finger marking af the door, especially after car has been polished.

Made up of leather in various grains, such as long, seal, pebbled, smooth, pigskin and patent. Priced from $1.35 to $2.70 List. Size 4¼ x7 ¼ in.



Accelerator Foot Rest



Hand Pad for Doors
Patented 3-19-18

Stanwood Adjustable Accelerator Foot Rest

Patents Pending

A reliable safety device to prevent *unintentional* rapid acceleration when driving over uneven crossings or rough roads. Relieves the foot from constant tension. Permits delicate advancement or retarding of accelerator.

Made with an indented rubber roller vulcanized to a steel tube, revolving on a steel spindle riveted to the uprights. The pressed steel uprights and base sections are engaged by graduated indentations, insuring stability. These parts are sherardized and polished to prevent rusting.

Important Note—The graduated indentations make our Foot Rest easily adjustable to various heights and positions. This feature makes it fit your usual driving position.

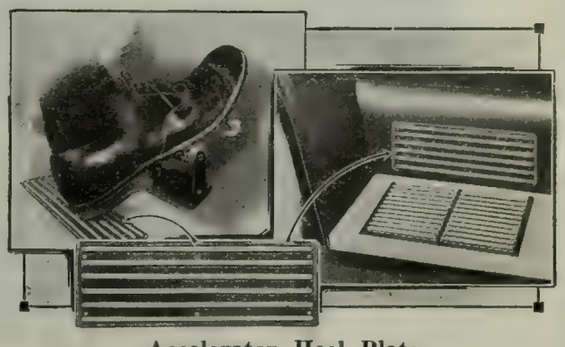
Price $2.25 List

Stanwood Accelerator Heel Plate

A perforated metal plate entirely covered with rubber and provided with a series of longitudinal ribs firmly moulded to the metal plate. Size of plate 4 in. wide, 11½ in. long.

The accelerator Plate furnishes a stable position for the heel when operating the pedal. Prevents wearing a hole in the floor covering of the car and is also used as a toe and heel guard on the running board shield as shown.

$1.20 List



Accelerator Heel Plate
Patented May 30, 1916 and Feb. 19, 1918

Stanwood Equipment Company, 307 Plymouth Ct., Chicago

FOR SALE BY AUTO SUPPLY DEALERS
and All Pacific Coast Jobbers of Automobile Supplies

Harland's Enamels

Imported Snow-White

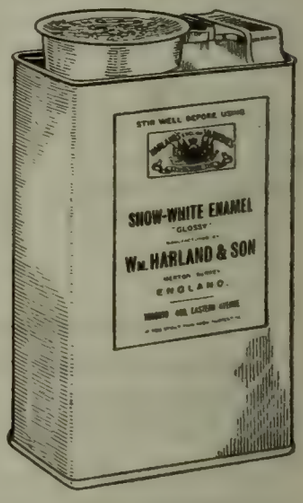


H.M.S. **"RENOWN"** painted from bow to stern, inside and outside, all over, with HARLAND'S IMPORTED SNOW-WHITE GLOSSY ENAMEL

OFF WITH CAMOUFLAGE

BACK TO PRE-WAR FINISHES

Snow-White Enamel is used by the British Navy, the largest Atlantic liners, and wherever the architect demands the finest enamel finish.



WM. HARLAND & SON

MERTON, ENGLAND

BUFFALO, N.Y. - - - - - - TORONTO, ONT.

Harland's Varnishes

ESTABLISHED 1791

Wm. Harland & Son were well established when Napoleon was overthrown.

They have lived to see the overthrow of the Kaiser.

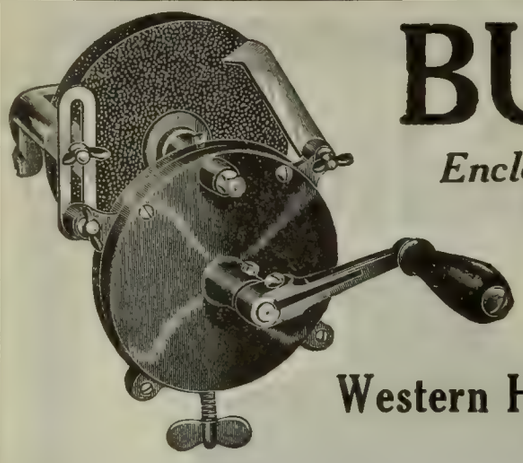
Harland's Varnishes have stood the test of all these years.

The **Harland** Seal is a guarantee of quality.



WM. HARLAND & SON
MERTON, ENGLAND

BUFFALO. N.Y - - - - - - TORONTO, ONT.



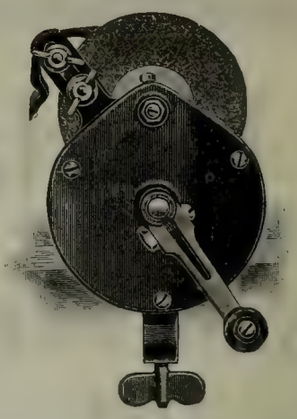
BULL DOG

Enclosed Cut Gear Tool Grinders

have Vitrified Corundum Wheels. Gears correctly cut from solid blank—means quiet, smooth running.

Bull Dog Grinders cost less and are made to give satisfaction and do. They are Durable, Perfect, Satisfactory, Attractive and **profitable to handle.**

Write Your Jobber. ***Get Catalogue No. 1***



Western Hardware Mfg. Co., Limited
Wilwaukee, Wisconsin

Welcome To Our City
and
New Warehouse

While in the city attending the Exhibition we would be very pleased to receive a call from all the hardware trade. We have something to be proud of in our new home and will consider it a privilege and pleasure to show you over the plant.

Give us a ring from your hotel and we will call for you.

PHONE JCT. 355
- 356
- 357

SANDERSON PEARCY & CO., LTD.
TORONTO

PLUMBS **SAND'S** LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:

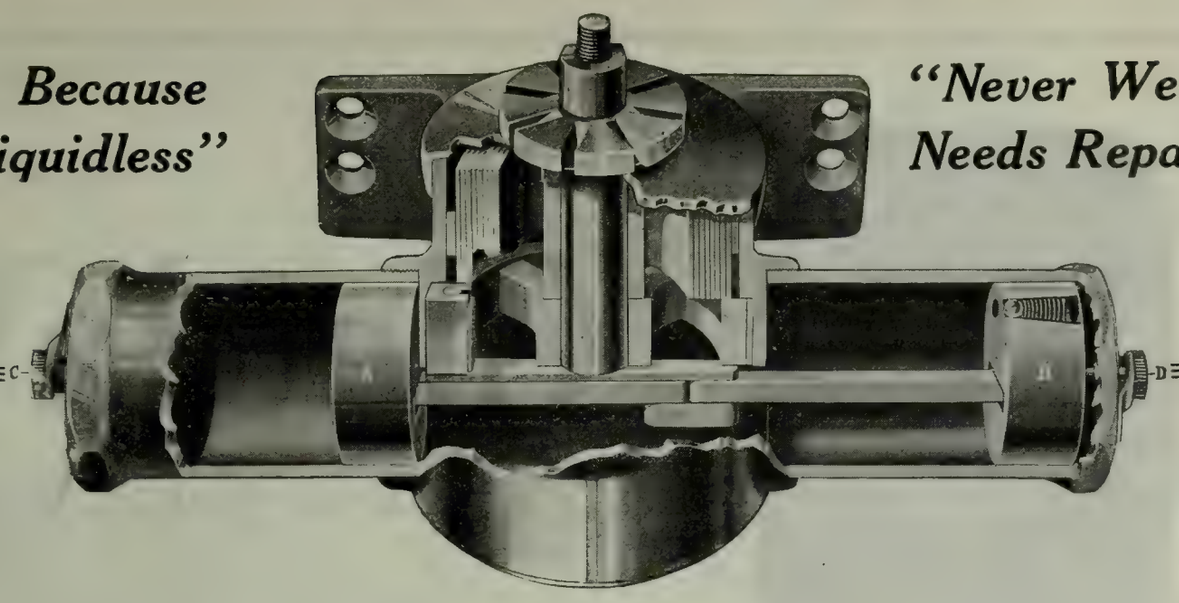
CAMPBELL AGENCIES, McKinnon Building
TORONTO, ONT.

HARDWARE AND METAL'S electro catalog shows upwards of 400 hardware electros. These are supplied, mounted on wood blocks, at 25c each. Write for free booklet showing assortment.

HARDWARE AND METAL
Electro Service Dept.
143 University Ave. Toronto, Can.

"Best Because It's Liquidless"

"Never Wears or Needs Repairs"



Jobson Liquidless Door Check

Guaranteed for Five Years

The Reasons Why it Has Great Sales

Jobson Liquidless Door Check cannot freeze—contains no oil or other liquid; closes doors with quiet, smooth action in varying temperatures without adjustment; the resistance is low—opened easily by a child; there is no operating cost; easily adjusted for speed, and heavy draughts; once set, it requires no attention; compact and light, it is also neat in appearance.

The Jobson never corrodes or sticks. It is guaranteed in writing for five years against defects in material or workmanship.

Selling Features in its Construction

The alignment bearing is extra long and well supported; pistons are machined and fitted to cylinders, preventing air leakage; the expanding friction brake is on the automobile internal expanding brake principle; thermoid brake lining is of toughest Canadian asbestos and wire; clock spring type of spring—tempered steel; dry lubricant is used for all parts—no oiling required. Every check is actually tested on a door before leaving the factory. Sell a little higher, but yield more profit and satisfaction. Manufactured by

The Liquidless Door Check Company

564 W. Randolph Street

CHICAGO



Cleola

A Grand Opera Model, equipped with KRASCO motor

Piano finished mahogany, 50 inches high by 23 inches square, Cleola is attractive in appearance and effective in results.

From the violin wood tone chamber to the wonderful Krasco motor the up-to-the-minute features reflect design with supremacy for its object. Cleola plays all records, and by the touch of a key a Tone Modifier amplifies or modifies the volume of sound.

You'll be proud to sell Cleola and pleased with the profit. Cleola is guaranteed.

James H. Cumming, Sales Manager

State-Lake Building, 190 North State Street

Chicago, Illinois

No

Contagion

Spreads among children like the desire for



"Push-a-Bike"

The children sell it for you; display a few in the window and you'll have a fleet of sales. Push-a-Bike is adjustable in size, brightly finished in varnished colors, has a spring seat and steel axles. Practically indestructible. Large production fixes a price that makes them best value for the money.

Packed one to a carton, six to a crate, and weigh 100 lbs. to the dozen.

James H. Cumming, Sales Manager

State-Lake Building, 190 North State Street

Chicago, Illinois



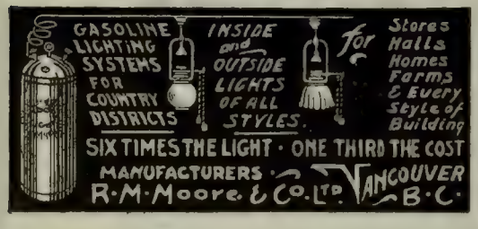
TRADE MARKS

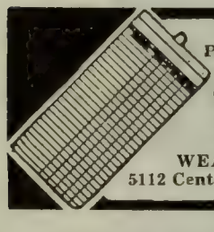
Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

A. H. FRASER Representing Manufacturers of
Hardware and Auto Accessories in Western Canada
1150 Homer St. VANCOUVER, B.C.

Decalcomania Transfer
NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
264-370 Richmond St. W., Toronto, Can.

TRADE **SAWYER** MARK
Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with





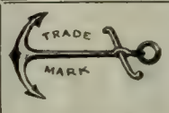
Convenient, Efficient
Price Cards for Hardwareman, Stationer, Druggist or any retailer.
The "ONLY" Price Card
Both sides ruled. Special stock, can be erased many times. Write for prices.
WEAVER-BEACH CO.,
5112 Central Bldg., Rochester, N.Y.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO
[illegible] WILLIAM ST NEW YORK

Swedish Steel Forging Co.
SWEDEN
RAZORS
Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal

F. E. LINDSTROM
SWEDEN
PLYERS
Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal



Springs and Axles
We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.
Automobile, Trolley, Railway and Heavy Coil Springs.
The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

E. VICTOR VALLANCE
Winnipeg, Canada
Hardware Manufacturers' Agent
Energetic Representation
"Covers the West and Sells the Best"

'Monarch" & "Safe-Lock" Fencing,
We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.
Owen Sound Wire Fence Co., Ltd.
OWEN SOUND, ONT.

PETERBOROUGH CANOES
We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans
The Peterborough Canoe Co., Limited
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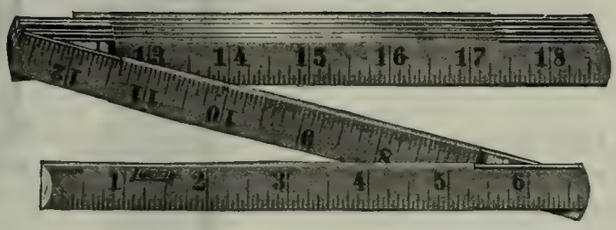
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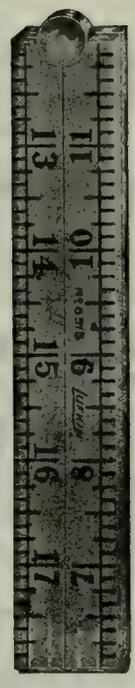
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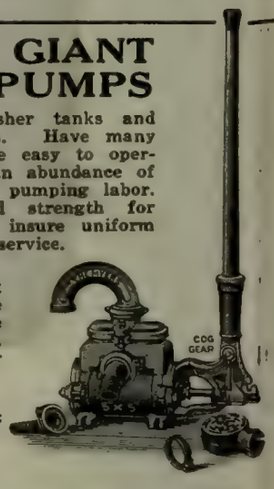
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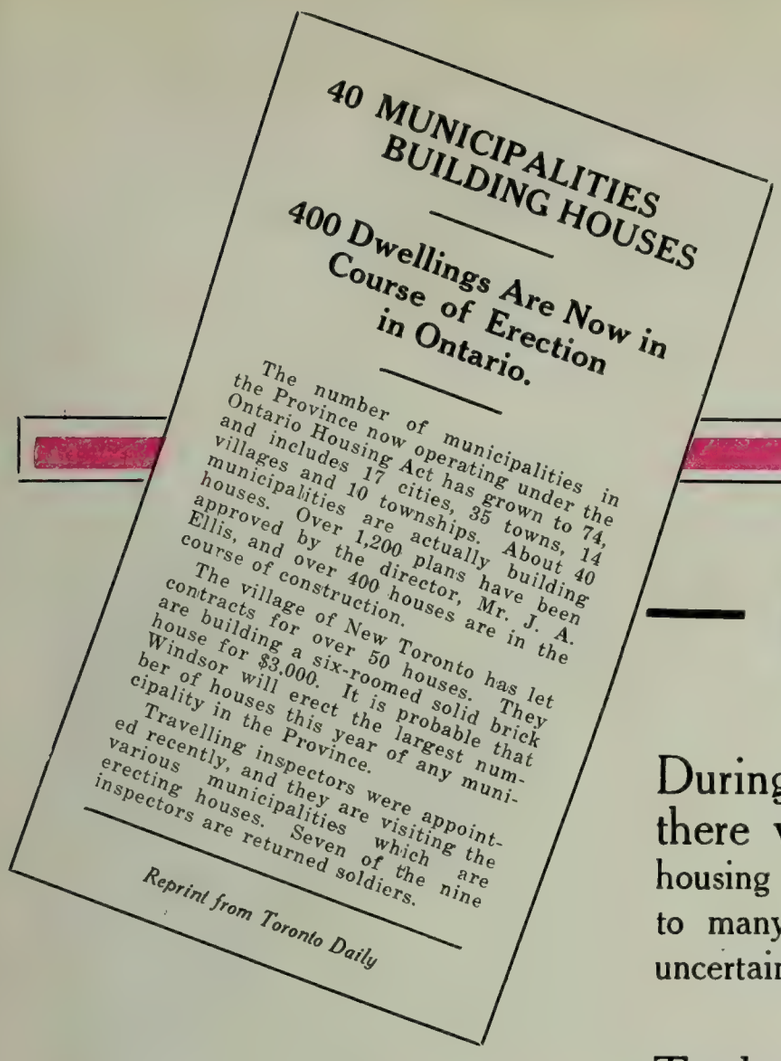


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The number of municipalities in the Province now operating under the Ontario Housing Act has grown to 74, and includes 17 cities, 35 towns, 14 villages and 10 townships. About 40 municipalities are actually building houses. Over 1,200 plans have been approved by the director, Mr. J. A. Ellis, and over 400 houses are in the course of construction.

The village of New Toronto has let contracts for over 50 houses. They are building a six-roomed solid brick house for $3,000. It is probable that Windsor will erect the largest number of houses this year of any municipality in the Province.

Travelling inspectors were appointed recently, and they are visiting the various municipalities which are erecting houses. Seven of the nine inspectors are returned soldiers.

Reprint from Toronto Daily

— building's on

During the first few weeks of the year there was much talk of the proposed housing scheme, but action was lacking, owing to many reasons chief among which was the uncertainty of the price of building materials.

To-day, building's on with a rush, not only by the various municipalities but by contractors and private owners — no more waiting for the drop in hardware, lumber, glass, etc., for they realize that houses must be built at any cost.

With buildings going up rapidly, glass will be needed in large quantities and needed quickly.—Are you prepared to meet this demand with a fully assorted stock of sizes in

"RED S"

WINDOW GLASS

Toronto Plate Glass Importing Co., Limited

Don Roadway

TORONTO

Glass Benders to the Trade

"Red S" Window Glass, Plate, Figured, Stained, Wired, Bent, Mirror and Ornamental Glass

COMMUNITY PLATE





©1919, O.C.L.

ONEIDA COMMUNITY, LTD

To appear in MACLEAN'S MAGAZINE for November. Watch for our Fall advertising campaign.

HARDWARE AND METAL

Vol. XXXI
No. 35

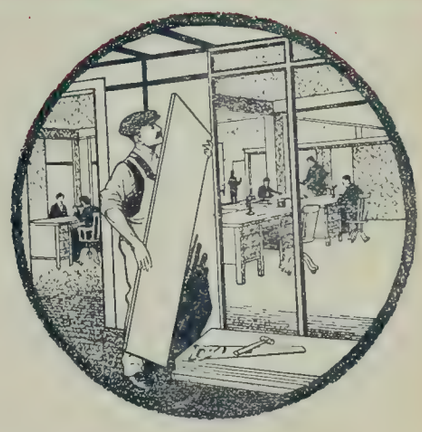
PUBLISHED EVERY SATURDAY SINCE 1888

AUGUST 30
1919

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA



Who's Getting the Business?



For months past our giant mills have been working to capacity in order to meet the demand for Neponset Products.

Somebody is getting the business. Some Neponset Dealers are reaping a rich profitable harvest. Are you?

Your opportunities to increase your turnover are almost unlimited. Stock and sell.

NEPONSET PRODUCTS

TRIED PRODUCTS FOR EVERY BUILDING PURPOSE

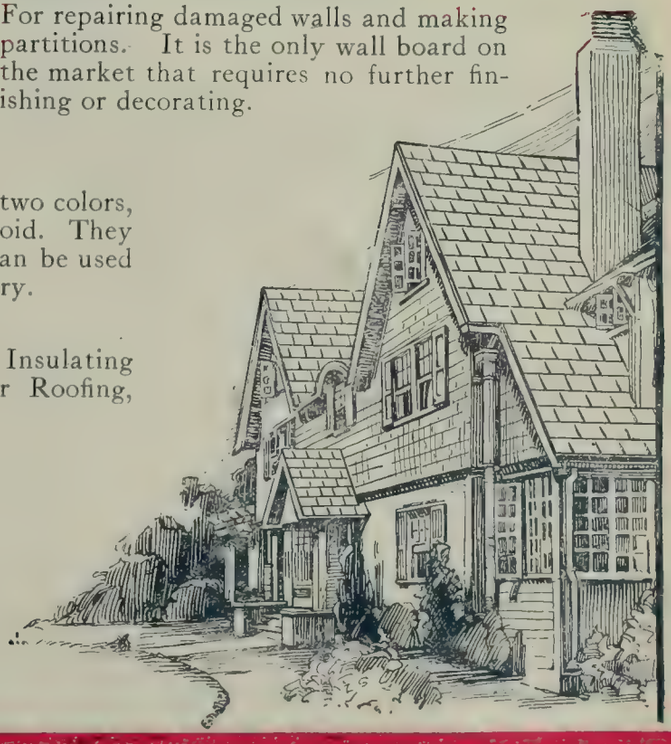
NEPONSET PAROID ROOFING
The ideal roofing for factory buildings, warehouses or barns. A roofing with nineteen years of service to sustain its reputation as the best ready roofing manufactured in Canada.

NEPONSET WALL BOARD
For repairing damaged walls and making partitions. It is the only wall board on the market that requires no further finishing or decorating.

NEPONSET TWIN SHINGLES
For roofing all homes. These shingles are made in two colors, red and green, of the same serviceable stock as Paroid. They are not only ideal for roofing your home, but can be used serviceably and with splendid effect on your factory.

NEPONSET PRODUCTS
Asphalt Felt, Black Waterproof Building Paper, Insulating Paper, Plastic Cement, Neponset Paint, Rubber Roofing, Neponset Floriab.

Write for Prices.
MADE B



BIRD & SON, LIMITED
HAMILTON, ONT.

Mills: Hamilton, Ontario; Pont Rouge, Quebec

Manufacturers of Roofing,
Wall Board and Roofing Felts

To cut down the cost per cut

A Matter of Teeth

The efficiency of a hack saw blade depends almost entirely upon the rake, the "set," and the pitch or number of teeth to the inch.

There's no overhanging "hook" to the teeth on a Starrett blade. With proper adjustment of weight or pressure, they'll cut just as fast on the last cut as on the first. The teeth are uniform in shape, "set" and spacing. That's why every blade in a box of Starrett saws cuts alike.

Starrett Hack Saws are made in varying pitches or number of teeth to the inch, from 10 to 32, according to the work they are intended for.

Different kinds and shapes of metal need different blades for economical cutting. Get Starrett blades, use them according to the Starrett Hack Saw Chart and watch your cost per cut decrease. Write for Catalog No. 21 "MA"; it's free.

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

the blade



Use Starrett Hack Saw Blades

Uniform quality is one of the things your customers want in Hack Saws — give them STARRETT'S.

42-963

HARDWARE AND METAL, August 30th, 1919. Volume XXXI., No. 35. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



Yale Cylinder Latch
No. 44

TRADE **YALE** MARK

The trade-mark that means "All's Well"—

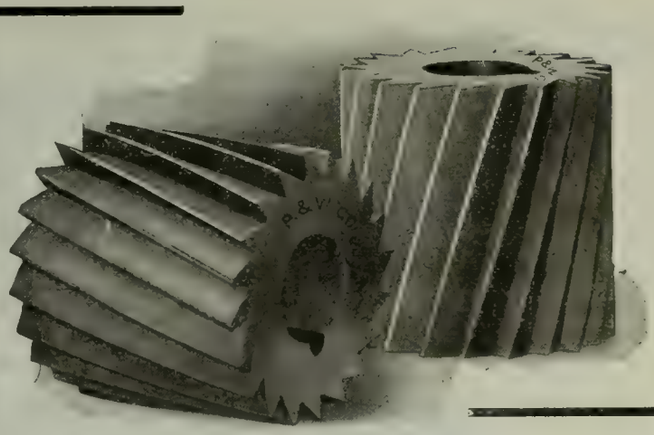
WHEN your customers see "Yale" on the Night Latches, Padlocks, Door Closers and Builders' Hardware you carry—they ***know*** "all's well."

Handling a line of established reputation, extensively advertised, brings prestige and profit to the dealer stocking Yale products.

The trade-mark "Yale" helps make the sale.

Yale products are made at St. Catharines, Ontario

Canadian Yale & Towne Limited



CUTTERS

Milling Cutters are but one of our complete lines of Cutting Tools. We have a Cutting Tool for every purpose.

"P. & W. CO." SMALL TOOLS

—are being specified by the largest manufacturers in the country. The high quality of these tools make them constantly in demand.

Taps, Dies, Reamers, Punchers, Drills and Miscellaneous Tools

PRATT & WHITNEY CO.
OF CANADA, LIMITED

Dundas, Ontario, Canada; Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.

Williams' Superior Drop-Forged Wrenches



WHEREVER wrenches are used, particularly in exacting production requiring hard and continuous service, Williams' Wrenches are preferred.

Through constant and systematic effort, during nearly half a century, to produce only the best, Williams' Drop-Forged Wrenches have been so developed that today their superiority is generally conceded. There's a strong, dependable Williams' Wrench, standard in design and size, for every recognized trade need. Every one of the 40 patterns in about 1000 sizes, with openings from 3/16 to 7⅝", carries the Williams' guarantee of service.

Specify "Williams' Wrenches" and get superior quality. Ask for a copy of our Wrench Booklet.

J. H. Williams & Co.
"The Wrench People"

30 Richards Street, Brooklyn, N. Y.

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask., Agents for Manitoba, Saskatchewan, Alberta and British Columbia

The Trade Mark known

UNIVERSAL

in Every Home

LUNCH BOXES



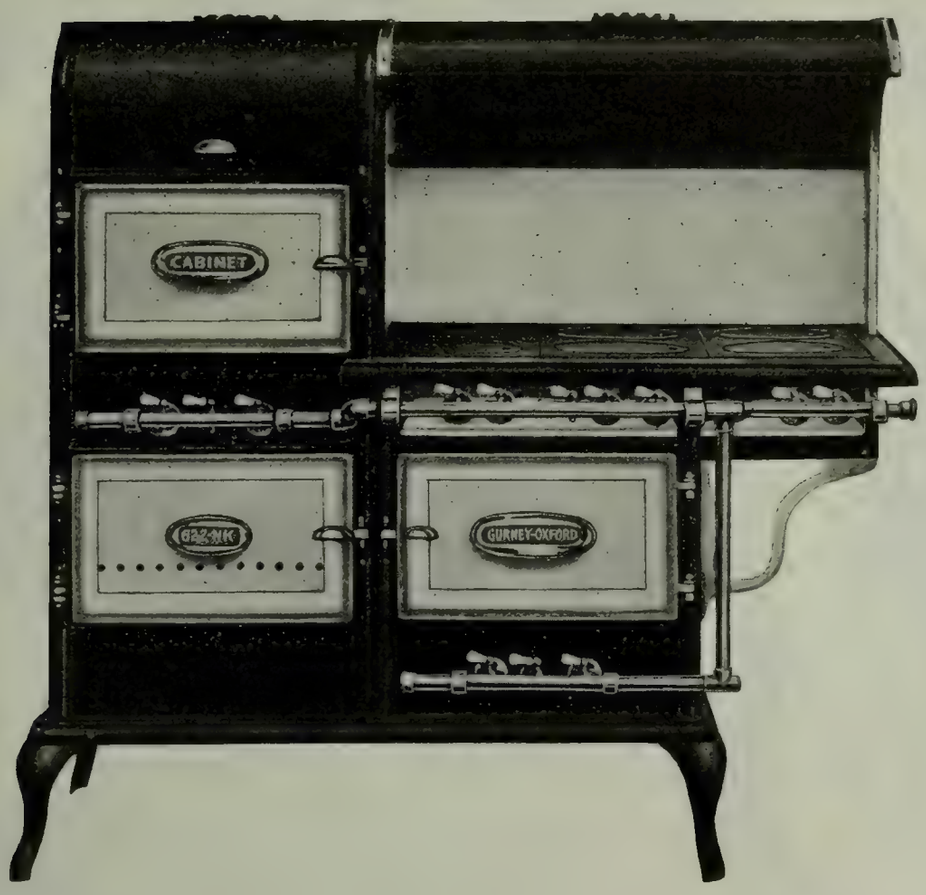
Do you recognize this hand? It belongs to one of the thousands of workers who daily carry UNIVERSAL Lunch Boxes.

More men are going into the factories and shipyards every day. Sell them UNIVERSAL Lunch Boxes.

Landers, Frary & Clark, New Britain, Conn.

Canadian Representatives: A. Macfarlane & Company, Ltd., Montreal.

GURNEY-OXFORD GAS RANGES



Mr. Dealer:

When you come to the Toronto Exhibition do not forget to visit our exhibit—see our full line of gas ranges—cast iron ranges—steel ranges—heaters—in fact every appliance for heating and cooking. Make yourself known; we will be pleased to see all our old and new friends.

THE OUTWARD SIGN GURNEY-OXFORD OF INWARD QUALITY

The Gurney Foundry Co., Limited

TORONTO - - ONTARIO

The Gurney-Massey Co., Ltd., Montreal, Que.
The Gurney North-West Foundry Co., Ltd., Winnipeg
The Gurney Foundry Co., Ltd., Calgary
The Gurney Foundry Co., Ltd., Vancouver





Trusty Foundation Stones

Just as the master builder selects only the strongest stones for the masonry of his foundation walls, so you should select the tires that will build your tire business on the sound foundation of "satisfaction." You can't hope to build a lasting business on a quicksand of disappointed customers. Quality, Strength and Endurance in a tire are essential, and only with tires that possess these qualities can you build a permanent tire business.

MALTESE CROSS TIRES

are mechanically perfect and will exceed the demands of even your hard-to-please customer. Remember all customers are boosters for you when satisfied. Decide to-day to feature in your store, "The Tires That Give Satisfaction"—Maltese Cross Tires.

Gutta Percha & Rubber, Limited

HEAD OFFICES AND FACTORY, TORONTO

BRANCHES:—Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Saskatoon, Regina, Calgary, Edmonton, Lethbridge, Vancouver, Victoria.



First Choice

With Garage Owners

The 805 and 806 Garage Door Sets are opened and closed with ease. One door opens independently, permitting ready entrance at all times without opening the whole set of doors. This pleasing door set saves space and time in opening. It slides and folds along the wall out of the way.



Set No. 805 includes — No. 29 Latch; 1 only Swivel Hanger; 6-foot Braced Rail; 4½ pair 4x4 inch jap. No. 505 T.P. Butts; 1 only No. 830 Foot Bolt; 1 only No. 5 Pull; 1 only 4½-inch No. 30 Safety Hasp. No. 806 is the same except that the Latch is No. 27. All bolts and screws packed in the "Unusual National Way," japan finished. Catalogue and prices for a postcard.

And a Bright Future for Sales

The well known fact that most automobile factories are unable to produce cars fast enough to supply the demand is a promising indication of the field for future business.

The host of purchasers are chiefly owners of garages; this handsome door set wins them on sight.

National Mfg. Co., Sterling, Ill.

The Great West Trolley Door Hanger



A hanger built for service and especially recommended for use on heavy doors.

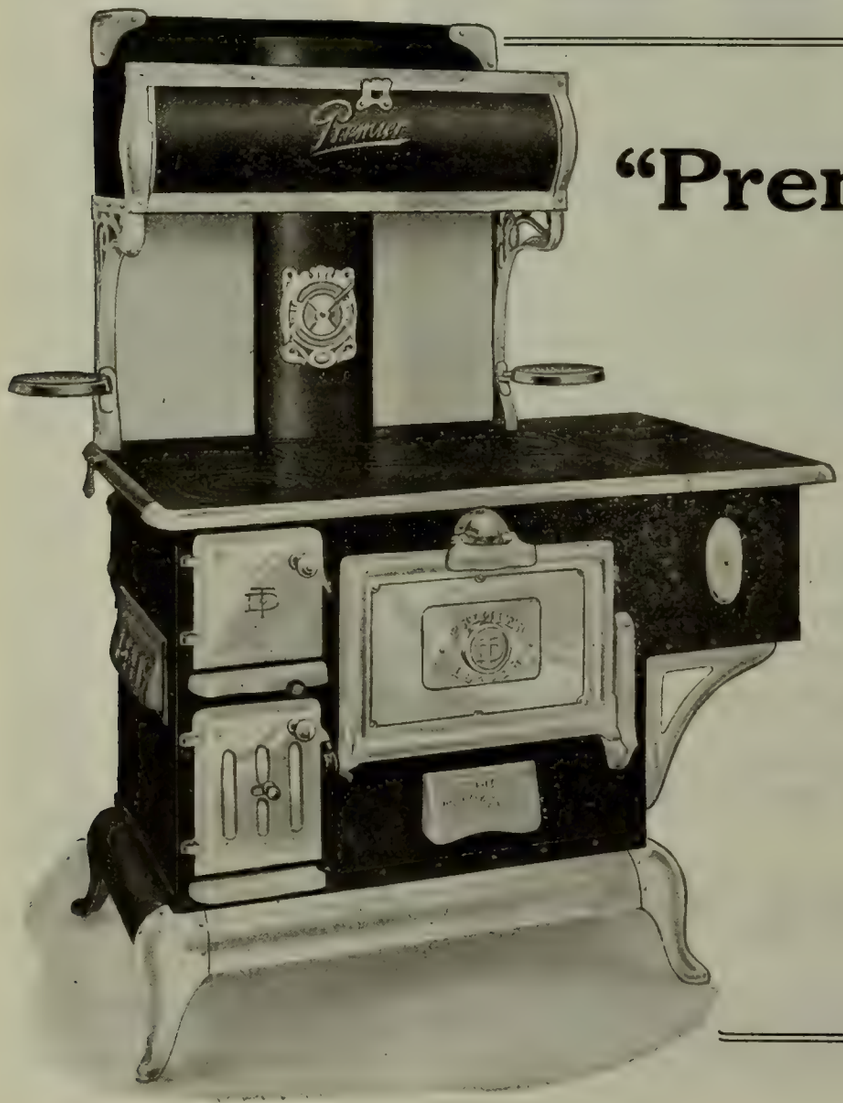
The axles pass through seamless tubes and turn on steel roller bearings, making it anti-friction and very easy running.

A leading feature of the "Great West" is the vertical and lateral adjustments, allowing the door to be raised or lowered, or the space between the door and building increased or decreased as desired.

The track is made of heavy steel and double grooved attached to the building with heavy corrugated brackets.

We will gladly look after your door-hanger prospects. Write us.

Canada Steel Goods Company, Limited
HAMILTON, ONTARIO



Why the

"Premier" Ranges

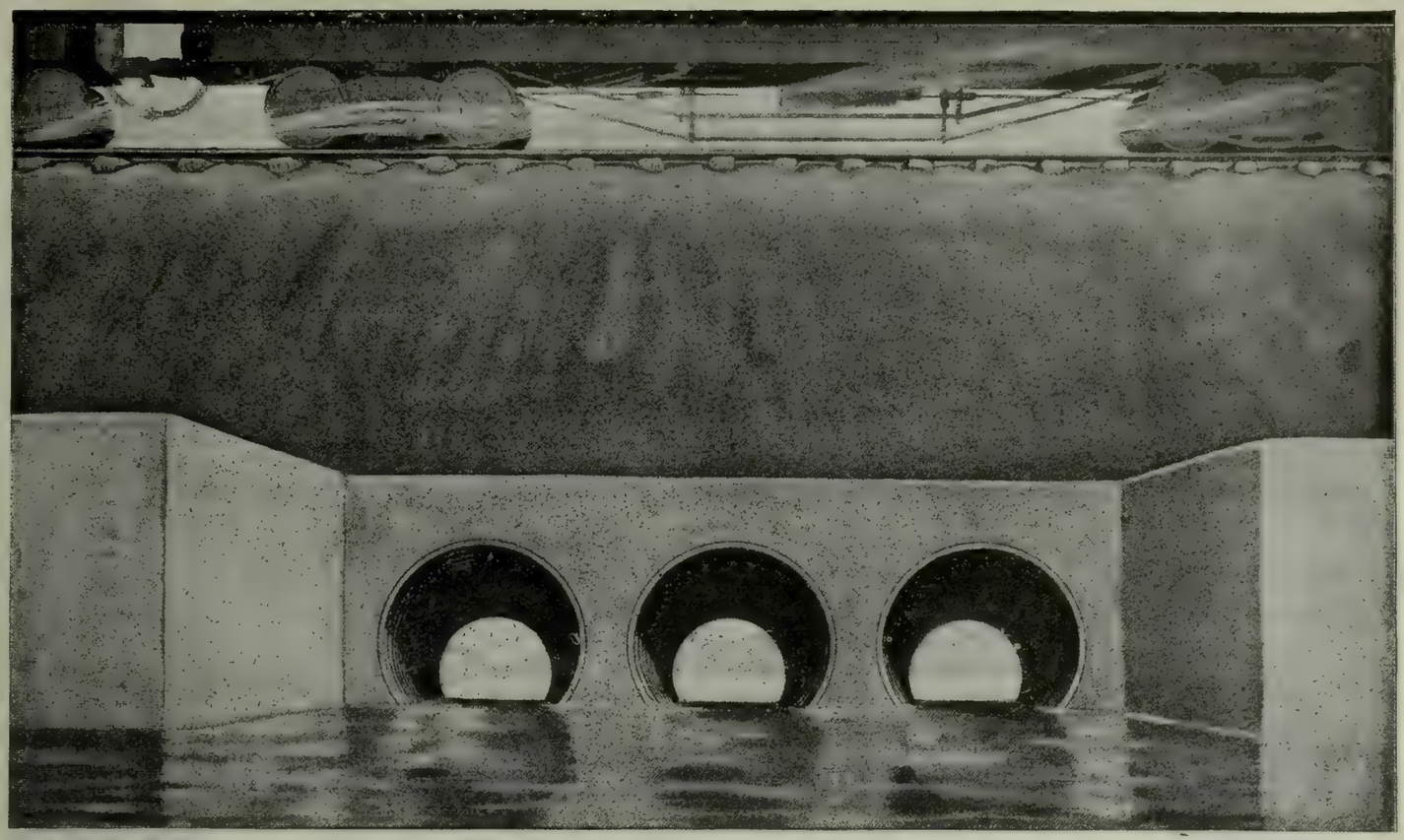
Sell

Its appearance, its conformity and its value appeal to the buyer.
The nickeling is just sufficient to give it a bright, attractive appearance.
The conformation is attractive.
The value is there on account of the material used, and the skilled workmanship put on it.

The oven, fireplace, warming closet and reservoirs (either right or left), receive expert attention, and everything is RIGHT. It is a repeater. Try them.

The Thomas Davidson Mfg. Co., Ltd.

Toronto Montreal Winnipeg



Permanent Culvert Construction For Railroads or Highways

The three culverts shown above replaced a wooden trestle on a Canadian railway.

They form a permanent, effective construction. The same culverts are proving their worth under practically all Canadian railways.

PEDLAR'S "PERFECT" TONCAN METAL CULVERTS

These culverts are sufficiently strong for any load: The corrugations grip the ground, the culvert cannot be injured by freezing, thawing, jars or vibration and—

Since these culverts are of Toncan Metal, they will last indefinitely—because Toncan Metal resists rust.

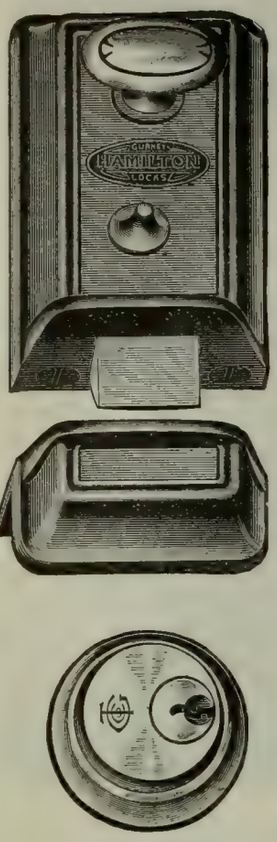
Why not install these long-lived, trouble-free, economical Toncan Metal Culverts to replace failing culverts, trestles and bridges?

Write us today for "Culvert Folder 32

The Pedlar People, Ltd., Oshawa, Ont.

Canadian Distributors of Toncan Metal

The Stark Rolling Mill Co., Canton, O., Sole Makers



Lines That Pay Well To Handle

Goods of merit that are well and favorably known and for which a constant demand exists are the lines to concentrate on. Buying unknown brands even at attractive prices may enable you to make a few sales, but—are they repeaters? Do they give you a name amongst your customers for reliability? The "Gurney Hamilton" line of

Builders' Hardware for Every Kind of Job

enables you to sell your customers goods that give satisfaction through their excellence and high standard of manufacture—also giving you a fair margin of profit.

Locks and Keys, Sash Lifts and Fasts, Simplex Transom Lifters, Escutcheons, Push Plates, Bell Sets, Knobs, Store Door Sets, Front Door Sets, Inside Door Sets, Sliding Door Sets, Foot and Chain Bolts, Cupboard Catches, Transom Catches, Drawer Pulls, Hat and Coat Hooks, Shelf Brackets, Casement Holders, Hinges and Butts, etc., etc.

Special discounts for quantity orders. Write us for catalogue and prices on any lines you are interested in.

THE HAMILTON STOVE & HEATER CO., Ltd.

Successors to Gurney, Tilden & Co., Limited

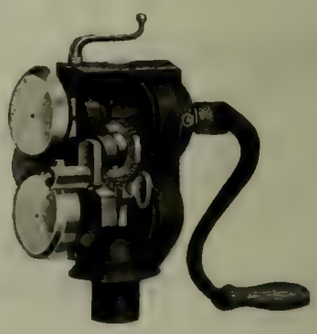
Hamilton, Canada

Head Office and Works: Hamilton
Branch Offices and Warehouses: Winnipeg, Montreal, Vancouver



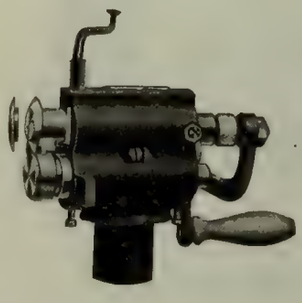
SMALL MACHINES

Are Made for Service. They Combine Durability, Speed and Accuracy



No Tinshop can afford to be without a set of these machines

We manufacture a full line of Tinners' Tools



Drop us a line for full particulars and prices

The Brown-Boggs Co., Limited

Hamilton, Canada

BY-PRODUCT COKE
SULPHATE of AMMONIA

"HAMILTON" PIG IRON
Basic Malleable Foundry

STEEL & IRON BARS
OPEN HEARTH STEEL SHEETS

FORGINGS
Car Axles
Shape and Drop Forgings
Carriage and Automobile Hardware

POLE LINE HARDWARE
(Black and Galvanized)
Pole Steps
Cross Arm Braces
Guy Clamps
Guy Rods

SCREWS
Steel, Brass and Bronze
Wood and Machine Screws

NAILS, SPIKES & RIVETS
Wire
Cut
Boat and Horse Shoe Nails
Railway
Pressed and Drift Spikes
Tacks
Shoe Nails
Steel and Copper Rivets
Burrs

Purchase the Products of Canadian Mills

TO uphold the Glory we have jointly earned—to honor our noble dead—to comfort the wounded, and extend to the men returned the hand of prosperous welcome, we must cast aside all forebodings and face the future with unbounded courage and confidence and, without a shadow of doubt, declare to the World that this Nation, which was so quickly and successfully transformed to a War basis, can be depended upon to revert to Peace conditions with equal success. The buyer and seller must recognize their duty to the Nation and co-operate fully to the end that all products that can be produced in Canada by Canadian workmen shall not be purchased elsewhere.

OUR Duty is plain; Canada with Canadian labor and capital can produce, manufacture and distribute products sufficient to keep the wheels of industry turning to the limit. The song of Prosperity and Happiness should ring out all over the land. Let us sincerely pledge to the extent of our needs, to purchase materials produced in Canada by Canadian Workmen, and the result of our efforts will return to us the Blessings of a Prosperous and Happy Nation.

THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL

RAILROAD TRACK MATERIAL
Angle Bars
Track Bolts
Tie Plates
Tie Rods
Spikes

WROUGHT PIPE
Black Pipe
Galvanized Pipe
Nipples
Couplings

LEAD PRODUCTS
Lead Pipe
White Lead
Shot
Putty

WIRE
Steel & Brass
Copper & Bronze
Heavy and Fine
Bright Annealed
Coppered
Galvanized and Tinned
Stranded
Steel and Copper Cable
Clothes Line
Staples
Barb Wire
Woven Wire
Fencing
Fence Gates

Bars
Blooms
Billets
Wire
Wire Rods
Sheets
Horse Shoes
Angles
Channels
Plow Beams

"YANKEE" TOOLS

Save Time At Every Turn

RATCHET DRIVER

Nos. 10 and 11

Made in 8 lengths from 2 to 12 inch blades



Here you have an easy moving ratchet, right hand, left hand or rigid; a comfortable handle, and withal, a strong and powerful driver that saves time and labor at every turn.

Your Jobber Can Supply You

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

TRIMO

The word Trimo

stands for good tools made by the Trimont Mfg. Co., which are the following:

The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn. Save money and buy Trimo goods, made by

TRIMONT MFG. CO.

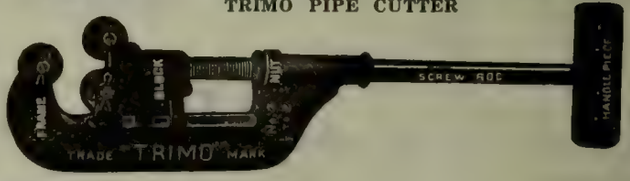
55-71 Amory Street
Roxbury, Mass.
U.S.A.



TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES

WITH FLAT-LINK OR CABLE CHAIN

WILT

The progressive Hardware Dealer sells **WILT High Speed and Carbon Twist Drills, Reamers and Milling Cutters** because

—**THEY ARE TOOLS OF QUALITY** made by especially trained, high-class workmen skilled in the art and science of tool manufacturing.

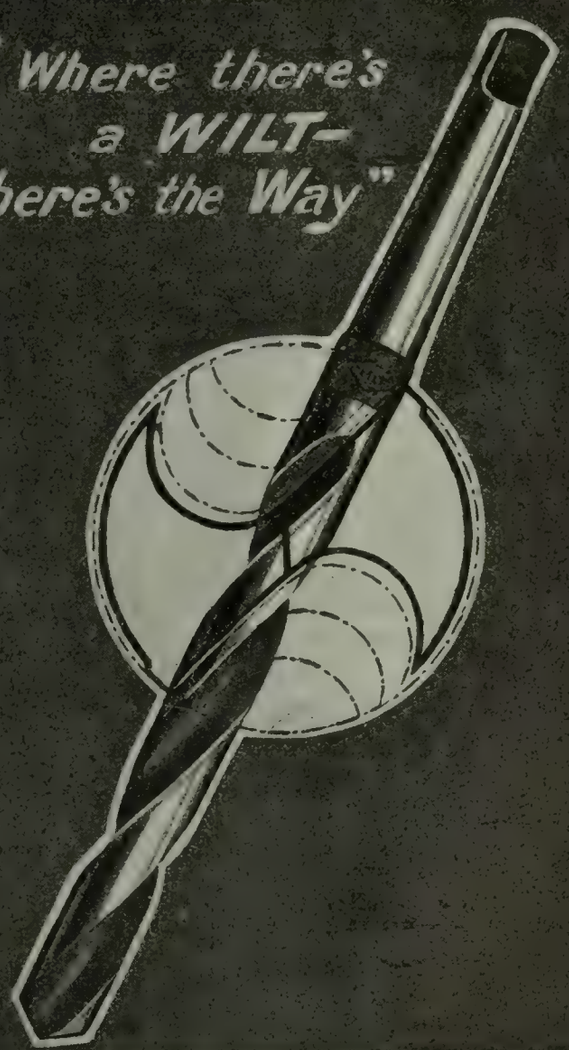
—**THEY CONTAIN ONLY THE BEST MATERIALS.** We are very particular in the choice and selection of raw materials, accepting only that which passes our most exacting inspection which is based on the highest standards.

—**THEY CREATE CUSTOMERS' SATISFACTION** and our guarantee and our broad policy of interpreting that guarantee assures complete satisfaction and meets with the approval of all users.

—**THEY ARE PROFITABLE TO SELL.** The reasonable profit with which we are content allows the dealer a splendid margin on his sale.

SELL WILT PRODUCTS

"Where there's a WILT— there's the Way"



HIGH SPEED AND CARBON TWIST DRILLS

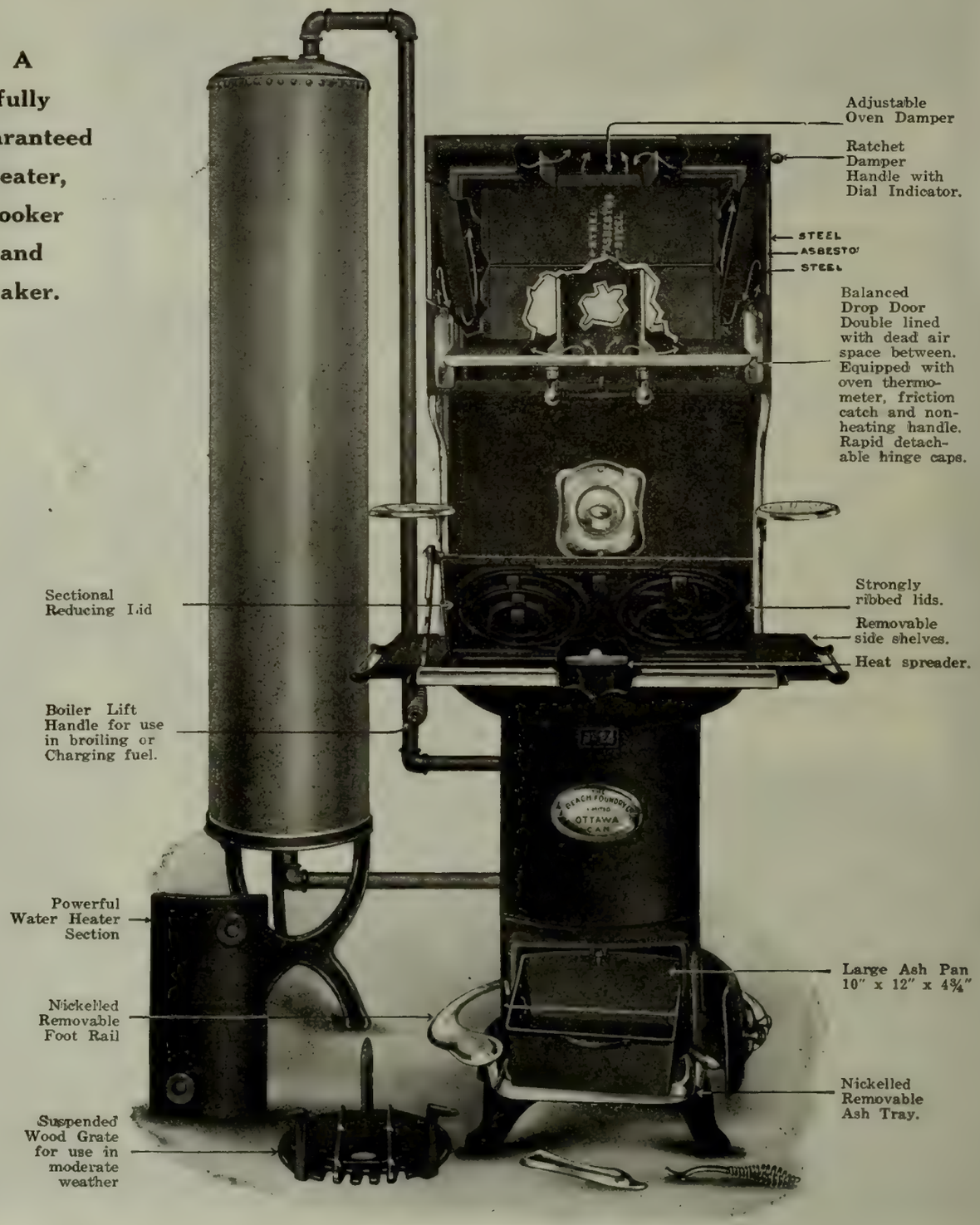
WILT TWIST DRILL CO.

WALKERVILLE OF CANADA, LIMITED ONTARIO

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England

Increase Your Sales By Handling The Maple Leaf Line

A fully guaranteed Heater, Cooker and Baker.



THE COMPOSITE

Sectional illustration of B9-24 Composite with plain panel.

Descriptive illustrations mailed on request.

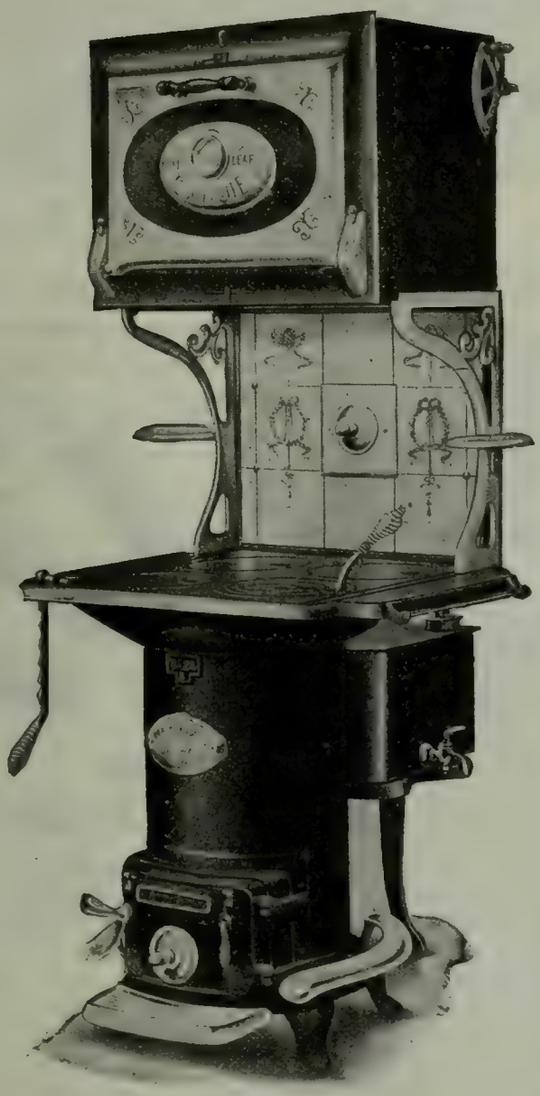
Manufactured by

THE BEACH FOUNDRY COMPANY LIMITED

OTTAWA - - CANADA

Western Distributors: THE CANADIAN SUPPLY COMPANY, LIMITED, SASKATOON, SASK.

Increase Your Sales By Handling The Maple Leaf Line



THE COMPOSITE

1919 Improved Design

With Oven and tile panel.

Triangular or Draw Centre Grates.

Eight Gallon Planished Copper Reservoir.

Designed to save Fuel, Energy and Space.

Satisfied Users make your Sales.

The Opinion of the Dealers

Ottawa, May 3rd, 1919.

The Beach Foundry Co., Limited,
Ottawa, Can.

Gentlemen,—I have been selling your Composite since last September and have sold over 50 during that time. My customers are well pleased and speak very highly of them being first-class bakers and cookers, also great heaters, taking so little room; also where the water section is attached it gives any amount of hot water.

Now I might say that I am delighted with it as a seller and expect to sell at least 150 of them and perhaps more during this season. My customers recommend them, and I notice the Composite is getting more talked of every day, which does a great deal in helping to sell them. Wish you every success.

I remain, yours truly,
JOHN LIVINGSTON.

Tweed, Ont., May 1st, 1919.

The Beach Foundry Co., Limited,
Ottawa, Can.

Gentlemen,—We take pleasure in expressing our satisfaction in handling your Composite stove. This stove is something entirely new and in our opinion fills a long felt want in combining a Heater and Cookstove.

We sold a number of these stoves last fall and each of our customers expressed their satisfaction.

We are looking forward to a much larger sale of these stoves the coming autumn.

Yours respectfully,
TWEED HARDWARE CO.,
F. S. Roth.

Varna, Ont., Feb. 26, 1919.

The Beach Foundry Co., Limited,
Ottawa, Can.

Dear Sirs,—I am enclosing you cheque in payment for the Composite Stove.

Your salesman told me to try the Composite before settling. When I did not sell it at once, I had it taken into my own house and it has given the very best of satisfaction.

I would not sell it for twice the amount if I could not get another, as my wife uses it altogether. She has discarded our big range.

Yours truly,
L. BEATTY, Dealer.

The Opinion of the Users

Walkerton, Ont., Jan. 31, 1919.

The Beach Foundry Co., Limited,
Ottawa, Can.

Dear Sirs,—I must say since using the Maple Leaf Composite I would not trade it for the range I have in which costs us $100.00.

I can get oven hot and cakes or buns baked in fifteen minutes from closing oven.

I am pleased with my Composite, and another thing, it burns less coal than the range.

Yours respectfully,
MRS. C. SMITH.

Brackley, Queen's Co., P.E.I.,
The Beach Foundry Co., Limited, Feb. 17th, 1919.
Ottawa, Can.

Dear Sirs,—I must say that the Composite stove is the best thing I ever struck in that line of goods. Besides being a perfect baker it is the best heater I ever saw.

I think I can save the price in coal in one winter, and have twice the comfort I had with the old style range.

Yours truly,
JERRY JACKSON.

Prescott, Ont., R.R. No. 3,
The Beach Foundry Co., Limited, Feb. 20th, 1919.
Ottawa, Can.

Dear Sirs,—We have enjoyed the Composite more so far than any heater or range we have ever owned. We have had no trouble whatever with it.

It is a perfect baker in every way. Every visitor admires it. It uses less coal and takes such small floor space.

Yours truly,
MRS. JAS. MORROW.

Hagersville, Ont., Feb. 5, 1919.

The Beach Foundry Co., Limited,
Ottawa, Can.

Dear Sirs,—I am very pleased with the Composite. It is a very economical stove. As a good heater it is about the best I ever had, and it does the heating on very little coal.

As to baking, why nothing can surpass it.

Yours truly,
W. J. ALWARD.

Manufactured By

THE BEACH FOUNDRY COMPANY LIMITED

OTTAWA - - CANADA

Western Distributors: THE CANADIAN SUPPLY COMPANY, LIMITED, SASKATOON, SASK.

E. Roy, 65½ St. Andre St., Montreal, Que.
A. S. Butchart, 26 Adelaide St. W., Toronto
C. C. Cartwright, Union Trust Bldg., Winnipeg



4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

North American Hardware Supply Limited

222 Notre Dame Street West

MONTREAL - - CANADA

Eastern Canada Representatives for--

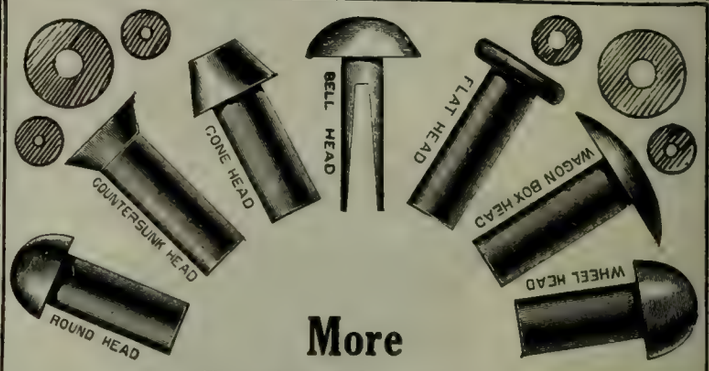
"Diamond Tires"

"Viko" Aluminum Products

ALSO

A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.

Get our price list.



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets,
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.



The Parmenter & Bulloch Co.

LIMITED

Gananoque, Ontario

PINK'S LUMBERING TOOLS

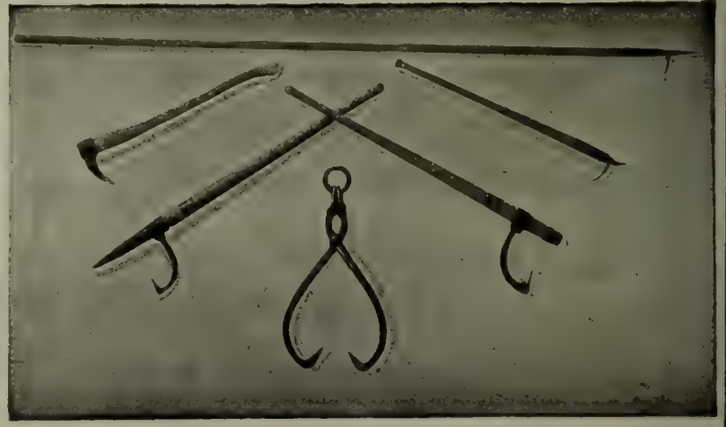
The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario

CANADA
FOUNDRIES & FORGINGS
LIMITED

Chopping Axes



AXES OF ALL DESCRIPTIONS

Boys', Hunters', Firemen's, Chopping, Bench. In shapes and weights that please.

Complete tool catalogue cheerfully sent on request. Smart's lines are always saleable first.

JAMES SMART PLANT

BROCKVILLE - ONTARIO

BROOMS

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order—*PRICES RIGHT.*

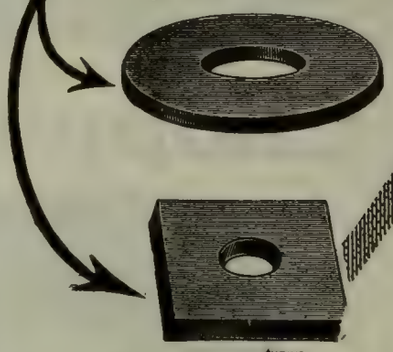
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Hamilton and Winnipeg

Wrought and Steel Plate WASHERS

of all descriptions



Round & Square Plain or Galvanized

Annealed Rivet Burrs, Felloe Plates, Sheared and Punched Plates. Malleable Washers and Cast Iron Washers.

Prompt Shipment

Wrought Washer Mfg. Company

Milwaukee, Wis.



"TALLMANS' SPECIAL" ARCTIC METAL

a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

Its long life proves its efficiency.

Tallman Brass & Metal Limited

HAMILTON, ONT.

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We manufacture a wide range of **wrought washers** of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

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LIMITED
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TORONTO CANADA

PYREX can't absorb food odors—
PYREX has no seams or crevices
to collect grease—
PYREX never rusts, dents, chips
nor discolors—
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Memorize this and you'll sell a lot of PYREX

PYREX

TRANSPARENT OVEN DISHES

Save Pan Scouring

PYREX is nationally advertised.

PYREX is guaranteed.

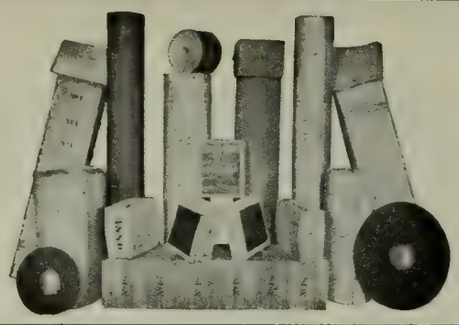
The leading manufacturers of metal mountings have adopted PYREX for their standard insets.

Jobbers handling housewares have complete stocks of PYREX.

A booklet "How to Sell More" will be posted to buyers and salespeople free on request.

Pyrex Sales Division
CORNING GLASS WORKS
World's Largest Makers of Technical Glass
559 Tioga Avenue, Corning, N. Y.





Our wide and varied experience in successful manufacturing enables us to offer you a line of extraordinary saleable products. We make—

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

A complete stock of these lines will enable you to better serve your customers. Send us a postal for full particulars and prices.

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Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.

United States Sand Paper Co.

Williamsport, Pennsylvania

The Present Building Activity



is believed by experts to be but a forerunner of still more extensive building in the near future.

And Wheeler-Bain Galvanized Products

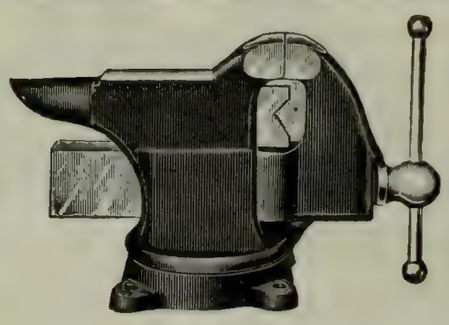
represent the ideal line for meeting the requirements in this regard. We supply Eavestrough, Ventilators, Galvanized, Copper and Tin Sheets, Corrugated Iron; in fact, everything in Galvanized Products.

Wheeler & Bain

Toronto

ROCK ISLAND VISES

A Type and Size for Every Service



No. 241—Autovise

A combination Pipe and Anvil Vise—particularly suitable for auto repair work. Write for catalogue and prices.

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Rock Island Mfg. Co.

Rock Island, Ill., U.S.A.

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113 Chambers St.

CHICAGO
180 North Market St.



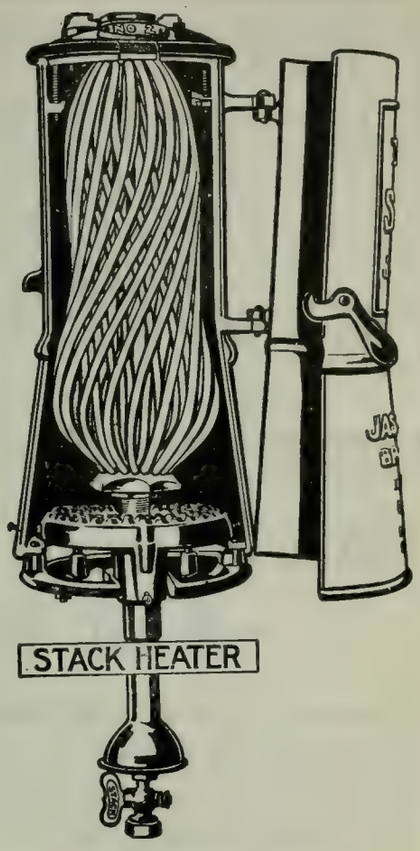
Solid Die Plates
Armstrong's Adjustable Stock and Dies
Pipe Cutters and Vises.

We are the sole manufacturers of these lines previously made by Butterfield's.
Their quality is well known among the trade. You do your customers a service by having a complete stock on hand.
Write us for our complete catalogue and price list and find out that our prices are right.
Prompt attention to all enquiries and orders.

Rapid Tool & Machine Co. Ltd.

Lachine, Que. **Branch: Iberville, Que.**

Stack Heaters Win on "Points"



Show the "points" to your customer. The Stack heats 5 gallons of water 3 minutes quicker than the average heaters; The Stack will raise the temperature of 3 gallons 28 degrees higher in 10 minutes than the average heater; the Stack will heat 3 gallons more in 10 minutes than the average heater.

It's in the tubes. Note the nearly vertical, copper circulating tubes, and the increased heating surface—the sum of the pipe surfaces. The 15% greater efficiency than just ordinary water heaters enables you to sell more Stacks and make a larger profit on each sale.

James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, Toronto

HARDWARE & METAL'S unique circulation as proven by the A B C Audit is due to 31 years of honest effort to give the retail trade the best possible service.

Watches and Clocks

MEHASCO



We have built up a large trade in this line owing to the fact that in these particular goods the merchant appreciates service. The popular priced watch that sells for $1.75 carries the following guarantee. They are guaranteed to be running right and keeping good time when you sell them to the customer. If they cannot be adjusted or fail to give satisfaction, in say one week's time, the customer can return the watch and have it replaced, and we in return replace it free of charge to the dealer. But the customer cannot use his watch until it is worn shabby and then have it replaced. We will have it repaired for him if he wishes at a slight charge. On clocks the guarantee is two years, and if they do not keep good time for that period we will have them repaired free of charge provided they are not abused.

MERCHANTS HARDWARE SPECIALTIES, LIMITED
CALGARY

REED'S STANDARD Asphalt Roofing

The dealer aiming to give his customers the utmost in money value can safely recommend **REED'S STANDARD ASPHALT ROOFING.** It stands the test of the roughest elements and is absolutely reliable.

Cement and nails with every roll. A time and money saver. Weight per square—1-ply, 35 lbs.; 2-ply, 45 lbs.; 3-ply, 55 lbs.

Prices and particulars will be mailed you on request.

We handle a complete line of Roofer's Supplies. Write us for prices and complete information.

G. W. REED & CO., Limited, Manufacturers

Montreal, Que.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.

LIMITED

GALT, CANADA

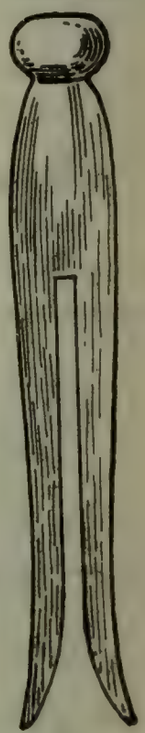
The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins





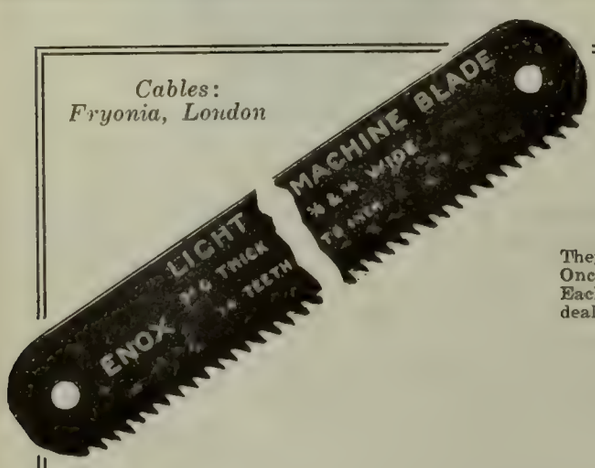
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Our clothes pins are made and designed to **stay on the line.** And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

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Will Interest Your Customers

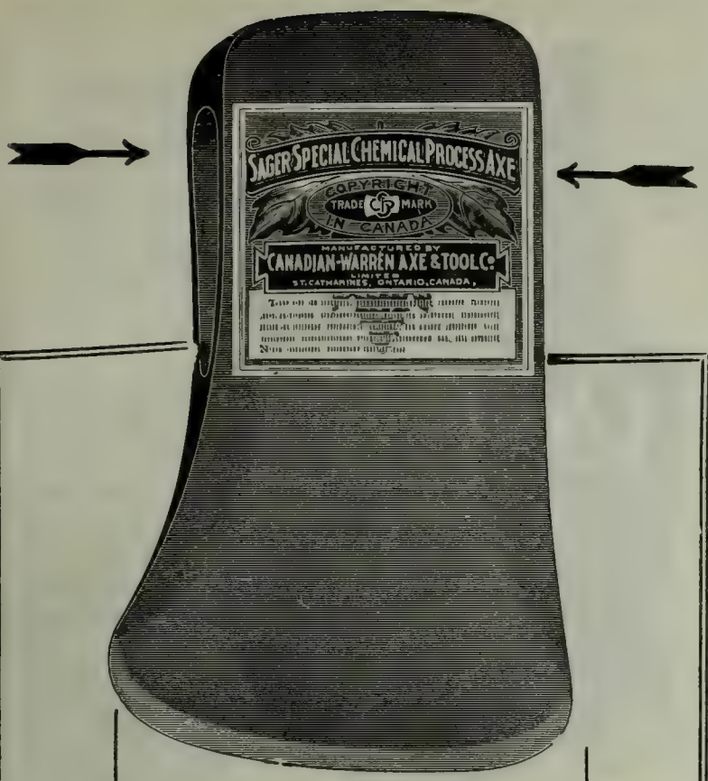
They are the very best that human skill and carefully selected materials can ensure. Once your customers have tried ENOX Hacksaw Blades, they will demand them every time. Each sale brings its own repeat orders, and our trade terms ensure a good profit to the dealer.

Write for particulars and terms to

FRYS (London) LTD.

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London, E.C. 4, ENG.

Works:
Greenwich, S.E.



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE" LOGGING TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian-Warren Axe & Tool Co.,
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

Files with a Reputation that Promotes Sales

It is easy to sell Famous Five Files, because they are known to mechanic and employer as the standard tools in their line.

Made from high grade steel, accurately ground and cut, and scientifically hardened, they have stood the test of fifty years of leadership in market and workshop.

Over 60,000,000 Famous Five Files are sold each year. Share in the profits of this trade, on this enormous sale.

Specify Famous Five Files when ordering. They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



METALS · CHEMICALS · GLASS
B&S·H
Established 1790

Metals

We can make prompt deliveries on APOLLO Galvanized Sheets, Black Steel Sheets and Specialties, Tin Plates, Terne Plates, Canada Plates, etc., and Ingot Metals of all kinds.

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: Toronto Winnipeg Vancouver New Glasgow, N.S.
Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tin Plate Co.



Saves Horses, Time and Money

The TAPATCO Horse Collar Pad interests all horse owners at once. It scarcely needs a word from the salesman to sell it. One glance, and the customer sees relief for horses with bruised, galled or chafed shoulders; the lost days of work saved; the time and attention required by ordinary motives of humanity, not to consider value in the horse, regained. These excellent pads have the Patent Hook Attachment that lengthens their life. Good profits. From your jobber.

The American Pad & Textile Co.
CHATHAM, ONTARIO

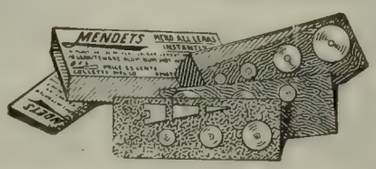
MENDETS
A PATENT PATCH

FOR mending Graniteware, Pots, Pans, Boilers, Kettles, Hot Water Bags, etc.

Does the work effectively. Makes old things as good as new. Reduces household expenses.

Mendets is an easy line to sell—it meets such a popular demand. Thousands are sounding its praises. There are good profits in it, too. Order a display stand from your jobber or write us direct for information and prices.

Collette Mfg. Company
Collingwood
Ontario



TIRES,
Hardware Dealers

Now is Your Opportunity to Beat the Mail Order Houses

30 x 3½ Inner Tubes	$ 1.90
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HUNDREDS OF OTHER SIZES

BRAND NEW GOODS

Mr. Dealer, we can sell you the most complete line of automobile accessories in Canada at tremendous reductions. Write for our catalogues. Wholesale only.

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319 Craig St. West, MONTREAL
LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA

Our Canadian soldiers made Canada famous by winning great victories in Flanders. The Canadian Arrow Head Vanadium Steel Saws are making Canada famous, by winning the battle of popularity throughout the world.



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

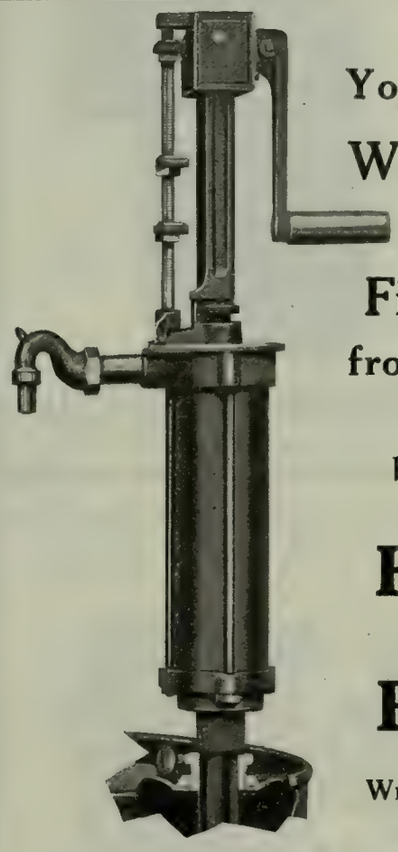
far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO



You Can Avoid
Waste of Oil
and
Fire Hazard
from oil soaked floors
by using our

HAND OIL PUMP

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Hamilton Motor Works, Limited
Hamilton, Canada

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

Manufacturers of

BAR IRON and STEEL: Rounds, Squares and Flats

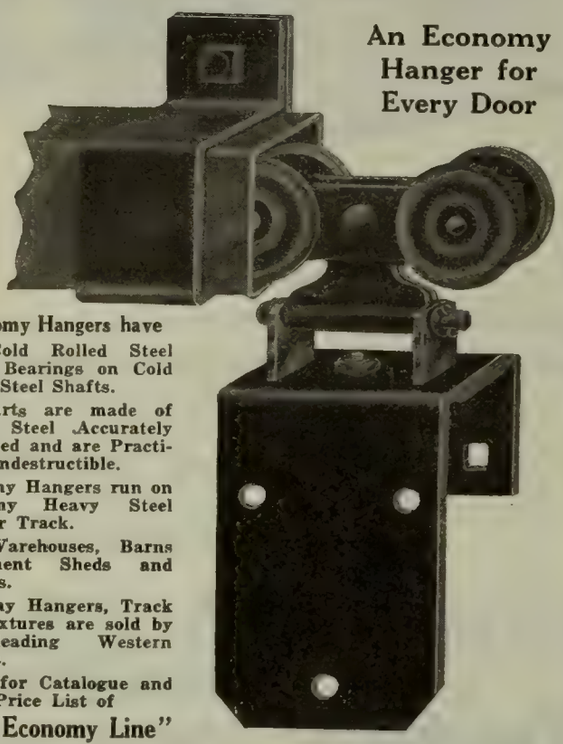
Also Twisted Steel Bars for Reinforcing

SELLING AGENTS:

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ECONOMY TROLLEY ROLLER-BEARING DOOR HANGERS

An Economy Hanger for Every Door



Economy Hangers have full Cold Rolled Steel Roller Bearings on Cold Rolled Steel Shafts.

All parts are made of Heavy Steel Accurately Machined and are Practically Indestructible.

Economy Hangers run on Economy Heavy Steel Tubular Track.

For Warehouses, Barns Implement Sheds and Garages.

Economy Hangers, Track and Fixtures are sold by all leading Western Dealers.

Write for Catalogue and Price List of "The Economy Line"

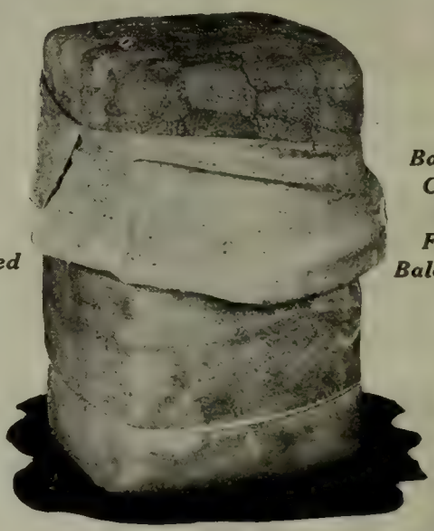
ECONOMY FOUNDRY CO., LTD.

PORTAGE LA PRAIRIE, MAN.

SPONGES

(British and West Indian)

Highest Quality Unbleached



Bahama Cuban and Florida Bale Goods

We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes in stock.

Evans & Co., Limited

(Importers and Exporters)

Coristine Building :: Montreal, Que.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

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LIMITED

HESPELER, ONT.

Manufacturers OF

WIRE

HEADQUARTERS FOR

WIRE BALE TIES

Largest Capacity and Stock in Canada

PROMPT SHIPMENT

LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

Winnipeg Toronto Montreal

London, England

VOL-PEEK

15 Cents

Mends Holes in Pots and Pans



60% Profit in this Line

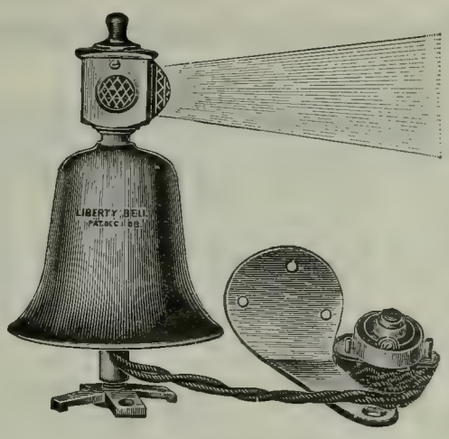
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Vol-Peek appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly.

Order a display stand to-day of 24 packages, $2.25. **Vol-Peek** is guaranteed and backed by our extensive advertising.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL
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An ornament and a double signal. Made in styles and sizes to suit all makes of cars.

WARNS BUT DOES NOT OFFEND

This improved signal says "car coming," but not as a harsh command to "Get out of my way." It calls attention rather than gives an order. It does not startle.

"LIBERTY BELL"

DEFINITE AND DISTINCTIVE

The clear bell tone carries through all the sounds of traffic. Its warning is positive and in addition a red light is flashed from a semaphore lens located just above the bell.

GETS THE RIGHT OF WAY

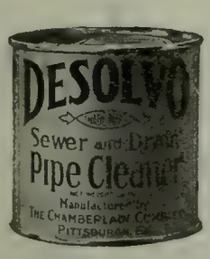
This signal, combining both sound and sight warning, is amply protected by patents. We will vigorously prosecute makers of infringing devices and dealers who handle them.

A POLITE SIGNAL

We have an attractive proposition for you. Write for prices.

THE BUNYAN MFG. CO.

9805 MADISON AVE. - CLEVELAND, OHIO





They Work While You Play

No need to open walls or floors when the drain is clogged—when waste or sewer pipes are stopped up—

K-K AND DESOLVO

work internally.

K-K keeps closet bowls clean and sanitary when used only once a week.

DESOLVO removes obstructions in pipes and sewers by **burning out** the waste matter through chemical action.

These two articles are big sellers because they save and serve.

Are they in your stock—why not?

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No. 33 Terminal Warehouse, Pittsburgh, Pa.

BE PREPARED for



FLY SEASON

with a good stock of Stover

Screen Door Hinges

Stover screen door hinges are made of strong, smooth castings with the best grade of spring wire. That is why people that know the hinge business order the Stover hinges.

Stover hinges are made in non-hold-back, hold-back, detachable and double-acting styles.

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Mop Sticks—Waffle Irons—Corn Stick Pans—Meat Broilers—Lemon Squeezers—Ice Picks and Shaves—Lamp Brackets—Paper Holders—Combination Pliers—Pincers—Cast Hammers and Hatchets—House Numbers—Shade Fixtures—Door Pulls—Coat, Robe and Harness Hooks—Latches—Saw Clamps—Dampers, and other Stove Trimmings—Pulleys, all styles—Fireplace Fixtures—Windmills, Feed Mills and Gasoline Engines.

Stover Mfg. & Eng. Co.

709 East St.

FREEPORT, ILL.

Canadian Representatives: Cadman & Co., 322 McIntyre Block, Winnipeg; Mr. G. L. Cohoon, 11 St. Sacrament St., Montreal.

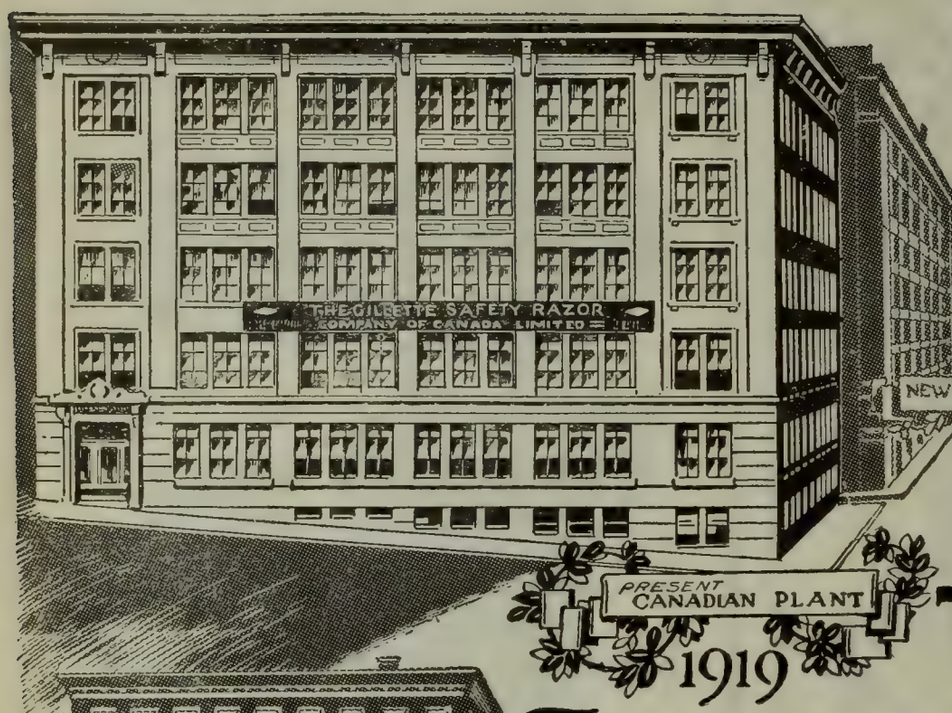
USE THIS COUPON

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your

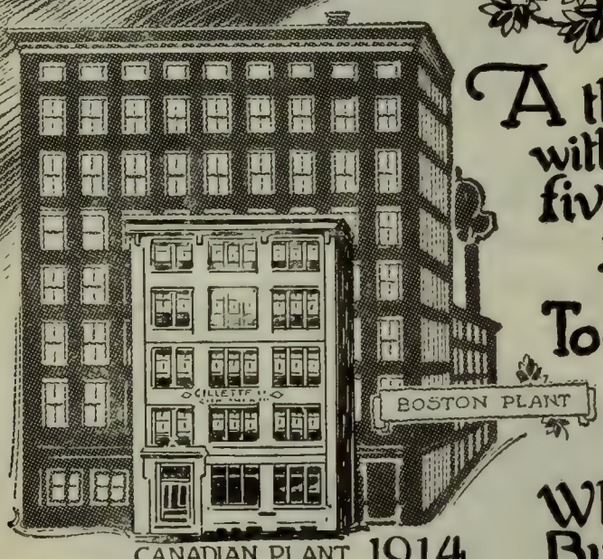
Name .....

Business .....

Address .....



1,000 YEARS OF PROGRESS IN THE SPACE OF TWENTY-FIVE

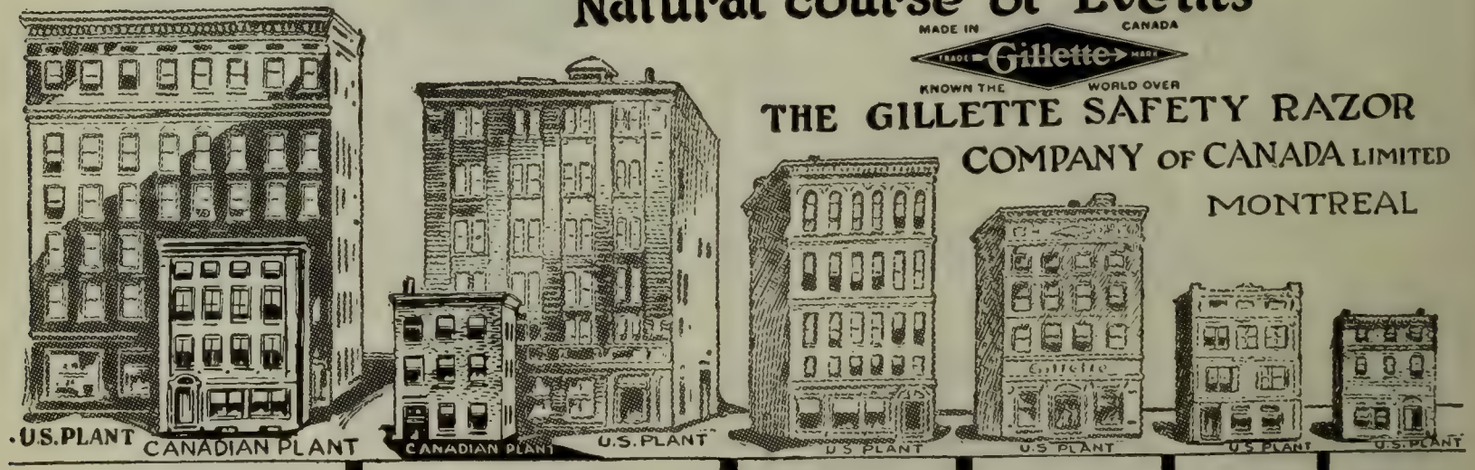


A thousand years ago men shaved with the Old straight Razor. Twenty-five years ago they did the same. *Then*- Gillette *altered things*

Today the **Gillette** Safety Razor is YOUR BEST SELLER. It is the easiest $5.00 sale you make. While the Growth of the Gillette Business is Wonderful it is in the Natural course of Events

MADE IN CANADA — Gillette — KNOWN THE WORLD OVER

THE GILLETTE SAFETY RAZOR COMPANY OF CANADA LIMITED
MONTREAL



1907	1906	1905	1904	1902	1895

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXI. TORONTO, AUGUST 30, 1919 No. 35

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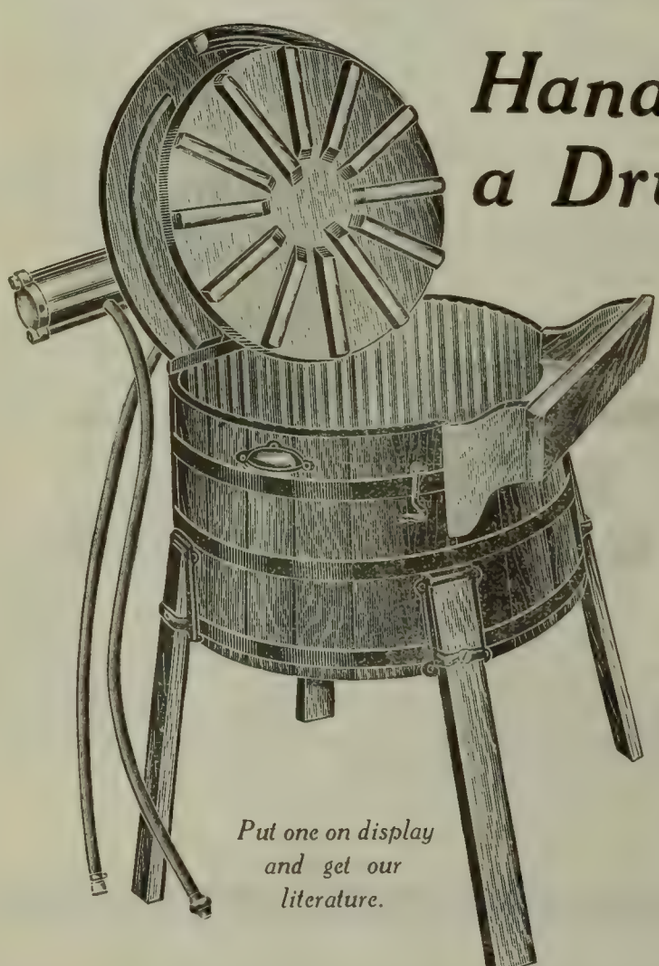
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Hand Power Washing is a Drudgery of the Past!

The demand now is for equipment that will make housework easy. Electric Washing Machines are selling readily from $125 to $185.

The Stephenson Motor Washing Machine does every bit as satisfactory work as an electric machine and it costs only from one-seventh to one-eighth of the price.

Any housewife who is doing the family washing on the old-fashioned washboard, because the house cannot afford an Electric Washer, will welcome the opportunity to get a Stephenson Water Motor Washing Machine.

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314 Confederation Life Bldg., Winnipeg

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

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Enamelware Sales Are Always Popular

Housewives Are Always Interested in These Lines and Many Dealers Are Finding Enamelware One of Their "Best Sellers"—Good Store and Window Display Backed by Timely Advertising Keeps Stock Turning Over

ENAMELWARE is regarded by many hardware men as among their "best sellers" and from statements made by various dealers they are not only handling more goods, but find little difficulty in turning their stock from three to five times each year. Properly displayed in the store and properly advertised enamelware is proving itself not only an all-year-round seller but an easy seller, the dealers state.

"A good specialty like enamelware is worth pushing," said one hardware man to HARDWARE AND METAL, "and we find that by showing a little enterprise we can create a constant demand. I would say that our sales have doubled in three years and we figure on turning our stock four times."

Uses Display Tables

This merchant, whose store is in a small but hustling Ontario city, attributes his success to display tables, window displays and regular advertising. He keeps displays of enamelware out on tables all the time. No matter who enters his store, they know he has a good stock of enamelware for them to make a selection from. He states that very frequently people who come in for some entirely different line, walk over to the display tables and pick out one or more articles and bring them over and say, "I will take this, too; just wrap it up with the other things."

"When they see the goods they remember that they are in need of it and buy it right there," he said. "This has happened so often that it has proved to us the value of keeping the goods out where customers can see them. Sales of this kind, especially on busy days, such as Saturdays, almost always are with us, save a lot of time and sales effort."

Women Like Them

Another dealer whose store is located in a country town stated that nothing in his store aroused more interest, month in and month out, the year round with farmers' wives, than his display tables of enamelware. It is a common thing, he stated, for him to fill the tables with various lines and before night have them almost cleared, especially on market days.

"I think I am safe in saying," he said, "that every woman in certain sections of the township buys all her enamelware here. I have found it good business to put on special sales occasionally. They watch for sales and I turn over a lot of goods. I have not found that it affects the regular business, as our turnover is increasing each year. We always get prompt results from our advertising and among the most satisfactory returns we have are those from our sales of enamelware. We frequently put in a window display of these goods and invariably get excellent results. The goods are no



Here is a fall display of house-wares featuring enamel preserving kettles and other lines that has a real sales "pull." Note the prominent prices and the neat but effective arrangement of the stock. Some dealers adopt the plan of marking each individual piece as well as using the price cards.

sooner in the window than people start asking for the things."

Sends Out Circulars

Another hardware man who because of his location does most of his advertising by circulars, regularly features enamelware, making a special appeal to the women of his district.

An announcement like the following will bring them to his store in scores:

EXCEPTIONAL OPPORTUNITY!

Good News for Mrs. Housekeeper

We are offering at special prices, which will mean a real saving of money for you on Saturday only,

1,000 PIECES

QUALITY ENAMELWARE

Here is your chance to complete your supply of cooking and other utensils at prices which are very attractive. Come early and get your pick of these quality goods.

Below he usually gives a list of many of the lines offered, with the prices shown in large type.

Puts in a Window

This dealer also puts in a window display two or three days before the special and uses display cards to draw attention to the "special" and to the prices. Cards bearing such inscriptions as "Thrifty Housekeepers Will Not Let a Chance Like This Pass," "All First-class Stock—No Seconds," "Save Money by Buying on Saturday," and so on, help stir up interest and get the people in the neighborhood talking about the goods.

This dealer has in the centre of his store a good sized, double-decker display stand, which all the year round is kept filled with enamelware. He states that it has helped him sell a lot of goods and has been productive of excellent results at all times.

Go Well Together

This dealer does a big trade with workingmen, his store being located in a factory section and somewhat away from other stores. He has found that enamelware and cheap dishes make an excellent combination and one for which there is a steady call. He aims by frequent specials and by the use of circulars to constantly keep before the people of his territory that they can not only get all their hardware needs, but enamelware and dishes at his store. He says that the plan is working out splendidly and that many women buy all their supplies from him and frequently tell other women friends who live in distant parts of the city about the values that are to be obtained at the "special sales."

Looks Well in Store

Unquestionably a number of display tables of enamelware, nicely arranged about a store, or a section with enamelware showing in neat rows on the shelves, has a distinct sales "pull" and therefore a real value in dollars and cents. Given a little stimulation by such effective methods as advertising and window displays a stock of this kind will pay well and will sell easily.

It is always a good idea to keep in mind that enamelware makes desirable and very useful wedding presents, and that much of it is also sold at Christmas time for gifts. Many dealers plan special drives in these goods during June and December in addition to their regular displays and "specials" and make out lists of goods, containing special combinations, which are offered. In this way they often dispose of a number of pieces of houseware suitable for the bride who is just getting started housekeeping or for the housewife whose kitchen needs replenishing.



This enamelware display right up at the front in the retail hardware store of the Dunlop Co., Ltd., at Pembroke, Ont., has resulted in their sales of enamelware and tinware being largely increased. The stock is kept in spotless condition, and makes a most attractive showing. Frequent window displays are used.

Linseed Oil and Substitutes

Investigation by Department of Trade and Commerce Will Furnish Material for Standardization of Oil if This Becomes Necessary

"LINSEED Oil and Substitutes," is the title of a bulletin issued by the Food and Drug Laboratory of the Department of Trade and Commerce based on reports of F. C. Collier, public analyst. The bulletin points out that the recorded determinations will furnish material for the standardization of linseed oil, should such a step become necessary.

The department inspectors procured 144 samples purchased under the designation of raw linseed oil, boiled linseed oil, linseed oil and paint oil compound or substitute.

Considerable Variation

The bulletin points out that oils from different sources show considerable variation in quality, the oils produced on the shores of the Baltic being most highly prized. Linseed oil is often contaminated with the oil from foreign seeds which are accidentally gathered in harvesting the crop.

Linseed oil is principally composed of the glycerides of unsaturated fatty acids such as isolinolenic acid, linolenic acid, linolic acid and oleic acid.

Its Chief Value

The value of linseed oil as a vehicle for paint pigments is chiefly dependent upon its property of "drying." This somewhat misleading term is used to describe the change which takes place on exposure to the atmosphere whereby the previously liquid oil is converted into a tough transparent solid. It has been shown that the "drying" of linseed oil is principally due to its power of absorbing about 18 per cent. of its weight of oxygen with the formation of the complex solid called "linoxyn." Though the process is mainly one of oxidation, the liberation of small quantities of formaldehyde, carbon dioxide, and formic acid, during the drying indicates that a number of subsidiary reactions are taking place. The nature of these complicated chemical changes has not yet been explained, but it is probable that when they are fully understood they may elucidate some of the problems that confront the user of this oil.

Peculiar Properties

Another property possessed by linseed oil is that of combining with certain pigments with the production of an insoluble soap. It is claimed by some authorities that basic lead carbonate owes some of its value as a paint material to the intimate mechanical union between pigment and vehicle promoted by the formation of this soap. No such compound is formed when inert fillers such as asbestine or china clay are substituted for white lead.

A large proportion of the raw linseed oil manufactured is used in the preparation of the "boiled oil" of commerce. It was found that if linseed oil was heated at a temperature of from 300° to 500° F. the rapidity with which it afterwards solidified was greatly accelerated. If small quantities of certain salts of lead or manganese were incorporated a similar result was attained.

Solidifies Rapidly

A film of oil thus treated will solidify in from 7 to 12 hours, while the raw oil requires 48 to 72 hours for "setting." The boiling of the oil also sets free the "mucilage" which is removed in the process. For this reason a boiled oil which deposits an excessive amount of "foots" on standing is looked upon with suspicion. The foots tend to make a paint "tacky," slow drying, and less durable. Each manufacturer has his own method of preparing boiled oil, the details of which are carefully guarded. The following are the chief varieties of boiled oil on the market:

Kettle Boiled Oil

Formerly this was the only class of boiled oil in use. It is prepared by heating the oil to about 500° F. and stirring in at the same time oxides of lead or manganese or other driers. The boiling has to be very carefully conducted to avoid overheating the oil and damaging its quality. Though slightly darker than oil prepared at a lower temperature, it is of the highest quality, and commands a slightly higher price than ordinary boiled oil.

Ordinary Boiled Oil

This oil is prepared by heating it in steam jacketed tanks with the addition of the requisite driers. On account of the lower temperature used in its preparation, it is lighter in color than kettle-boiled oil. A very large percentage of the boiled oil of commerce is made by this process.

Another class of "boiled oil" is perpared by simply adding a drier dissolved in a solvent such as benzine to a raw oil without heating. It is contended by those who make it that their product is just as good as kettle boiled oil. Most users of linseed oil regard this "bunghold oil," as it is styled, as either fraudulent or decidedly inferior in quality to oil prepared by heating.

Accelerate Drying

The driers used in the preparation of boiled oil are usually salts of lead or manganese. The exact manner in which they accelerate the oxidation of the oil is not fully known, but it is believed that they act as catalysers, that is, they assist the oil to take up oxygen without themselves undergoing permanent alteration. It is assumed that when suspended in oil or paint they unite with atmospheric oxygen to form unstable highly oxygenated bodies which hand over their excess oxygen to the oil and are themselves reduced to their original condition. This cycle is then repeated indefinitely until the oil reaches its final state of oxidation. The following are some of the well-known driers: Litharge, red lead, lead linoleate, lead resinate, manganese borate, manganese dioxide, manganese linoleate and manganese resinate.

May Be Modified

Each of these driers possesses its particular properties, so that an intelligent selection of them will enable a manufacturer to modify the drying qualities of his oil. "Soluble" driers are salts or organic acids which are soluble in linseed oil or turpentine. Solutions in either or both of those solvents are known as "liquid" driers or "terebines."

Adulterants and Substitutes

The high price commanded by the best quality of linseed has resulted in an extensive search being made for a cheaper oil to take its place. So far this investigation has been abortive, though it has ben found that certain cheaper oils may be employed where wearing qualities or finish are of little importance. The oils most commonly used as adulterants of linseed are the following:

Rosin oil. Mineral oils such as benzine, kerosene, or lubricating oil. Fish oils. China wood oil. Soya bean oil. Corn oil, and hemp or rape oil.

The cheapest and most common adulterants are the mineral oils. These are usually lighter in weight than linseed and therefore reduce the specific gravity of the mixture. Rosin oil is frequently added to compensate for this reduction.

Fish oils are frequently used in the preparation of smokestack paints, but as they give off disagreeable odours and cause darkening, they cannot be used for interior work.

Little Permanence

The most objectionable linseed oil substitutes are those consisting of solutions of rosin in hydrocarbon oils with which are mixed tar oil and rosin oil. Such vehicles possess little permanence. Other substitutes are obtained by dissolving metallic resinates in tar oil or petroleum.

Rosin oil is commonly employed as a substitute, but it remains sticky and dries very slowly and if used in a paint will damage even a subsequent coat.

China wood oil has recently become prominent as a linseed oil substitute. The crude oil dries very rapidly forming

an opaque wax-like film without elasticity. When heated to 350° F. the oil polymerizes to an insoluble jelly which cannot be softened. With suitable treatment the oil can be used to a certain extent in varnish making.

Delays Hardening

Corn oil is sometimes used as an adulterant of linseed oil, but as it is a semi-drying oil, its use to any considerable extent would delay hardening of the oil film considerably.

Soya bean oil is a semi-drying oil which is regarded by some manufacturers as a partial substitute for linseed oil, though it does not possess the power of drying rapidly, which makes linseed oil such a valuable paint vehicle.

A consideration of the facts cited above will indicate that there is at present no oil on the market at a reasonable price which could replace linseed oil entirely with complete satisfaction to the user. For general purposes the addition of any of the substitutes named above to linseed oil will only serve to diminish its value.

Standards For Oil

Standards for linseed oil are not laid down in the Adulteration Act of Canada. The fourth schedule of the Act requires, however, that white lead in oil shall be made with pure linseed oil.

If linseed oil were sold as a drug the standards for this article as promulgated in the B. P. 1898 would be legal.

A search of the literature on the subject reveals the fact that the constants for linseed oil given by different authors vary somewhat. This is hardly surprising when the varying conditions under which the oil is produced are taken into account.

The following specifications were adopted by the American Society for Testing Materials for Linseed Oil from North American Seed:

Raw Linseed Oil (1914)

	Maximum.	Minimum
Specific Gravity at 15°C	0.936	0.932
Specific Gravity at 25°C	0.931	0.927
Acid Number	6.00	
Saponification Number	195.0	189.0
Unsaponifiable Matter	1.50	
Refractive Index at 25°C.....	1.4805	1.4790
Iodine Number (Hanus)		.178

Boiled Linseed Oil

	Maximum.	Minimum
Specific Gravity at 15°C.....	0.945	0.937
Acid Number	.8	
Saponification Number	195.	189.
Unsaponifiable Matter, p.c.....	1.50	
Refractive Index at 25°C.....	1.484	1.479
Iodine Number (Hanus)		.178
Ash, per cent.	0.7	0.2
Manganese, per cent.		0.003
Calcium, per cent.	0.3	
Lead, per cent.		0.1

How Hardware Dealers Are Going After the Good Trade to be Had in Handling Electrical Irons

A VERY large percentage of the electric irons sold in Canada are being handled through the hardware stores. Dealers are unanimously of the opinion that the best way to boost sales is by advertising and window displays. In spite of the fact that electricity is now available in hundreds of cities, towns and villages, there are any number of homes in which there are, for one reason and another, no electric irons. It is hard to understand just why this is the case, because any woman who has ever used an electric iron becomes instantly and permanently a booster for it. There are few inventions in recent years which are more thoroughly appreciated by the housewife than a good electric iron. Thousands of women have found them convenient to operate, all that can be desired in efficiency and extremely economical. Added to this they are handsome in appearance. All these are big talking points for a salesman and also for use in preparing advertising copy. Many dealers find that referring a prospective buyer to half a dozen women whom she knows, and getting her to ask them about theif irons, is an effective way of convincing her and making her a customer. Other dealers, when they get what they regard as a real prospect, ask to be allowed to send an iron to her home for trial for a couple of weeks.

"My experience is that the irons never come back," said one dealer to HARDWARE AND METAL. "After being used once or twice the irons sell themselves and the women, when they see how much time and trouble they can save, to say nothing of wood or coal, which they had to use by the old methods, would not part with them. This question of the cost of operation is really an important matter with many women. We usually direct special attention to it in our sales talk and show them how economical electric irons are. It is surprising the number of women who have the idea, until they find out different, that not only electric irons, but other electrical equipment, is expensive to operate.

"Another point about which we often find there is ignorance is the heating ability of the iron. A great many women get the idea that electric irons are slow to heat, and even when they find how quickly an iron gets hot there seems to be some question as to whether it will hold its heat while in operation. The best way we find of dispelling all these notions is to let the woman take the iron home and test it out for herself. We tell her that if it is not absolutely all that we say it is, to send it back. We find that standing behind our goods in this way is often the deciding factor. Few women who are really interested in an electric iron can ask for a fairer test than for us to let them take the iron to their own homes and use it and then send it back if it does not make good. Of course, it is good business for us, because the irons never come back and we can always refer some other woman who is doubtful to women who are using our irons, and they are really boosters for them."

One thing we have found helps a whole lot in selling electrical goods of any kind and the same thing applies to any merchandise and that is to know about the goods we are offering. The dealer who cannot explain the various essential points about this or that line is not in a position to make the most of them. His sales talk cannot carry the conviction that it would if he knew exactly what the goods will do, what they cost to operate, and so on."

Probably in no line of goods on the market to-day are more attractive sales helps given than are furnished by many of the manufacturers of electrical goods. Many dealers make most effective use of these in connection with their window displays. Displays of this kind backed by advertising featuring the many good points of electrical irons, will produce results.

BIG DEMAND FOR HOUSEHOLD GOODS

The settlement of the coal strikes in England was particularly welcome from the standpoint of firms manufacturing hardware goods. Discussing the situation the Hardware Trade Journal says:

"The coal crisis caused a good deal of anxiety in the Birmingham area, and already increased stringency in fuel supplies has made its influence felt. Consignments have not for some months past been adequate, and the development of reconstruction plant has been hindered. The unfortunate thing is that plant should be idle while there is a hungry market. Some of the enamelled hollow-ware firms have severely felt the pinch, and at one establishment only one furnace is going out of five. The demand for aluminum is exceptionally keen, but it is pointed out that these wares, while affording relief to ironmongers, cannot replace many vessels required for use on the open fire. Under normal conditions there is a promise of an exceptional boom in British hardware production, and it is therefore greatly to be regretted that labor and fuel difficulties should come at a time when by reason of the keen demand it is necessary to import largely from the United States. 'A very severe blow has been struck at our overseas trade,' emphasized a Birmingham manufacturer. 'One may hope that Labor may see its mistake before it is too late.'"

The Glidden Company, Cleveland, Ohio, have begun the erection of a four-storey grinding building to cost $50,000. The company will also erect in the very near future a two-storey building to be used for the treating of Oriental oils.

Good Show Cards Bring Business

Show Card Writing an Important Branch of Advertising — Practical Discussion of Many Important Features

By ROBERT T. D. EDWARDS

MANY times the writer has been asked by prospective card-writers how long it would take to learn the business. If that question were answered correctly you might say anywhere from one to ten years or longer. That might be a surprising answer to many, but it must be remembered that you are never through learning.

Modern card-writing is not merely the correct forming of letters and figures arranged on cardboard to make a readable sign. When you have accomplished that much you are just in the "baby class." Card-writing is now an important branch of advertising and one that necessitates more study than just the mere printing of the cards.

The layout or the arrangement of the wordings is just as important as the correct formation of the letters. It is also just as important to make sure that all words are spelled correctly. The phrasings of the cards must be selected with great care. They should be worded just as carefully as the advertising man selects his headings. These wordings should tell something of an interesting nature about the goods they are illustrating.

The grammar should be carefully watched as errors here tend to reflect on the store.

Careful Attention

Window cards should be given careful attention, especially the selection of the phrasings. These should be of such character as to tell the busy passerby something about the merchandise that will interest him or her at the first glance. When we can do that we are making our window cards bring in the dollars and that is what we are after.

Arrangement of cards both in the window and interior of the store is important. You often see window cards placed tightly against the window-pane. This is a mistake. They should be set back and placed in an artistic manner to harmonize with the way the rest of the window is trimmed.

SEASONABLE SHOW-CARDS

Fall Painting Has Its Advantages—Ask Us About Them.
Our Stock of Stoves and Ranges Now Complete.
Ready For the Fall Shooting? —Get Your Gun and Rifle Here.
Our Electric Washing Machines Are Always in Season.
Our Automobile Lap Rugs Keep Away the Evening Chill.
Hunting Clothing For the Fall Season.
Get That Flashlight Now.
We Have the Materials For Finishing Your House.
The Best in Mechanics' Tools Always.

Each card should be set out separately from stands, figures or drapes. Never lean a card up against a well-gowned figure. Nothing looks worse.

The popular method is to stand the card in front of a small "T" stand away from any other part of the display.

Care should be taken with interior store cards. Don't have a whole lot of mixed sizes of cards on the same counter. Keep to uniform sizes as much as possible and keep them straight in their holders. They should be kept clean and the type used on them should be of a uniform size and style.

Many good examples of correctly lettered and spaced cards may be seen in the better class stores and many good ideas may be gleaned from them.

Two Model Cards

Your attention is called to the reproductions of show cards on this page. The darker card is of a mottled surface with a semi-script lettering of brush stroke formation. This is a simple type of letter to make and is very speedy. The band across the top of the card is of a dark green and the shield is of a lighter shade of green. This combination may be changed if desired.

The lighter colored card shows more brush stroke lettering, which can be formed very quickly. The conventional floral designs at both sides are of red and green, with a white outline.

Show card writers' opaque colors are used on both these cards.

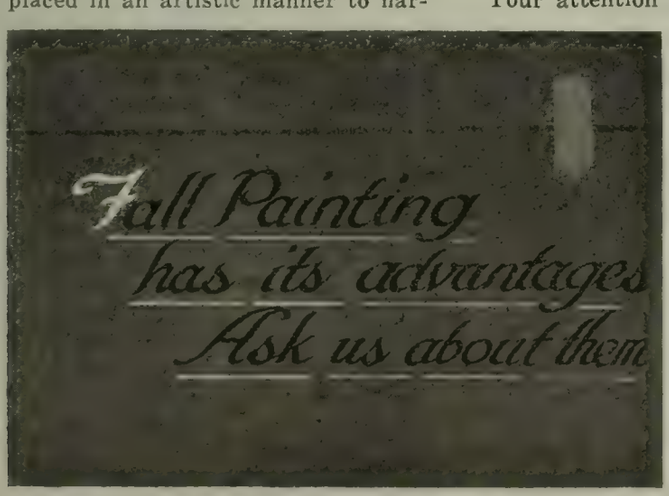
MOTOR EXPORTS INCREASING

The remarkable growth in the use of automobiles in the United States during the last seven years has been equaled by the increase of automobile exports in the same period. In 1912 registration statistics showed 1,000,000 cars in use in the United States; in 1918 the number had grown to 5,900,000. From 1912 to 1918 the value of automobile exports from the United States rose from $25,657,294 to $110,138,831. The highest point in this trade was reached in 1916, when shipments were worth over $120,000,000 and consisted principally of motor trucks for war uses. Notwithstanding the restrictions imposed by the United States Government during the war, exports during the fiscal year 1917 amounted to $118,377,047, in 1918 to $110,138,831, and during the first nine months of the 1919 fiscal year, to $75,800,000.

Painting the Dome

A thrifty old lady of Hull,
Whose intellect seemed rather dull,
When reading at night,
To economize light,
Put luminous paint on her skull.

—Punch





Putting "Pep" into Advertising

There is a Big Difference Between "Advertising" and "Publicity"—Real Advertising is the Greatest Business-Building Force Yet Discovered — Keep Your Copy Newsy and Full of Interest to the Buying Public

SOMEBODY has said that trying to run a business without advertising like winking at a girl in the dark, you know what you are doing but nobody else does. There is a whole lot of truth in this statement. The man who invests his money in a stock of goods today and then waits for people to come in and buy them may eventually dispose of them. But if he lets the people in his vicinity know that he has got in his stock and tells them all about what he has to offer, there is absolutely no question that his goods will move and keep moving, just in proportion to the advertising he does. Advertisements that are full of "pep" and have a real message to the buying public are not only read with keen interest, but have a real value in attracting buyers. Nothing that has yet been discovered will bring more business than advertising.

Value of Advertising

Remember that there is a tremendous difference between "advertising" and "publicity." Advertising is the life-blood of modern business. It has enabled those who use its forces intelligently to build, and build, and keep on building, an ever-expanding business. The great buying public, and that includes practically everybody, is interested in your message if you have got something of real interest to tell them. People will always read a well-written, catchy ad., while they will almost invariably pass over an uninteresting ad. with a mere glance. Some business men succeed in keeping thousands of people constantly on the look-out for their advertisements and they do it by keeping them interested. The people want to see "what So and So is advertising to-day." Ads. of this kind are always worth studying. They are worked out along certain definite lines and they produce certain definite results, the most important of which is bringing a constant stream of business.

A Big Difference

One of the greatest differences between "advertising" and "publicity" may be shown very simply. A great many business men had the idea that if they used a very small space in their local paper and used it only occasionally they were advertising. Everyone has seen and can see even yet little one-inch spaces inserted maybe once a month, maybe once every three months, something along this line, "John Smith, Hardware, 66 King Street." The writer has often asked these men about insertions of this kind, what results they got and what results they expected, and what they thought about advertising. Their replies bear a remarkable similarity. In general they will tell you that their idea is to keep their name before the public. Some of them will even tell you that all they put the notice in for was because they felt it their duty to help support the home paper. Many of them will tell you that their "advertising" has not produced any very startling results.

Have a Lot to Learn

These chaps have a whole lot to learn. To start with they haven't one idea of what real "advertising" is. They think because they buy space to the extent of $5 or $10 in a year that they are doing something. It is true that their effort, small as it is, is better than no publicity at all, but real "advertising" is as much bigger and better as the modern express train is ahead of the old-time stage coach. No man should expect to spend $5 or $10 a year for a bare announcement of his firm location, and business, and expect to build up a trade that will force him to erect a bigger shop. The men who have built up enormous businesses by advertising are the men who have used space and have used it consistently. They have of course spent money, but they have taken in many times more than they paid out. These men did not try to move a Mogul engine with a toothpick.

Must Be Persistent

Advertising to be successful must be persistent. It is no use putting in an ad. two or three times a year. The firms that get results are those which keep their message constantly before the public. They never give people a chance to forget either the firm or what it has to offer and they make their messages so attractive that people look for them and are disappointed if they do not see them.

It takes time and care to look after "advertising," but the results are worth many times the efforts. Advertisements to "pull" must be varied. You may tell about the same line of merchandise each time, but you can inject into the ad. matter that will carry a wide appeal to the buying public in general.

How They Do It

There are different ways of doing this. Some firms adopt the plan of telling people about their goods, how they are made and what they will do and all about them. This is a very popular form of advertisement. Most people like to read about equipment and what it will do and how it is made and so on. Other firms adopt the plan of using attractive cuts, quoting prices and giving a short, snappy description. Ads. of this kind nearly always reach the people interested in buying at once and bring them to the store to ask for further information. Then it is up to the salesman to close the deal. Advertising of this kind has produced some splendid results. Another very effective method of producing sales is to feature some single line in each advertisement. For instance, washing machines may be advertised. In this case an illustration of a fine washing machine is shown. Along with it is an advertising talk about its great value in the home, the

ADVERTISING AND A WOMAN

There was a man in our town
Who wasn't wondrous wise,
He thought that he could build up trade
And never advertise.

He never told his wife a thing
About his business, and,
Of course, as she was ignorant,
She couldn't lend a hand.

One evening when he came back home
His wife, a keen expert
In bargains, showed what she had bought
At prices cheap as dirt.

At once he saw that they were goods
From his competitor,
And with a gurgling cry of rage,
His voice arose for war.

"Now, John," she said in soothing tones,
When he had fired his shot,
"How should I know that these here goods
Were like what you have got?"

"I saw the advertisement in
The cars and thought that I
Could save you quite a little sum
On what I had to buy.

"And so I bought this lot of goods,
Like everybody buys,
With ordinary business sense,
From firms that advertise.

"If you had goods like these to sell,
You never told me so,
And as you kept it to yourself
How ever could I know?"

There is a man in our town,
Some wiser than he was.
But never do his ads. announce
His wife to be the cause.

—W. J. L., in *Fame.*



Reproduction of an ad. run recently by Lacroix Bros. & Co., Ltd., Prince Albert, Sask. The use of cuts, descriptive matter and quoting of prices are all employed, which serve to strengthen the sales force of the ad. very materially.

service it will give, cost of operation and so on.

Like Illustrations

It is a good plan to use illustrations, but care should be taken to see that good cuts are secured. Everyone who is interested in the goods advertised likes to see a picture of what it is like. It is remarkable how people will carry in their minds pictures they have seen of goods advertised. It impresses them. If the price is given they almost invariably remember both the goods and the price. Any number of firms state that they have people come in from all parts of the country and ask for this or for that artisle which was advertised at such and such a price. If poor cuts are used the effect of a good ad. is spoiled, as the illustration is likely to turn out a mere blot instead of a sharp, clear representation of an article of merchandise.



Retailers are going after business on mechanics' tools aggressively, and the above ad. of this London, Ont., firm is just an example of how the building trades are being catered to. This is trade which was rather small during the war period of restricted building.

One of the big advantages of advertising is in the wide territory that is covered, and covered thoroughly. Advertising works night and day. It never stops. Your ad. will be read by the man in the city or town, it will be read by the farmer's wife miles out in the country, and by buyers over a wide area. If the message is well written and newsy they will read it with interest. If it contains nothing but mere words the chances are they will merely glance at it and pass on to some ad. more interesting.

Each and every hardware merchant who is located in towns and cities back of which are extensive farming communities should pay special attention to the messages they send out. The farmers are becoming big buyers of anything that will make their homes better. There is an enormous field in the farming districts for the sale of modern conveniences, household equipment, water pumping plants and other lines. The farmers have the money to buy these things and they are buying them as never before and the dealer who stocks these goods and then lets the people know where they can get them is laying the foundation for some real business.

Pays to Be Aggressive

It always pays to be aggressive and never more so than in advertising. The buying public likes the merchant who shows that he is alive and has a real message for them. They will come to his shop and will talk about it to their friends, and come back again and again. This is why some of the firms who have not been afraid to advertise generously have reaped such rich rewards. These firms appreciate fully the value of having people look for their ads., of having them come to their stores regularly and of having them talk about the washing machine they bought from Jones, the electric iron they saw in his window or other things.

If you are going to advertise do it systematically. Set aside a definite amount of money each year for advertising and then see that your copy is changed regularly, and that each advertisement that goes in has something of interest. Remember that if you let the same ad. appear day after day, or week after week the effect on the buying public is somewhat the same as if you get apple sauce and bread and butter for breakfast, dinner and supper all through the week. Naturally you would lose interest in bread and butter and apple sauce, in fact, you would get sore at not having any change. The public is the same. You may tell them about the same things each time, but tell them in a different way.



This shows an ad. recently run by the Saskatoon Hardware Co., Ltd., Saskatoon, Sask. Good space is used constantly by this firm, who indicate that results are apparent from their advertising.

EDITORIAL COMMENT

OUR readers, and particularly those personally acquainted with Col. J. B. Maclean, President of the Maclean Publishing Co., will learn with deep regret and heartfelt sympathy of the sudden death on August 17, of his son and only child Hector, aged sixteen years.

Hector was on a camping trip with Upper Canada College boys and was taken suddenly ill with acute indigestion. He was rushed in to Temiskaming, where medical attention was secured, but they were unable to save his life.

CASH discounts are a dealer's first profit and one that he is always sure of.

* * * *

If you toot your little tooter
And then lay away your horn,
Within a week there's not a soul
Will know that you were born.

* * * *

IT LOOKS as if a lot of people these days want ten hours' pay for spending six hours in doing four hours' work.

* * * *

HOW long do you think goodwill will stand if left to itself? Stop advertising and you are forgotten.

* * * *

GOODS that remain on your shelves are retarding profits.

* * * *

COURTESY costs nothing and is an invaluable help in building up business.

* * * *

A SALESMAN who has enthusiasm and can impart it to a customer usually has the sale clinched.

* * * *

MANY a young man has found that concern for his employer's interests is one of the most powerful levers for raising himself to a better position.

* * * *

EVEN an untidy and careless person is not favorably impressed by an untidy store or a neglected window.

* * * *

THE MERCHANT who relies upon advertising that is past to bring results all the time is like a man who thinks his last meal will sustain him forever.

* * * *

IT IS not the hour at which a man arises in the morning that makes him rich; it is what he does after he arises.

MANY a merchant has found that granting indiscriminate credit has meant giving away a lot of his profits.

* * * *

KEEP your finger on the pulse of trade, give the public credit for knowing what it wants and shape your course accordingly.

THE TORONTO EXHIBITION

ANY merchant who is located near enough to Toronto to make it feasible for him to visit the Canadian National Exhibition should certainly not fail to do so. Not only will he be present at the best of a long series of successful exhibits that is made the more notable this year by the collection of war trophies gathered from all the great theatres of the war, but he will be aided in his own business by being brought into contact with a limitless array of hardware lines. There are a thousand and one ways in which a visit to the Exhibition will broaden his outlook, and anything that does that will be a material assistance in making him a better merchant.

THE LESSON OF 1919

ONE of the things 1919 will be remembered for by retailers all over Canada is the lesson it has taught regarding the necessity of having faith in the stability and soundness of conditions in the Dominion. Manufacturers as well as retailers have had this lesson impressed upon them many times recently when orders poured in and they were unable to fill them because they did not have the stock. The man who was prepared to handle it has had all the business he could take care of and at excellent profits. Their experience this summer has proven both to manufacturers and dealers that paint may be sold all through the summer and fall as well as in the spring, provided the dealer will go after the trade. The dealer who had impressed in his mind the idea that spring was the only time paint could be sold and as soon as the spring season was advanced took out his window displays and ceased to talk paint naturally did not sell very much. This year many firms changed their methods and they have been talking paint right through the summer and are still talking it. More than this, they are backing their talk by advertising and by window displays and what is the result? From all parts of the country comes the same story, "Our paint sales this year

are the best on record." Manufacturers say the same thing. Some of them are wondering at it, but at the same time they have seen what can be done and have learned something that may be turned to good account in the days to come. What applies to paint, applies to all other lines of goods. The trade is there if the dealer will go after it. But if he sits down and waits for it to come to him, he will get only a mere fraction of what is available. Many dealers lost a lot of real good profit this year because they were doubting Thomases. They feared that business was going to the bow wows and that this would happen and that would happen if they put in a normal stock. What really happened was that they were caught short and are still being caught short and the chap who had faith in things got the trade and made the money.

AN UNJUST ACCUSATION

EVERY retailer in the United States is watching with the keenest interest the developments of President Wilson's plans aimed to bring down the cost of living. When the President, in his address before Congress recently, declared that "all goods should be plainly marked with the price at which they left the hands of the producer," in doing this he gives his approval to a plan which was originally fostered by the I.W.W. and which was known as the "Arizona plan." It caused some stir, especially in the State in which it was tried, and was regarded in many quarters as distinctly revolutionary and impracticable. In addition to making the remarks referred to above, President Wilson declared that "the retailers are in large part responsible for exorbitant prices." This is a serious charge to make, especially by a man whose business experience is, to put it mildly, very limited. The retailer occupies an important and very essential position in the general economic scheme. Many of the retailers put in hours that are a lot longer than those of most people. Speaking of them as a body, it may be said that they serve the public well and faithfully. Any person is entitled to a fair return for their time and labor and while there may be instances of profiteering here and there, it is not fair to charge the thousands of men who are in business as a class of profiteers. If President Wilson's plan or the Arizona plan was to go into general effect endless inconvenience would be caused to the public and additional increases in cost. The latest reports indicate that there is little chance of the measure being adopted.

RAISE IN GAS RATES

IN many parts of the country the rates for gas, both natural and artificial, are to be increased on September 1. Difficulty in obtaining supplies and higher costs of operation are blamed for the advance in natural gas. The coal situation is given as a reason for increasing the cost of artificial gas, also higher wages paid to employees. As might be expected, the general public is giving fuel problems a little more than particular attention just now and this offers the hardware dealer an opportunity for putting forth his best efforts. Oil burning equipment promises to be more popular than ever and many dealers are featuring it strongly in their advertising matter and by timely window and store displays. Electrical equipment for heating and cooking is also to the fore and indications point to large sales of these lines by hardware dealers. Sales of cook stoves and ranges are likely, it is stated, to be excellent. With 50,000 Canadian boys home with brides from overseas, and hundreds of other people who have been "doubling up" resuming housekeeping, there is a big market for all kinds of heating and cooking equipment. High prices for wood and coal and difficulty in obtaining them are causing people, especially those who reside in the cities, to seek other kinds of fuel. The dealer who studies carefully the needs of the buyers in his district and then stocks accordingly, and lets the people know he has the goods, has every reason to expect a splendid turnover.

READ OTHER FIRMS' ADS.

EVERY man who is in business should advertise and every man who advertises should make it his business to read as many of the ads. of other firms as possible. He will be surprised how many good suggestions he will obtain which he may adopt with profit in arranging his own copy. Some of the larger firms, the department stores especially, have their copy prepared by men whose salaries run into large figures. It is their business to produce ads. which will sell goods and that they do their work well is shown by the turnover of these firms. An advertisement to be effective need not cover a whole page and quantities of display type. It is more what is said and the way it is said that counts. Hardware dealers and others by comparing their own advertisements with those of others can obtain extremely valuable suggestions. By a little study and attention they can apply the principles that high salaried advertising writers apply in the advertising copy of the firms they work for. They can take all that is good in their work and adapt it to their own needs. In doing this they will get a much broader outlook on the possibilities of advertising and will also find it a most interesting occupation. Very often he will find also that he will be constantly increasing his own knowledge about the goods he handles and that there are any number of points which he never thought of which are real talking points in selling. These can be used not alone in the advertisement, but over the counter and in the store. The more any dealer knows about his goods the better he will be able to see.

British Preferential Tariff Not Likely to Interfere With Export Trade in Hardware Goods

AS far as the information available indicates, the only hardware lines affected by the British preferential tariff rates which go into effect on September 1, are motor spirits, on which there is a reduction of one-sixth, clocks and watches, motor cars and bicycles and musical instruments, on which there is a reduction of one-third.

Premier Lloyd George has announced that special measures will be taken to prevent dumping and to protect British key industries.

According to the bulletin issued by the Canadian Department of Trade and Commerce at Ottawa, a cable received from the Canadian High Commissioner says:

"Customs regulations just published states that to enable goods obtain benefit preferential tariff at least twenty-five per cent. of total value must be result of labor within British Empire. Section eight, sub-section two, of Finance Act reads as follows: Where the Board of Trade is satisfied as respects any class of goods to which the preferential rates apply that those articles are to a considerable extent manufactured in the British Empire from material which is not wholly grown or produced in the Empire, the Board may by order direct that the preferential rate shall be charged only in respect of such proportion of those goods as corresponds to the proportion of dutiable material used in their manufacture which is shown to have been grown or produced in the Empire. In connection with this customs regulation says no part of such goods shall be deemed manufactured in British Empire unless at least five per cent. of total value of goods is result of labor within Empire. Value shall be cost to manufacturer at factory and shall include value containers and other forms interior packing ordinarily sold with article when sold retail. In calculating proportion of value resulting from labor within Empire there may be included under head of labor the cost to manufacturer of materials purely Empire origin entering into composition of article. Inquired Board Trade to-day, who say their regulation sixty per cent. labor and material admissible under general license as cabled you twenty-ninth July remains in force for the present."

This may have important results on the exports of automobiles made in Canada by American branch factories to England. One result of the former import regulations was to cause American firms to spend many millions of dollars in this country in new plants to take care of this business. It is likely that they will have to add to these plants even more in order to comply with the regulations requiring the percentage of work done in the Empire.

It is generally expected that as far as other hardware lines are concerned that Britain will be a large buyer of Canadian goods. Some Canadian firms have been doing a splendid export business, and as far as they have been advised at the present time this will not be interfered with by the new tariff. On the contrary, it may be stimulated.

HOW BRITISH FIRMS ARE GOING AFTER EXPORT BUSINESS

At a recent meeting of British manufacturers the president of the Board of Trade was asked if he could state the object of his department in holding an exhibition of a great variety of brushes of recent Japanese manufacture; whether it was for the purpose of encouraging the importation into this country of Japanese manufacturers; and to whom an invitation to inspect such goods had been sent?

Sir A. Steel-Maitland stated that the object of the Department of Overseas Trade in holding exhibitions of samples of foreign manufactures is to inform United Kingdom manufacturers producing similar classes of goods as to developments which have taken place in foreign industries, and to enable them to examine specimens of foreign products which compete with their goods in overseas markets. Invitations to inspect samples of foreign manufactures are issued only to United Kingdom manufacturers of similar goods.

Has Jobber Right to Sell at Retail?

By JOHN A. FRAZER, Sales Manager Lewis Bros., Limited

THE question is continually arising, Why does the jobber sometimes sell at retail? It is a problem confronting the jobber constantly, and without the co-operation of the retailer himself the evil will more or less continue.

One of the greatest and most frequent causes of this complaint comes from the looseness of certain retailers in issuing orders on his wholesalers. For instance, we will assume that John Smith has been given an order on the wholesale for goods that he requires and which he wants to select personally. This is taken to the jobber and duly filled. Frequently the jobber does not know this man at all, but it is his duty, of course, to honor the order of the retail dealer in the regular way, whatever the want may be.

So much for the first order. He comes again and may have an order. But he comes in sooner or later without an order, and, going to the salesman who has served him, he soon establishes his identity and secures what he wants. In many cases we have found that this has caused trouble, and only recently a customer called, by telephone, and stated that a certain man was on his way to our office to make a purchase, having told the retailer that he could buy from us. The retailer explained the whole situation; I thanked him for the information, and gave instructions that this customer, when he arrived, be referred to me. This was done and I was able to speak with this man and settle the question definitely, whereby he secured no more goods.

There is a solution to the practising of this evil, which is, very largely, in the hands of the merchant. If he has a regular order form, this ought always to be used. The small order pad is a useful little thing, and when numbered it enables the dealer to check up an invoice, the jobber putting the order number on each invoice, if there be a numbered order on file.

The jobber wishes to correct any evil that may exist in this respect, and, with the right dealer co-operation can be accomplished. Willing and pleased as he is to handle all orders, small or large, the personal selection of goods, and particularly if they be asked for by one unversed in the lines being selected, takes a great deal of time from one who may be wanted at his desk to attend to important telephone calls or regular customers. As far as we are concerned we have specially requested our salesmen to make sure that orders are from bona fide dealers, and so avoid any misunderstanding.

It does happen, sometimes, that requests come in from people who are isolated, and who have access to no accredited dealer. They have even sent for catalogues, and we have had to reply that as ours is a purely jobbing enterprise we cannot sell them. In a recent case of this kind the writer stated that there was no near source of supply and that the nearest dealers, in any case, had asked excessively high prices for what he wanted. This may have been a real complaint, or it may not, but the hardware merchants will always be protected. If it is necessary to sell direct to anyone because of such a circumstance as the foregoing, we will, of course, forward a credit note to the dealer, who may be purchasing from us in that district, if there be one.

With care in the issuing of orders and such assistance as the merchant may be able to lend, there will be little difficulty in reducing any evil that may have existed in the past in the foregoing respect.

The Canadian Damascus Manufacturing Co., Ltd., capital $40,000, head office, Toronto, plans to manufacture and deal in paints, oils, soaps and greases.

Seaman Eaton Flooring Co., Ltd., capital $40.000, head office Toronto, plans to manufacture and deal in flooring and builders' supplies.

American Retailers Alarmed When President Supports Arizona Plan

RETAILERS all over the United States who thought the "Arizona plan," mentioned in previous issues of HARDWARE AND METAL, had received its quietus, have been startled and alarmed at the action of President Wilson in giving his support to the plan.

Discussing the President's attitude, the "Retail Public Ledger" of Philadelphia says:

"Great hardship will be worked on the retailers of the country if the suggestion recently made by President Wilson in his address on the high cost of living should be enacted into law.

Would Cause Trouble

"The President advocated that manufacturers should publish the cost of manufacture and the price received for articles turned out by them. He further advocated compelling wholesalers to state the purchase and sale prices of the commodities which they handle. While this may seem a sane solution of alleged profiteering on the part of some retailers of the country, it can be seen that this suggestion, if enacted into law, would cause endless inconvenience and dispute between the retailer and his customer.

Says It Is Impracticable

"It may be said in this connection that very many members of Congress in both the Senate and the House have denounced this suggestion of the President's as impracticable.

"The whole high cost of living problem which Congress is now tackling is very much wrapped up with the local situation, both because the cost of living in Washington is said to be as high or higher than any other city in the country, and also because the President has suggested that legislation be tried out in Washington as an experiment.

"In this connection a Bill is now being drawn up by the corporation council of the District of Columbia, which is to be presented to Congress when completed. The Bill is along the lines of the recommendations made by the President in his recent address that manufacturers and wholesalers be required to stamp on all articles the cost and sale prices."

Blames Retailers

President Wilson in his address to Congress said in part:

"There can be little doubt that retailers are in part—sometimes in large part—responsible for exorbitant prices, and it is quite practicable for the Government to supply the public with full information as to the prices at which the retailers buy and as to the costs of transportation they pay, in order that it may be known just what margin of profit they are demanding. Opinion and concerted action on the part of the purchasers can probably do the rest.

"I would also recommend that it be required that all goods destined for interstate commerce should in every case where their form of package makes it possible, be plainly marked with the price at which they left the hands of the producer."

Did Not Work Well

President Wilson's advocacy of the branding of all packaged goods with their wholesale prices recalls the "Arizona plan," tried out in that state last fall with disastrous results.

This scheme, fostered by Governor Hunt as a political expedient to strike back at certain interests which opposed his election, provided "that all articles sold at retail shall bear in plain figures the cost and sale price of each article so that no confusion or error can arise in any interpretation of the cost and sale price of each unit of sale."

Promulgation of the order gave rise to an immediate storm of protest from virtually every business organization in the state. Merchants who attended a conference over the matter claimed that to arbitrarily term the cost at mill, plus freight, the cost price of an article would be unfair, because it ignores the cost of all service rendered by the merchant. They pointed out that in many districts of Arizona it costs 33 1-3 per cent. to do business, and that therefore an article which cost $10 at the mill, plus twenty-five cents freight, would have to sell at $20 or more to make a reasonable profit—whereas to mark the cost of the article at $10.25 and the selling price at $20 would lead the purchaser to believe that the retailer was a profiteer of the worst kind.

John Bull Corners the World's Supply of Pale Resin

JOHN Bull has "put one over" on the world in regard to resin, and in discussing the situation at present and the outlook for the future the "Southern Lumber Journal" says:

"It has always been the impression of Americans that the English were slow thinkers in a business way, but it is evident that they have stolen a march on the American consumers of resin and that the latter are very likely to have to do without pale grades in the near future. The statement was made early this week that English buyers had purchased virtually all of the Gulf production and that it was to be shipped to the United Kingdom as fast as vessels are available. There is no question but what the pale grades have assumed a serious aspect, as a result of these purchases, to the American consumer. It is now but a question of weeks until he will be dependent entirely upon the British buyers for whatever stocks of pales he will need.

Ready for Shipment

More than 30,000 barrels of resin are now tied up on the docks in the city of New Orleans awaiting the sailing of United States Shipping Board vessels for ports in Europe. This resin represents a value of $1,300,000 and is the largest amount of resin ever gathered together for shipment at one time in the history of the New Orleans port. The strike now on affects only vessels of the United States Shipping Board. Many thousands of barrels have already left New Orleans ports during the last two or three weeks for Glasgow and Liverpool aboard English vessels. No figures are available to show the amount but the shipments will exceed the 30,000 barrels tied up. It is also understood that bookings have been made since the latter part of June for the shipment of 200,000 barrels through the port of New Orleans. The actual status of these bookings will not be known until the resins have been shipped.

Is A World Scarcity

That there is a scarcity of resin in the world is proven by the fact that prices are being paid to-day which were never paid before and which but a short time ago would have been considered out of all reason. The whole market is right at the top—and by the top is meant the top not only of the movement, but the top of all advances resin has ever seen. The price is now about three times what it was three years ago, and is higher than the greatest bulls dreamed of when they were talking high prices at the beginning of the crop year. There may be a jumping off place some time, but just now it is not possible to say when it will come. Europe needs a great deal of resin, so does South America and so does Japan, to say nothing of domestic needs. That the crop is going to be a small one is admitted by everyone. Yet, in spite of all the bullish features, the advance has been so rapid and has gone so far that under more normal conditions the price would prevent active buying. This does not seem to be the case now, however. There is a little resale goods coming out, but as a rule holders want the top price for every barrel they are willing to let go of. The advance has gone so far that the trade is beginning to wonder if there is any level which would check consumption."

P. Goulet, Montmartre, Sask., has purchased new and larger premises in which he plans later to locate his hardware business.

The partnership between Reggen & Spencer, roofers, Toronto, has been dissolved.

EVENTS IN THE TRADE

Business Changes

Speers, Alberta.—Joseph McRae, hardware, is succeeded by Thomas Kerr.

Elmvale, Ont.—E. Knapp has purchased the hardware business of George E. Roe.

Minnedosa, Manitoba.—K. C. Olmstead has purchased the hardware business of Olmstead & Clark.

Teulon, Manitoba.—Woods, Ltd., have purchased the hardware business of George A. Elliott.

Wadena, Sask.—Paul Feifer has purchased the hardware business of Anderson & Anderson.

Obituaries

The death occurred at St. Catharines, Ont., of L. R. Grimshaw, treasurer of the Canadian Crocker, Wheeler Co.

Charles Emile Delorme, a well-known and respected hardware merchant of Montreal, passed away on the 24th inst., the funeral taking place Wednesday of this week from his residence, 20 Bishop Street. A large number of the wholesale and retail hardware merchants attended.

Fire Losses

A. E. Latimer, hardware dealer, sustained a loss in a fire which swept six business places at Strome, Alberta.

Personals

J. H. Robertson, hardware merchant, Chester, Ont., was a Toronto visitor this week.

Geo. Rice, hardware merchant of Whitby, Ont., spent a few days in Toronto this week.

A. J. Collins, formerly with the Burk's Falls Hardware Co., Burk's Falls, Ont., has accepted a position with C. D. Cutts, hardware merchant, Toronto.

Roy Stafford, of the Stafford hardware, Belleville, Ont., is in Toronto this week. Mr. Stafford was a contestant in the trap shooting tournament at the Toronto Exhibition.

Trade Notes

The Toronto Weatherstrip Co. has been registered at Toronto.

Hussereau & Co., plumbers, has been registered at Montreal.

Automobile Batteries and Engineering has been registered at Montreal.

Strong's Chemical Works at Montreal has been acquired by the Sta-Brite Mfg. Co., Ltd.

Le Cora Aux Trois Poilus, manufacturers of varnish, has been registered at Montreal.

The Ibex Tire & Rubber Company, capitalized at $300,000, plans to locate at Oshawa, Ont.

J. H. Jacques & Sons, Quebec, wholesale leather and harness, has been registered.

The Canadian Machinery and Wax Co. has been registered at Montreal by Louis H. Veronneau.

The Standard Non-Skid Tire Chain Co. has been registered at Granby, Quebec, by Alphonse J. Monty.

McMadden & Davis have purchased the harness business of Hugh McGillivray at Pense, Saskatchewan.

The partnership between Stuart & Darragh, sporting goods, Ottawa, has been dissolved and the business is being continued by James A. Stuart.

C. W. Gimby & Son, hardware, Cabri, Saskatchewan, have closed their branch store at Shackleton, Sask.

The Canada Western Cordage Company, capitalized at $300,000, plans to equip a plant at New Westminster, B.C.

The employees of the Steel Company of Canada, at Hamilton, Ont., have been granted a ten per cent. increase in their wages.

George Wade has been appointed manager of the auto accessories department of the Vokes Hardware Co., Ltd., Toronto, succeeding W. Dean, who has left to take the position of city traveller for the Canada Sales Co., of Toronto.

Montreal News

H. C. Bonney, manager of the Barrett Co., Limited, is in Worcester this week.

R. A. Catlin, of the Corbin Cabinet Lock Co., Ltd., was in town this week.

Mr. Falles, of the New Haven Clock Co., Toronto, was in Montreal this week.

J. E. Pilon, representative of Lewis Bros., Ltd., for the Gaspe coast, was in Montreal this week.

Mr. Shay, representing the Goodell Pratt Company, was in Montreal this week.

W. A. Kribs, of the Kribs Washing Machine Co., of Hespeler, Ont., was in Montreal this week.

W. W. Ingersoll, vice-president and manager of the Dougall Varnish Co., Ltd., Montreal, is spending his vacation at St. Albans Bay, Vermont.

W. H. Bailey, representing the Co-Operative Wholesale Society of England, who is passing through Canada on his way to Japan on a buying tour, was in Montreal this week.

H. Scheimer, president of the New Standard Hardware Works, Mount Joy, Pa., was in Montreal this week calling on their Eastern Canada representatives, Messrs. Richardson & Bureau.

Mr. Smith, the recently appointed general sales manager for Canada of the Beaver Board Co., Buffalo, was in Montreal this week, and it is announced through the trade that this company will have a string of twelve representatives in various sections of the country so that the trade will be systematically called upon.

F. I. Spielman, president of Spielman Agencies, 15 St. Alexander Street, Montreal, has just returned from a successful trip to England, where he interviewed the principal firms he represents, i.e., British Aluminium Co., Griffiths Brothers & Co., British Ever-Ready Co., and other firms who expect to ship to Canada in a big way as soon as present conditions change.

Incorporations

Eureka Pattern and Manufacturing Co., Ltd., head office Toronto, capital $40,000, plans to manufacture castings.

Harry Alexander, Ltd., capital $40,000, head office Toronto, plans to manufacture and deal in electrical supplies and equipment.

Mead Universal Co., Ltd., capital $350,000, head office Toronto, plans to manufacture and deal in automobiles and motor vehicles.

Canadian Sander Manufacturing Co., Ltd., capital $200,000, head office Brockville, Ont., plans to manufacture and deal in builders' and mill supplies, hardware and machinery.

Consolidated Iron and Steel Corporation, Ltd., capital $8,000,000, head office Toronto, plans to carry on a general business in iron and steel manufacture.

British Minerals Corporation, Ltd., capital $300,000, head office Montreal, plans to carry on general development work, also smelting and treating of ores.

Auto Indicator Sales Company, of Eastern Canada, Ltd., capital $25,000, head office Montreal, plans to manufacture and deal in steam, electric, and gasoline driven vehicles.

Security Devices, Ltd., capital $25,000, head office, Ottawa plans to manufacture and deal in locks and security devices.

British Foundation Ovens, Ltd., capital $15,000,000, head office Montreal, plans to carry on the general business of iron masters, tin plate makers, and manufacturers of iron and steel goods.

Mustikon, Ltd., capital $250,000, head office Toronto, plans to manufacture and deal in automobiles, auto accessories and rubber goods.

British Refractories Ltd., capital $3,000,000, head office Montreal, plans to manufacture and deal in bricks, tiles, paints, fertilizers, sewer pipes and building materials.

Canadian Oliver Chilled Plow Works, Ltd., capital $20,000, head office Regina, Sask., plans to manufacture and deal in implements.

Connaught Motor Sales Co., Ltd., capital $60,000, head office Hamilton, Ont., plans to manufacture and deal in motor trucks and vehicles.

Shine-O Products, Ltd., capital $40,000, head office Hamilton, Ont., plans to manufacture and deal in polishes and dressings.

The Fibre Packing Co. of Canada, Ltd., capital $100,000, head office Walkerville, Ont., plans to manufacture and deal in fibre, fibre board and fibre containers.

INCREASING CAPITAL STOCK

The Gurney Foundry Co., Ltd., of Toronto, is increasing its capital stock from $750,000 to $2,000,000. It was stated to HARDWARE AND METAL that this is to provide for future expansion of the business.

BIG STEEL PLANT FOR GODERICH

According to press dispatches from Goderich, Ont., arrangements have been completed by which the Lake Huron Steel Corporation acquired a site of 250 acres on which it is proposed to erect a plant costing $8,000,000. More than $2,000,000 will be expended, it is stated, in the next twelve months and electric furnaces and complete modern equipment for steel making will be installed.

WALL BOARD FACTORY BURNED—LOSS $200,000

Ottawa.—The Bishorpric Wall Board Company's factory at Brookfield, Gloucester township, was completely destroyed by fire yesterday afternoon, entailing a loss between $175,000 and $200,000. Three freight cars, two C.P.R. and one G.T.R., on a siding at the factory, were also burned.

VOKES HARDWARE PICNIC

The second annual outing of the employees of the Vokes Hardware Co., Ltd., 40 Queen Street E., Toronto, held at Pine Hill Grove on Saturday afternoon, was a most successful affair in every way. The picnic party motored out to the grove in twenty autos, and on arrival a programme of sports was run off. The events were keenly contested and furnished a lot of fun for the onlookers. A feature of the afternoon was a ball game between the Vokes Hardware nine and a team from the Toronto Lock Co. A silver cup was offered as a trophy for the winner and the silverware is now resting in the Vokes store as their players figured in the swat statistics a great deal oftener than their opponents, the final score being 12 to 6. James Blue, manager of the Vokes Hardware Co., Ltd., officiated as umpire.

Says Opportunity For Trade With Brazil

ACCORDING to Sir William Garthwaite, Bart., managing director of the Marine Navigation of Canada and holder of extensive interests in Brazil, there is a splendid opportunity for Canadians to develop trade with Brazil. Sir William, while in Montreal, stated that during the war period Brazil starved for agricultural and electrical machinery, metals, merchandise, etc. It has immense purchasing power for these commodities and wishes to extend its commercial relations with Canada, as the Brazilian very much appreciates the commercial man who will offer him a square deal. During the war Brazilian merchants complained that many goods purchased abroad from unaccustomed sources were not of the quality and kind which they had been accustomed to purchase heretofore.

Canadians must not labor under the delusion that Brazilians are a semi-civilized race, said Sir William. On the contrary they are very keen commercial men, exceedingly intelligent, and follow with the greatest interest the latest improvements in manufacturing methods.

One peculiarity about Brazil, common to South American countries, he said, is that the importer is accustomed to receive extended credits, rather longer than Canadian manufacturers are accustomed to grant. The immense business done in South America prior to the war by European firms, and the immense influence they had in the country, were entirely built up on this system of granting long credits to responsible firms and individuals, which enabled them to keep large stocks of standard commodities in the country.

BRITISH CEMENT MERGER LIKELY

It is officially announced that the question of closer union of the Associated Portland Cement Manufacturers and the British Portland Cement Manufacturers, has practically been decided upon, subject to confirmation.

This amalgamation, if carried through, will involve a scheme of joint management, which should result in a substantial reduction of expenses, and a readjustment of share capital.

The present issued capital of the two companies is:—

Associated Portland Cement Manufacturers	£4,207,040
British Portland Cement Manufacturers	2,552,622

SPACE IS AVAILABLE

Ottawa.—Canadian exporters are missing opportunities to ship goods abroad on account of cabled reports to the effect that all the steamer space has been commandeered by the British Ministry of Shipping. Exporters are advised by the Canadian Trade Commission that the shipping situation is by no means so unfavorable, and that steamship companies on this side are not receiving applications for all the space available. The proper procedure would be for prospective exporters to make enquires themselves at the offices of the steamship companies in Canada.

BRITISH ELECTRIC MERGER

The English Electric Co., Ltd., which has just been formed in England, with a capital of $25,000,000, will control five important companies:

The Coventry Ordnance Works, Ltd.; Messrs. Dick, Kerr & Co., Ltd.; The Phœnix Dynamo Manufacturing Co., Ltd.; The United Electric Car Co., Ltd.; Messrs. Williams & Robinson, Ltd.

All these enterprises have been engaged in the production of electric apparatus of different kinds, and the works of most of them were greatly enlarged and extended during the war, when they were engaged in the production of war material.

The Coventry Ordnance Works, Ltd., which are located at Coventry, and also at Scotstoun on the Clyde, were originally laid down for the production of heavy armament, but are in every way suitable for the manufacture of electrical machinery and accessories.

The factories of Messrs. Dick, Kerr & Co., Ltd., and the United Electric Car Works, are at Preston, in Lancashire, and turn out a variety of apparatus, including the production of 5,000,000 metallic filament lamps, annually.

The Phœnix Dynamo Works are at Bradford, Yorkshire, and their present output is standard motors, together with apparatus pertaining thereto.

Messrs. Willans & Robinson, Ltd., factories, which are at Rugby, are arranged and equipped for the production of steam turbines of intermediate size, condensers of all kinds, and internal combustion engines of the Diesel type.

EITHER WAY IT TURNED OUT, THE PUBLIC WON

San Diego, Cal.—In March, following the killing of a bandit in the foothills of the Sierra Madre range in Southern California, there was quite a bit of digging for the buried treasure which the residents thought the bandit had hidden.

A hardware man in one of the foothill towns put some garden tools and spades in his window—also a clipping of the newspaper article that started the trouble. This card was also displayed:

> Get your outfit here to dig for the Dale Jones $30,000 treasure. It will come in handy in your garden if you don't find the swag.—Retail Public Ledger.

NEW PLAN ADOPTED IN ENGLAND FOR SELLING BELTING

The Ironmonger, of London, England, says:

"Hitherto it has been the English custom to sell leather belting chiefly by weight, and where sold by measurement leather belting has usually been sold without any specified thickness. Both of these systems are obviously open to objection from a buyer's point of view, and both have such weak points compared with some of the Continental systems that the Federation of Leather Belting Manufacturers of the United Kingdom have decided that after September 1 no leather belting shall be sold except on the basis of the new national price list which quotes for all widths of belting per foot, with thicknesses specified according to the customers' requirements and the purpose for which the belting is intended. Copies of the new list are being circulated to all buyers in the kingdom, and the Federation feels that the change will be welcomed by buyers, who will in future know exactly what their belting is going to cost them and exactly what is going to be supplied for the money. It has long been an anomaly that all other classes of belting have been sold by measurement, with thicknesses or plies specified. The change is being made by the Federation entirely in buyers' interests, and with a view to bringing the leather belting trade of the United Kingdom into line with modern methods."

HAVE YOU TRIED THIS?

Here is a plan which a merchant in a Western town has found effective as a means of keeping trade from going to mail order houses.

When he first started to sell cream separators one of the first things he did was to order a sixty-dollar "mail order" separator.

In due time the box containing the machine arrived. The merchant, however, did not open it. Not a nail was pulled, and the box was left on the floor near his own stock of separators. When customers of the merchant began dickering over the prices of the merchant's machines, and mentioned, in contrast, the price of the mail order machine he was ready for them.

"Why," asked one prospect for a separator, "should I pay you $100 for a separator when I can send East and get a — separator for $60?"

"Oh, you want the — separator, do you?" responded the merchant. "Well, I carry that, too. I'l be glad to sell it to you."

"Where is it? Let's have a look at it," answered the prospect.

"It's right there in that box," said the dealer.

"Open her up. Let me see whether I want it or not."

"No," said the merchant. "It will stay in that box till its sold. Isn't that exactly the way you buy from the mail order houses? Don't you pay your money before you ever open the box? I'll sell the separator to you on the same terms. That's fair, isn't it?"

The prospect saw the point. This incident has happened a good many times since. The box is still unopened. But it has proved as profitable an investment as the merchant has made in a long time.

CANADA'S ROSIN PURCHASES

In connection with the shortage of rosin and the tremendous increase in prices during the past few weeks the official figures as obtained from the United States Customs department show that Canada is a heavy buyer of rosin. In 1914 the importations amounted to 77,064 barrels of 280 pounds each. In 1915 the imports were slightly lower, and fell to 74,113 barrels. Then came the demand for more shells and the opening of munitions plants, and the imports of rosin jumped to 120,146 barrels. In 1917 the peak was reached, as many of the munition plants were not only buying for their immediate requirements, but for months ahead in order to have the goods on hand and not risk delays in shipments. The imports for 1917 totalled 172,576 barrels. The figures for 1918 were 129,070 barrels.

Before the war Germany was the biggest buyer of rosin, and in 1914 purchased from the United States 799,185 barrels.

CANADA'S PAINT IMPORTS

Official figures show that the imports of paints and varnishes into Canada from the United States for the month of June, totalled 22,710 gallons of mixed paints valued at $40,784, and 7,428 gallons of varnishes valued at $22,955. During the month there was imported also 1,027,000 pounds of zinc oxide valued at $91,657. During the same period the island of Newfoundland imported from American firms 2365 gallons of mixed American firms 2,365, and 1,264 gallons of varnish valued at $2,623. American firms sent to British India 2,117 gallons of mixed paint valued at $6,777, and 7,781 gallons of varnish valued at $18,825, and 100,621 pounds of zinc oxide valued at $9,472.

Are Profits a Crime?

WHERE is the venerable Chamber of Commerce of the State of New York, where is the comparatively recently begotten Chamber of Commerce of the United States, where are all the commercial and industrial bodies in this broad land that should raise their voices against the fast growing heresy that profits are a crime? When William Jennings Bryan wanted to make the people of this country believe that a bimetallic system of money was preferable to the gold standard, business men all over the land constituted themselves missionaries to overcome the heathen. Yet the silver-tongued Nebraskan's agitation for the double money standard was not one-tenth as insidious as is the doctrine regarding profits which is now being fostered by those whose income is fixed in the form of salaries or wages.

The suggestion that all articles leave the producer's hands with his selling price plainly marked on them, bears within its make-up germs far more dangerous to the body economic than all the Plumb bills that could be devised. If the retailer's or distributor's profit is to be regulated by publicity or by statute law, the next step must be regulation of the producer's profit. Could industry be laid low by chains and fetters more damning than such a process of proscribing profits?

Oh, this only refers to foodstuffs and necessities of life? What are necessities of life? The hook from which the butcher suspends a carcass is certainly essential to his business and the cost of that hook enters fully as much into the price at which he sells his chops, as does the cost of the meat itself. Therefore the hook must have the cost price stamped on it. And, by virtue of the hook being a life necessity, the iron from which it is made becomes such and the ore that goes into the latter, ditto. Ergo, the iron should be cost-marked and so should the ore.

When the wage earner insists upon a 25 per cent. bulge in his pay envelope, he is loudly acclaimed as a benefactor of the Nation with sufficient backbone to "get his." When his employer passes this increased cost on to the consumer, he becomes a profiteer.

It would seem that the time has come when business bodies all over the country should speak out and speak out loud. A law compelling producers to mark all goods with their cost proce to the retailer, is the first step toward putting all profit into convict's stripes. The utmost vigilance on the part of the country's merchants, manufacturers, and bankers is necessary lest in the hectic scramble for nostrums against the high cost of living the fundamental rights of business be not overturned. There is only one road out of the tremendous wastage the war has caused and it is marked: economy and thrift. Fantastic and therefore pernicious schemes and a still further aumented army of Government employes will not lead out of the darkness.—The "Daily Metal Reporter."

Merchant and Farmer are Teammates

How the Merchant Can Help the Farmer, and the Farmer the Merchant, and Both Aid in Building Up the Community in Which They Live—Some Interesting Viewpoints on a Very Vital Question

An address by Fred C. Middleton of the Social Service Council of Manitoba, delivered at the recent R. M. A. Convention at Brandon, Man.

FRED C. MIDDLETON, secretary of the Community Organization Department of the Social Service Council of Manitoba, dealing with the important and interesting question, "Merchant and Farmer—Community Team Mates," said:

Hopkins Moorehouse, in his very interesting book, "Deep Furrows," faces the question as to whether continued co-operation among farmers in the buying of household and farm supplies does not mean that the country retailer will be forced out of business. He maintains that such a result would be disastrous. "The country retailer," he says, "is pulling on the other end of the whiffletree with the farmer for community progress. Each is necessary to the other, and it is a vital matter if the co-operation of the farmer is going to kill off a teammate."

Team-mates! How true that is. Yet how little of team-work is actually done in most rural communities by merchant and farmer; how much of misunderstanding, suspicion and ill-will there seems to be, and what serious results are following such lack of team-work! The depopulation of the towns and villages in Manitoba has been going on for at least ten years—and that in spite of the fact that the area of land under cultivation and the number of resident farmers have increased. And, of course, the cities have increased their population, until to-day in an admittedly rural country we have 56 per cent. of our people living in four cities. The attractiveness of the social life of the rural centres suffers accordingly.

But what connection is there between depleted towns and villages and lack of co-operation between these community teammates, the merchant and farmer? A very intimate connection. The people move into the cities not only because of the attraction of the "bright lights," but because they get employment there. Now, it is evident that the city should be the transportation junction, the manufacturing centre, and the wholesale distributing point for the country, but it is not at all necessary that so much of the retail business of the country should be done in the city as is being done. It is the fact that so much of the retail business of the local community is done through city retailers that is forcing population out of the country town. Figures for the fiscal year ending March, 1917, show that in ten towns in Manitoba, none of which have a population of over 300, no less than $400,000 of business was done through the money order department of the Post Office. If we add a similar amount for the orders sent through banks and express companies we have the surprising total of almost one million dollars' worth of the retail business of the community transacted in the city instead of through the local merchant, an average of $100,000 per year for each little town. What a boost it would give the population of these towns if that million dollars of business were done at home, and what an impetus it would give to the place as a social centre!

Well, who is to blame for this state of affairs? Why does not more community business flow through community channels? The merchant is partly to blame. First, his business methods are often out of date and inefficient, especially in the matter of buying, bookkeeping, advertising, and displaying of goods. A recent survey conducted by a member of the University Extension Department revealed the fact that out of 591 merchants passed in review, no less than 80 per cent. were judged inefficient. Such merchants cannot expect "home loyalty" to overlook inefficiency. Second, the merchants, again, have not yet learned to co-operate with each other, and hence it is small wonder that they do not co-operate with the farmer. It is true that co-operative buying has been started on a small scale by some Manitoba merchants, but in too many places it is still the rule for three local merchants to each get in one-third of a carload of goods by local freight, instead of clubbing together and securing the advantage of carload lots. More co-operative buying must be done, too, by the wholesalers who supply these retailers. The mail order house buys the whole product of a factory—why should not two or three jobbers co-operate and do the same? If they did it would allow their retailers to compete with the mail order house in price. A third fault of some merchants is their unwillingness to meet the farmer half-way. Carload lots of apples, twine, salt, sugar, etc., could often be handled through the local merchant if he was willing to unbend a little. Many farmers will agree with H. W. Wood, president of the United Farmers of Alberta, in the following statement: "The local merchant gives us a local distribution service, a service which has to be given. . . If he will co-operate with us to put his business on a legitimate basis we are willing to quit trying to do business ourselves, for we want to farm, not to go into business."

But of these two team-mates for community progress, the merchant is not the only one to blame—the farmer also stands condemned at least on three counts. First, he is still very much of an individualist and is not yet willing to fully co-operate with his fellow-farmers. A case in point was the attempt made last fall to control the wages of harvest help. A maximum of $5 per day was agreed upon—but how did it work? Well, it did not work at all. What was the trouble, the outrageous demand of the harvesters? No, the failure of the farmers to stand together. I personally secured two men for a farmer friend and sent them out to Neepawa, engaged at $5 per day, but they never reached there. Why? Well, at some place along the line a farmer met that train and something like the following dialogue occurred between him and the Galicians I had sent out: "Where you go?" "I go Neepawa." "How much you get?" "Five dollars a day." "I give you five-fifty." "All right, mister, I work for you." Small wonder that such a farmer fails to co-operate with his local merchant; for mark you, it was the farmer, not the Galician who was to blame for that rise in wages. Second, the farmer is not fair, either, in the comparison he makes between local prices and those he receives through carload or mail order shipments. He wants to buy a dollar's worth of goods at carload prices and fails too often to add to mail order prices the cost of stamp, money order and freight. In the third place the farmer stands condemned because he often uses the merchant as a convenience for rush orders and fall credit, and sends out his cash to the city retailer.

So, partly because the merchant is to blame and partly because the farmer is to blame, community business fails to flow through community channels. As a result stores close up, people move out, and social life stagnates. No wonder under such conditions young people press into the cities. Can conditions be improved? Can the gulf be bridged between these two essential factors in rural life? I believe they can.

In the first place, the merchants must measure up to the demand for efficiency and service; more of them must take advantage of the salesmanship and other courses being provided by their own association and the university; they must stop "knocking" the mail order houses and copy their efficient methods; they must buy co-operatively and see that their jobbers buy co-operatively. If it is true, for instance, that a mail order house can sell retail at a lower price than the local merchants can buy wholesale, there is something wrong somewhere; and I fancy it is not with the mail order house, but with the local merchants and their jobbers. Finally, they must establish more cordial relationships between themselves and their customers. There must be some "get-together" agency through which farmer and merchant can learn to understand each other better and acknowledge their mutual inter-dependence.

Such a medium I believe will be found in the Community Club, which is a neighborhood organization through which farmers and merchants, and, indeed, all sections of the community, may learn the art of living together in the spirit of the second commandment and the golden rule. To love your neighbor as yourself, to do unto others as you would that they should do to you—that is the challenge that comes to you to-day. To sympathetically co-operate and unselfishly serve—that is the call of the new day.

The Community Club provides the medium through which this call may be answered, through which this challenge may be accepted. It is an organization that takes in the whole community, the basis of membership being citizenship. There are usually many other organizations in the town and district, but they are all sectional. The Board of Trade takes in the retail merchants and other business men, but excludes anyone else. The Grain Growers' Association takes in farmers only; the Home Economics Society takes in women only: the lodges recognize only initiated members who have taken the degrees and whose dues are paid up ;the churches appeal to those only who are members or adherents of their particular denomination. And so it goes—every one of these organizations, from its very nature, sectional; and, indeed, consciously or unconsciously, each acts as a divisive element. We seek to overcome this defect, and a glance at the picture of the community wheel will illustrate how we propose to do it. There are eight spokes in this wheel, representing eight factors in the average community. Hitherto these organizations have worked along parallel lines, each seeking to carry on their own work without much thought of their relation each to the other, or to the community as a whole. The Community Club movement seeks to have them move along concentric lines, all working toward a common centre, the good of the community. It seeks to remind the farmer, the school teacher, the merchant, the preacher, that while they may have a special work to do through their own organization, they are a part of the whole community, and must share in the community tasks.

The general work of the club is outlined in the duties suggested for the five standing committees—Public Forum, Better Business, Public Health, Young People, and Recreation. If these committees do their work properly the whole community will soon learn to "think together, work together, and play together," which is the slogan of the club. You will be particularly interested in the work suggested for the Better Business Committee. I will read that as it appears in the suggested constitution:

"This committee shall be composed of farmers and business men and shall take under review the following:

"(a) Local marketing conditions and possible improvements; good roads campaign.

"(b) The wisdom of establishing a flour mill, a creamery, a market garden, or any other local enterprise.

"(c) Better methods of buying and selling by the local merchants.

"(d) Better methods of fire protection.

"(e) Sympathetic co-operation between the farmers and merchants of the community.

"(f) Better credit facilities for farmers by local banks.

"(g) Helping men on rented farms to become owners."

Many of the suggestions outlined here have been attempted before, but the trouble has been that the attempt has not been made by farmers and merchants together.

That it is possible to get these teammates pulling together is shown by a reference to the personnel of the executive committees of fourteen out of the twenty-five clubs for which I have data. In these fourteen clubs there are eighteen farmers, fifteen merchants, eight preachers, eight bankers, six school teachers and three editors among the officers.

Team-mates? Yes, the farmer and merchant can be such, they ought to be such and here is a medium through which they may learn to become such.

Opportunities Being Lost Through Failure to Get Most Out of Advertising

RETAIL merchants in attendance at the Brandon convention of the Manitoba Association were thoroughly awakened to what they are missing by failure of Canadian manufacturers and jobbers to assist them with selling helps.

The jolt was administered by F. H. Mann, president of the North Dakota Retail Merchants' Association, who electrified his auditors with a talk on advertising in which he described the excellent co-operation being furnished merchants in the United States. He exhibited a great many posters that were being furnished to merchants across the line to be mailed to their customers, and to be used for window and store display. Practically all of these posters were printed in two or three colors and were so attractive in design and general make-up as to furnish a strong buying appeal.

Holding up a very classy poster put out by McDonald Bros., of Minneapolis, showing some striking illustrations of enamelware, Mr. Mann said: "This poster was originally designed to sell the merchant. When the firm sent one to me I was so struck with it that when I went down to the big city the following week I visited the firm and I told them that their poster had quite convinced me as to the merits of their goods, but what I was most interested in was how I was going to let my customers know about it. I suggested to them that they print 2,500 of the circulars with my name and the retail price upon them and furnish them to me at cost price. I promised to take two crates of their goods if they would do that. They said they had never done it before, but the idea caught them and I got the circulars. I featured the goods in the window with the posters prominently displayed; used a mat they gave me to advertise in the newspaper, and sent out the 2,500 circulars to my mailing list. We cleaned out the two crates very quickly, and I sent in my order for more. It was an education to that firm, and they immediately began to work this selling idea with other merchants. I bought 25 sets of dishes from another firm under the same arrangement of being furnished with handsome posters for mailing with such success that the scheme was immediately put into effect in the suburbs of Minneapolis, with the result that the merchants there purchased posters to the value of $1,200."

Mr. Mann went in to tell about the mailing list he has established for boys and girls, and in this connection exhibited another fine poster furnished by an eastern firm illustrating wooden things on wheels, such as kiddie cars, wagons, etc. When the boys got these posters, he said, they simply worried the old man until he came down and bought one of those carts. A boy thinks he is a real little man when he gets a personal letter from our store.

The speaker went on to display posters on sweaters, hardware and groceries sent out as selling aids by manufacturers and told of the cuts supplied free to merchants for newspaper advertising. He showed one circular illustrating a line of goods known as "Little Togs" for children, which he said brought in big returns. All of these circulars bear the printed name of the Mann store and the retail prices plainly marked. The impression given the customer was that these handsome circulars showed typical enterprise on the part of the store. There was nothing to indicate that they had been prepared by the manufacturer or jobber.

One large wholesale grocer produced and sent out to the merchant hundreds of four-page folders in July of each year bearing the inscription, "Harvest and Threshing Season Wants." The folder was printed on chrome colored paper, and carried a picture of a harvesting scene. It also carried the merchant's name, and a detailed list of goods marked at retail prices.

"There is not a town of 100 population in Western Canada where modern merchandising methods cannot be established," said Mr. Mann. "If they haven't got a newspaper they can mail out their advertising. I am a booster for the newspaper. It is the greatest business-getter we have, and I cannot understand why so many merchants are losing the wonderful opportunities afforded through this medium. I have a newspaper friend in a small town in North Dakota whose paper comes to me regularly, and one day I sat down and wrote him. I said, 'Charlie, for goodness sake take that big ad. off your front page that hasn't been changed for the last four months. If you don't it will ruin your business.'"

Mr. Mann showed a copy of the ad. referred to and published in a June issue of the paper. It read, "Our new spring stock is arriving every day, come in and make your selection." "That ad.," he said, "has been running since last March. It is a pure waste of space; I suppose the merchant is running it from philanthropic motives to help the paper.

"I am a strong believer in sales," said the speaker. "They liven up the store and they liven up the paper, for we advertise to the limit." He showed a number of two-page spreads that were used. In one of these sales this summer their Saturday receipts were $4,800. The mailing list is used to send announcements of these sales to hundreds of farmers, and mention is made of the fact in both ads. and circulars that an orchestra will be provided for the special occasion, with coffee and cake in the basement free of charge. One two-column spread on groceries bore the caption, 'No Profiteering Here.'"

Mention was made of the price cards used by the firm, all of them bearing the firm's name across the top. Mr. Mann also showed samples of several other kinds of advertising features, such as the advertisements on envelopes and labels.

The point was made that the advertisement must be backed up by properly decorated windows, and by dressing up the whole store, with the goods on sale placed out in the open bearing price-tags.

Finally Mr. Mann told how he was sold by the Western Union Telegraph Company on a scheme to advertise by wire. He was on his way to a Duluth convention, when a porter came through the train calling his name. A yellow telegram was handed to him, and he had visions of trouble. The telegram contained a specimen ad. for his firm, signed with his own name. He announced that this fall, when it is time to buy furs, he is going to send out telegrams to 100 of his best customers.

"We are in a fight for business," he said, in conclusion, "and we must get out and fight. There is no use to talk and holler about the mail order houses getting the business. The only way to do is go them one better and go after the business stronger than they do. You are on the ground and you have the advantage."

Advance is Made in Prices of Bevelled and Polished Plate Glass

For the First Time in Twenty-One Years Quotations Change—Higher Wages Being Paid Workmen—Ten Per Cent. Advance Also in Windshield Glass

DUE entirely, it is stated, to increases made in wage scales, advances in the price of plate glass for desk tops, door plates and similar purposes have gone into effect. This is the first time in twenty-one years that these prices have been changed. The new quotations are as follows: Bevelling 1½ in., 2½ cents per lineal inch; 1¼ in., 2 cents; 1 in., 1½ cents. Polishing edges 1½ cents per inch for ordinary sizes; grinding edges ¾ of a cent.

An advance which will approximate 10 per cent. has been made in wind shield glass. The new prices on odd lights up to twelve are 10 per cent off, and on twelve plates or more, 10 and 10.

There has been a heavy demand for glass for automobiles this season, and at the present rate of ordering it is expected the business may break all records.

THE CLERKS DEPARTMENT

Ringling Brothers Divided Work, But They Always Stuck Together

World's Greatest Showmen Were Sons of a Harness Maker and None Had Had Any Experience in or Knowledge of the Business—How They Worked Together and Won Out

RINGLING Brothers started their business career by giving shows in barns when they were children. There were seven brothers in all. They were sons of a harness maker at McGregor, Iowa, and none had any knowledge or experience in the show business.

From the very first it was team work that brought them success. They worked hard and each bore his share of all the work to be done. One of the most remarkable features of their work is the manner in which they have divided it, the result being that each brother has developed along entirely different lines.

John Ringling, who is the route agent for the shows, tells in the American Magazine of the career of the seven brothers as follows:

Team work and strict attention to every detail of the circus business has been the key to the success of the Ringling Brothers; that, and hard work, common honesty, and a close study of what the public wants, comprise all the trade secrets we have to reveal.

If there is anything in our lives or in our business that might help others, I am willing to tell it. What we know we have learned from others, and I am willing to give them back the benefit. Our education has been in the school of experience and necessity, and in the primary grades we had stern teachers. Perhaps it is well to explain that the older brothers educated the younger. Whatever credit is due probably consists in the fact that we had common sense enough to profit by the experience of all, rather than of one.

No Definite Plan

I do not know that in the beginning we had any theories or philosophy, or even any very definite plan. We lived in a small town, and had few opportunities to study amusements; yet I cannot recall when we were not giving shows or practising for them, trying to learn everything, from musical turns to equestrian acts. We held shows in barns, in tents, and vacant rooms. We worked hard at music, learning to play, after a fashion, upon every instrument we could acquire, as our first idea of entertainment was the concert. We had no real musical education, but "picked it up." However, love of music was inherent, and two of my brothers, Charles and Alf T., became accomplished musicians in later life.

Started Concerts

We started out as a concert troupe of boys, going to neighboring towns. All five of us played in the orchestra, four playing while the other in turn ascended the stage and did some act, such as juggling, tumbling, or singing. We called it the "Classic Concert Company," but soon changed it to "Ringling Brothers Comedy Concert Co." Even that early we discovered that there is something in a name, and that the public's chief desire is to be amused rather than uplifted.

Our big ambition was to own a circus, with beautiful horses. We loved horses in childhood. Circus paraphernalia, however, is expensive, and we were several years in acquiring sufficient apparatus and stock to start with a road show. Meantime we were working hard, being compelled to learn not only the acts but also the business part of such an enterprise—and the business part proved the harder; it is surprising to me, in looking backward, to recall the confidence with which we tackled anything and did it.

Franklin Was Right

We learned that Franklin was right when he said that if you want a thing done well do it yourself. We tried hiring professional agents, and the result at first was not happy. We discovered the importance of team work and that the hired agents would not pull together the way we brothers did. We learned that life is give and take, and that giving really is the bigger part.

In forty years, Ringling Brothers never have quarreled except that they have had some fine, old, brotherly rows over matters of policy, not one of which ever left a bad feeling, because we understood that each was thinking and working for the interests of all.

How They Worked

One thing which we agreed upon early was that majority rule should not prevail in all cases. We never believed that any three should ever force their dictates upon two. Often, if only one held out for an idea to which the other four were opposed, we would argue and try to convince that one; but if he insisted, we agreed to try his plan. The verdict usually was: "All right. We think you're wrong, but if you insist we'll try it."

If the plan succeeded we gave him the credit, and if it failed we said nothing about it. Not all have succeeded, but some of the biggest improvements and advances we have made have been the result of trying out some idea which, at first, the majority opposed.

Honesty Best Policy

The first big question we encountered was that of honesty. This may sound odd, but remember that we were green country boys going into a business which, at any time, was notorious. The grafter and pickpocket were parts of circus life. Many shows carried organized bands of such criminals to prey upon the people, and clashes between circus and towns-people were frequent. We determined from the first upon two policies—strict honesty, decent behavior and neatness; in fact, we spent a large part of our small capital for neat uniforms. Being honest was a matter of conviction rather than of policy. I doubt whether we realized the commercial worth of honesty and good reputation, but we all hated crooks and were determined to keep the show clean.

We were growing, accumulating stock and equipment and enlarging our traveling territory, producing a clean, high-class one-night circus, five of us taking active part in the performance or the management.

Growing Steadily

We had grown large enough for the big circuses to notice us, but we had no idea what a storm of opposition our stand for honesty would bring upon us. The grafters came to join the show, and we drove them off the lots. They started to fight us and had the aid of some of the great circuses. We were branded as "The Sunday-school Show." The big circuses attacked our routes, sent crews to harass us, and the grafters spread hand-bills over towns, headed, "When thieves fall out," declaring that we were opposing them because they refused to pay us a larger share of their loot.

Valuable Advertising

We capitalized their opposition and discovered that it was one of the most valuable bits of advertising we ever had. We discovered that we were getting a better class of workers with the show, more loyalty from them, and better work and appearance. Also, we discovered that we were welcome to play return engagements, and that our reputation for honesty made us welcome in opposition territory, where other shows were not liked because of their grafting methods. In other words, it worked out with us just as it does in any business.

The show was growing to be a large enterprise, and while at first we were jacks-of-all trades, able to do almost anything, from leading the band to doing an equestrian act, it became necessary to specialize and divide the work. We were some time adjusting ourselves and learning which of us was best fitted for certain departments. It may seem a large problem, yet with us it was simple; each of us took over the line of work he liked best; and it succeeded, because any man does better when he likes his work.

Had Complete Control

This specialization, of course, developed along different lines. Each assumed absolute control of his own department, and the others neither questioned nor criticized, unless asked for an opinion.

If I may be pardoned for seeming boastful, I should like to say that, in my opinion, Al was the greatest producing showman the world ever has known. He knew instinctively what the public would like or dislike, and his big success was in his ability to choose good features. In our earlier days, before we could afford to pay for the high-class attractions, we were, of course, handicapped, especially in the face of bitter and relentless opposition by the richer shows. Al clung to the idea of neat-

ness, clean performances and fast movement. In the circus business he had the idea of speed and "pep" which George M. Cohan brought into the theatres. With a dozen rather mediocre acts, by proper staging, by "doubling," and keeping the action fast and continuous, he made the show appear better than some of those which cost twice as much to stage. He invented, brightened up, and developed some of the most successful features known to the circus.

Knew His Business

It is a joke among the youngsters who love to try to "kid" us old fellows that, because of long experience in routing, I can put my hand out of a car window at night, feel the air, and say, "Six and a half miles from Abilene," while Al frequently was known to inquire what city we were in after the tents were up. There is truth in the joke. Each man concentrated upon his own words and "kept off" the others; consequently each man dug in and learned his own work thoroughly. My training was largely in routing, and in the old opposition days, when shows fought for territory, and when the big fellows tried to starve us out, knowledge of railroads and routes was a big help. I learned my geography that way; and Charles still insists that I am able to name the counties of any state in the United States, and, if a county is named, to name the county seat, the road leading to it, and the license fee.

Full of Thrills

In what we refer to as the "opposition" days, circus life was full of thrills. It was real warfare against powerful enemies, a fight for existence on our part. After we began to grow and develop our new policy of honesty and clean shows, the big fellows fought us hard, routing their larger shows over our territory, destroying our billing, and carrying on a "campaign of frightfulness." Charles had charge of "opposition," and as a tactician he seldom was beaten.

A Constant Fight

One of their favorite means of "knocking" was to slip into our parade a "perambulator," a wagon with large signs announcing that we were a nice little show, but to wait for the big show next week. It was a constant fight to prevent the perambulator from getting into our parade, and Charles was a genius at such prevention. Once he quietly spread the word over a town that he would give a five-dollar gold piece for each nut off the perambulator; when it started to join our parade that perambulator fell to pieces like the one-horse shay. On another occasion some of the men greased saws, and sawed its timbers, so that at the first heavy jolt it collapsed in a heap. Another time, the opposition hid the wagon out in the country. Charles learned which road it would take, and fixed a bucket of green paint with a hose and force pump under a bridge. When the wagon started to cross it our men pumped and squirted paint until all the lettering was obliterated.

Got Little Results

Incidentally, such unfair fighting never profited the opposition to any great extent. In fact, it aroused sentiment in our favor. It is a question in my mind now whether it would not have been better policy to permit the perambulator to parade with us, and rely upon the sense of fair play of the American public. It is hard to see it in that light, however, when you are fighting for existence.

This experience had its effect upon us: When Ringling Brothers came to be the big show, we went to the other extreme and decided that it was best for ourselves and for the good of the entire business to encourage every circus that was clean and inclined to follow our policy of honest dealing with the public. We even aided in supplying them with acts, and in rearranging routing so that we would not conflict seriously to their detriment, and, in return, many of them helped us by developing new acts and by lifting the standard of the business.

Lure of the Circus

The psychology of the circus really is simple: Our appeal is to the elemental instincts, to the child that is in every man. What they call "the lure of the circus" is merely the great, unexpressed yearning of every human being to be young again. The circus is a drop of water from Ponce de Leon's spring. It takes people back to childhood for two hours, and makes them boys and girls again, makes them forget as nothing else will do. This fact accounts for many seemingly contradictory features of the circus. The humorists make fun of the man who borrows a small boy to take to the circus; to us in the business this is not funny. We see two things in it—the universal protest against growing old and the desire to give pleasure to others. A man or a woman enjoys the circus because the child enjoys it. Their great pleasure is in giving the child pleasure. The great pleasure of a circus man is that he gives pleasure to others.

Back to Childhood

Men and women approach a circus in the spirit of throwing away age, and becoming the child for an hour or two. You never see men dress up to go to a circus; they put on their old clothes. Many of them would pay ten dollars for the privilege of crawling under the canvas; they are coming to revive childhood memories and pleasures. The grown man is our best press agent and publicity man; the supposedly sedate head of the house is the first to see the circus posters. The first thing, when he reaches home, he tells the kiddies tha tthe circus is coming to town; he tells them of the circuses he saw when he was a boy; how he crawled out of the bedroom window, shinned down the porch pillar, and went out to the junction to meet the circus train; how he carried water to the elephants to get in; how he crawled under the canvas one time.

That man is going to the circus, and he is going to take the kiddies—his own or someone else's. and he is going because the circus, of all forms of amusement, appeals to the elemental in man. I have been asked what things appeal to people in different parts of the country. The answer is that what appeals to the public in New York strikes just as close to the hearts of the people of Oklahoma.

Like Same Things

Among our best patrons are the Chinese and the Indians, and they are pleased by the same things. The negro of the South enjoys the clowns; he shows the child mind most clearly. The Indian and Chinese appear stolid and do not express their emotions; but deeds of skill and horses appeal to them most. I remember one experience with Indians in Oklahoma. One of the rich chiefs reserved seats for his entire tribe, and he hired every vehicle in the town to haul them to the circus. He even got the town hearse, placed a rocking chair inside, and, sitting in the chair, led the procession, which outrivaled ours.

In recent years, I have been asked often whether the circus will be modernized, whether the universal use of the automobile will change it. It never will be changed to any great extent, because men and women will always long to be young again. There is as much chance of Mother Goose or Andersen's Fairy Tales going out of style as of the circus altering greatly. If we desired to change it, the people would not permit it.

Clowns, elephants, pretty ladies in fluffy gowns riding white horses. That is the circus.

Boy Gets Excited

You are not convinced? Watch a father when he breaks the news to his little son that the circus is coming. He takes him on his knee and tells the news. The boy is excited. He wants to hear all about the circus. What does his father tell him he will see?

Clowns. That is first. The elephants—g-r-e-a-t big elephants. Pretty ladies riding white horses.

So while there are children, the circus will be clowns, elephants, and pretty ladies on white horses. We may bring in other attractions—the thrillers, the pomp and parades, the amazing feats of skill and daring to please others; but without clowns, elephants, and pretty ladies on white horses it would not be the circus, or the real American amusement.

All Like Elephants

The elephants, of course, are the great animal attraction. It is because they are big, and bigness appeals to the child mind; they are bigger to a child than they are to a grown person, largely, I think, because a boy three feet tall, looking up at the huge animal, sees it at an angle that makes it appear larger than it really is. Elephants excite a kind of awed admiration; tigers, the sense of smoothness, stealth; lions, the respect of majesty.

The chief interest in animals, after the elephants, is in the sea lions, which arouse amazed admiration by their seemingly human intelligence. Just what the psychology of this appeal of the sea lion to the human is I am uncertain—surprise and amazement, I believe. We know, however, that the seals are great centres of interest, and that people never grow tired of watching their tricks. Monkeys are and always will be the chief attraction to the children and to human beings with the child type of mind. It is much the same appeal as that of a baby.

Horses Always Popular

As to horses, there exists in the human mind a love and admiration for the horse that is almost beyond comprehension. There is some psychic connection between the human and the equine animal, which is perhaps inherited. I have found but one class lacking in this love of the horse, and they are a certain people in New York; upon inquiry I learned that in their native land the horse is practically unknown. Quite recently, a returned officer of artillery in whose command were many of these people, informed me that they would as lief go into a cage of lions as into a corral filled with horses. Not knowing the horse, they fear it.

It is largely because of this universal love of horses that Ringling Brothers have opposed the idea of motorizing the circus. Looking further, we know that, within a short time, the horse will be almost as much of a curiosity to the public as the giraffe was a generation ago. Do you realize how few of the new generation ever have seen a four or six-horse team? Our circus horses, which, of course, are selected with the greatest care, are almost as much of an attraction, either in a city or in the country, as are the rare animals collected from all over the world to form the educational feature of the shows.

Want Human Interest

Besides that, we do not believe that people want to see machinery in motion when they come to a circus. They want the "human interest." If they love machinery, they will go to a mechanical exhibit. They want to see a big, sweaty, brawny men performing feats, whether of strength or of skill and daring; the crowds which watch the erection of the big "top" would be disappointed if the poles and canvas were to be lifted by machinery; they gather to watch and admire the skill and strength of men.

People come to a circus in a mood different from that in which they approach any other amusement, possibly excepting base-

ball; circus crowds are proverbially the best-natured in the world, for men and women who come to a circus leave all care and worry at home. They are kids again—excited, good-natured, seeking a chance to laugh either at the show or at each other. All the jostling, the rough handling, the pushing, the jamming, and discomforts are part of the day's fun. They are kids again, and no kid objects to being jostled or jammed in a crowd. They will scramble at the ticket wagon, fight to reach the entrance, laugh at torn clothes and wilted collars. If the doorkeeper grabs a man and shoves him down the right passage, he does not get mad. At a theatre he would want to fight; but at a circus he grins. It is because he is playing boy again for a few hours.

The Great Objective

In the performance you will discover; if you analyze the acts, that in practically everything the circus man is playing to this child-interest in grown people. We understand that men and women are there to forget care, and therefore strive to avoid anything that might tend to suggest anything unpleasant or bring back any sorrowful memories. No act that might suggest accident or injury is permitted.

You may recall that for years the circuses strove to secure the most exciting "thrillers." It was said that the nearer a man or woman came to breaking his or her neck the higher the salary. Now you may observe that, to a great extent, the dangerous and seemingly dangerous acts have been cut out. This is because we discovered that at the climax of such acts four out of five of the women and children turned away their faces and refused to look.

Are a Clan Apart

Showmen, whether performers or employees, are a clan apart from all others. We believe they are broader, more liberal and freer than the average American, and we know that they are intensely American. This is partly due to the rough outdoor life, the hard work, and the absence of temptations to a softer life. Partly, too, it is due to the broadening effect of meeting and seeing hundreds of thousands of people, and unconsciously studying life in many localities. Morally, circus people are perhaps the cleanest class in the world, probably for the same reasons. The life they lead brings them into close, almost family, relations, the boys and girls marry young, and one generation trains the next in the acts.

No False Pride

One thing which perhaps would surprise the outsider is the entire absence of any false pride. Their pride in their work is remarkable; but there are no false ideas. This may be partly the results of the old training, when everyone "doubled in brass." They learned to help one another, to do any work that was necessary. The highest paid artist feels not the slightest hesitation about helping with the canvas, or doing any other work, if it is for the good of the show. In a way, a circus becomes a sort of commune, each member trying to help the other. I have seen a man, ballet master of the Metropolitan Opera in winter, but with us in summer, jump into a mud-hole and put his shoulder to the wheel of a mired wagon. Ernie Clark, who perhaps is the greatest aerialist ever developed, head of a family of remarkable performers, hold hoops for the equestrians to leap through. Our highest-paid publicity men do not hesitate to seize stickers or paste pots and work as bill-posters, if an emergency demands such work.

Extremely Loyal

Part of this is the result of tradition and training; but we feel, also, that much of it is loyalty to the organization and to us. Our men and women are extremely loyal, and this is probably due to the fact that we have kept close to them, and are sincerely interested in them and their welfare. In fact, I think that a great bulk of all labor troubles could be eliminated if employers kept closer in contact with their workers. Employers should have an interest in those associated with them, and when workers feel that the boss really likes them, and is concerned with their welfare, misunderstandings are avoided.

The respect of the trouper for women is almost beyond belief. It is much of the same spirit that is seen in the Western outdoor man, and probably is the result of knowing so few women intimately. If you were to take the finest lady in the land on to a circus lot and introduce her, say, to a boss hostler in rough clothes, and perhaps dirty, he would greet her with a deference and a dignity that would impress her because of its realness.

May I be pardoned for speaking thus of our people? But I feel justified in doing so, because I admire them and know what they are.

Of Vital Importance

The business end of a circus is, of course, vital. The expenses are extremely heavy, especially in these days of high cost. Every detail must be carefully watched; minutes count in huge sums, and efficiency is at a premium in every department. I have heard it remarked that there is a great leakage and extravagance. One expert declared that we waste thousands of dollars on telegrams alone. The truth is that what he calls leakage is not wastage. We have a habit of sending long telegrams running into hundreds of words. It is expensive, but not waste. We send such telegrams to save time and delays. Our business is in constant motion. But beyond saving time, our object is to avoid mistakes. The average person who sends a telegram counts words, and often skeletonizes to save pennies. He takes the risk of not making clear his meaning. We send letters by wire, and if we avoid one such mistake a year it pays.

A Good Policy

Another point we long ago settled upon is that, whenever one of the Ringlings employs a person, none of the others will discharge him for any reason. The man who hired him is entirely responsible, and must deal with the situation himself. The acceptance of such complete responsibility has been a good thing for each of us, causing us to exercise more care than perhaps we would have done otherwise; and it certainly has avoided any chances of clashes of authority.

Further than that, we never permit personal likes or dislikes to enter into business relations with our employees. I am conscious that we have violated this in permitting personal likes to control our moves sometimes; but dislikes do not count. If a man is efficient, is valuable to the organization, and considered the best person available for a certain position, he holds the job.

Insist on Honesty

I have spoken elsewhere of our policy of honest dealing with the public, and perhaps some may criticize the statements, and argue that we are not strictly honest in our advertising, especially on billboards. Such a charge would be unwarranted. We insist upon honesty, and never have—nor ever shall—advertised any attraction that is not shown. But, you may charge, the billboards exaggerate. That is true, and there is a very simple reason for this: The public likes and demands such exaggeration, and the flamboyant language of the posters fill this demand.

Unique Language

The language of the circus poster is unique. Originally it was the result of opposition shows, striving to outdo one another in startling announcements. Charles, who is the greatest scholar in the family, and an authority on words, created a new vocabulary and the style caught public fancy. We understand now, although we did not at the time, that we had struck upon the child-appeal in another form. All children, and all primitive minds, love big words, and love exaggeration. The boy who sees four dogs in the backyard invariably says there are a thousand dogs out there. When he offers to bet, he always wants to bet a hundred million billion dollars. He is not striving to deceive, but to express bigness in his own way.

The circus posters do the same thing: there is no effort to deceive the public—but to express the hugeness of everything in figures that carry the idea. If we have fifty elephants, and say a hundred, it pleases rather than offends. On circus day, everybody wants to think and talk in big figures, because on circus day we are boys and girls again, and we want to believe that there are a hundred million trillion elephants in the parade, and a billion funny clowns, and the whole bushels and bushels of beautiful ladies on white horses.

"SHARPEN YOUR SAFETIES ON A HIGH-C NOTE!"

Hale Does It That Way and He Says That It Works

Cleveland, O.—"Clear as a bell" is a phrase that copy-writers for phonographs have been partial to for some time past — but "sharp as a razor" is a simile that they would never dare use, lest some grand opera singer secure a little free publicity through the medium of a libel suit.



Claude C. Hale, a local hardware man, hasn't the least objection, however, to leaping in where advertising angels fear to tread, for he has made the discovery that "High-C" records make exceptionally good honing surfaces for razors.

One day recently Hale had the misfortune to break his regular machine for sharpening safety razor blades and, as luck would have it, a customer came in a few minutes later with a bunch of blades that he "just had to have sharpened that afternoon," for he was headed vacation-ward.

Hale didn't say a word, but he did a lot of thinking. Then the hunch struck him: Why not try the blades on the phonograph? So he slipped on a grand opera record, held the bit of steel against the revolving disc and let 'er run. When the record had made about as many revolutions as Mexico stages every hour—a couple of dozen, to be precise—Hale removed the blade and tested it against his thumb-nail. "Fine!" he exclaimed, "That's better than I could have done with my regular machine."

Now he's getting a lot of publicity for his advertisements announcing that he "sharpens safety razor blades in high C—every one guaranteed to give a Galli-Curci shave." He doesn't mention, however, whether the use of a blade so sharpened will reproduce the notes of the original record.—"Retail Public Ledger."

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

BOTTLE CAPPING MACHINE

The Use-A-Septic bottle-capping machine, manufactured by the Aseptic Manufacturing Co., Davenport, Iowa, will, it is claimed, cap any sized bottle neatly, quickly, and effectively. It is stated that it is of simple design and very easily operated. For capping bottles



Bottle Capping Machine

containing home brew, catsup, grape juice, or beverages in the home, it is stated that the Use-A-Septic capping machine is invaluable and that it will eliminate inconveniences such as broken bottles, bruised hands, leaky corks, etc. The machine will cap either pint or quart bottles.

WRENCH SET

The Sexto wrench set, it is stated, is a set of distinctively thin wrenches made for special purposes, and all made of steel 1-10th of an inch thick. The set consists of six double-end wrenches, giving twelve different sizes. It is stated that they will be found handy for adjusting magnetos, valve tappets, generator parts and other bolts and nuts found on autos. They may also be used for motor cycles, bicycles, sewing machines and other purposes. It is



Sexto Wrench

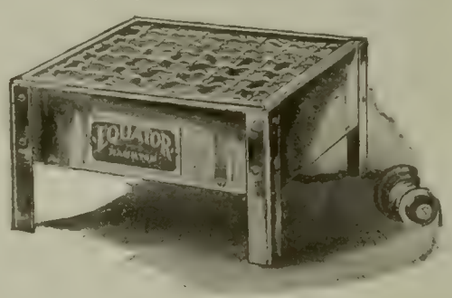
stated that they are highly polished and nickel-plated all over and are very handsome in appearance. The smallest wrench is 2½ in. long and the largest 4½ in. A knurled head thumbscrew holds the wrenches together when they are not in use. Sexto wrenches are manufactured by E. Edelmann & Co., 341 East Ohio Street, Chicago.

DOOR CHECK

The Jobson liquidless door check, manufactured by the Liquidless Door Check Company, 564 Randolph Street, Chicago, contains no oil or liquid, and it is claimed, closes doors with quiet, smooth action in varying temperatures without readjustment. The resistance, it is stated, is low, and it is claimed it may be easily opened by a child. It is also claimed that it is compact and light, and that once it is set it requires no attention. The Jobson, it is stated, never corrodes or sticks. The alignment bearing, it is stated, is extra long and well supported, and the pistons are machined and fitted to cylinders, preventing air leakage. The expanding friction brake, it is stated, is on the automobile internal expanding brake principle. Dry lubricant is used for all parts, and it is stated that no oil is required.

TOASTER STOVE

The "Equator" toaster stove manufactured by the Equator Mfg. Co., of Hamilton, Ont., is operated electrically, 5 amperes 110 volts, and will, it is stated, boil, toast, fry, roast, stew, etc. Ordin-

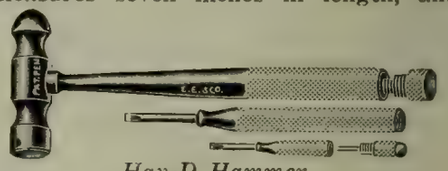


Equator Toaster Stove

ary cooking utensils may be used, and it is claimed that the "Equator" is as efficient and reliable as the highest priced stoves procurable. "Equator" heating units, it is stated, are exchangeable and are made from the highest grade nickel chromium resistance wire. The whole stove, it is stated, is substantially built of steel and finished in polished nickel. The stove, it is claimed, gives a great heat economically and is approved by the Hydro-Electric Power Commission of Ontario.

HAMMER

The "Han-D" hammer, manufactured by E. Edelmann & Co., 341 East Ohio St., Chicago, is useful, it is stated, around the automobile, in the garage, and in the workshop. It is stated that it is nickel-plated and polished all over, measures seven inches in length, and



Han-D Hammer

weighs ten ounces. The three screwdrivers which are nested inside of the handle, are, it is claimed, good serviceable screwdrivers, with blades of high-grade tool steel, and all parts polished and nickel-plated. The outfit, it is stated, is very useful and practical around the home for making small repairs and adjustments.

SOLDERS FOR ALUMINIUM

Discussing solders for aluminium, the Technical Supplement to the "Review of the Foreign Press" says:

All metals or combinations of metals used for soldering aluminium are electrolytically electro-negative. A solder joint is therefore rapidly attacked and disintegrated when exposed to moisture. (2) Joints should not be made by soldering unless they are protected by paint or varnish or unless they are so heavy that corrosion and disintegration near the exposed surface would be of little consequence. (3) Solders are best applied without flux after preliminary cleaning and tinning of the surfaces. Suggested ranges of composition for the solder are as follows: Tin-zinc solders, tin, remainder; zinc, 15-50 per cent. Tin-zinc-aluminium solders, tin, remainder; zinc, 8-15 per cent.; aluminium, 5-12 per cent. (4) The higher the temperature at which the tinning is done, the better the adhesion of the tinned layer. Perfect union between solder and aluminium is very difficult to obtain. (5) The joint between tinned surfaces may be made by ordinary methods and with ordinary soft solder. Only the tinning mixture need be special for aluminium. (6) There is no reason why a good solder for aluminium need be brittle, as several commercial varieties are. (7) The tensile strength of a good aluminium solder is about 7,000 lbs. per sq. in., the strength of a joint depending upon the type and upon the workmanship. Much dependence should not be placed on strength of the joint.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

ONE of the most important changes in some time is that announced this week on harvest tools. A new discount has been issued which provides for a net advance of about 7½ per cent. over former levels. The new price is immediately effective and applies, it is understood, on booked orders for next season. Higher prices on wood handles along with advanced production costs, due to increased wages for labor, are factors contributing to this change.

Kindred lines affected include scythes, which are up 75c per dozen, reaping hooks up 25c per dozen and hay knives which are up 75c per dozen.

A general revision upward is apparent also this week in hinges and butts. Light, heavy and corrugated tee and strap hinges have advanced and similar results are shown in quotations prevailing on wrought steel butts, both plain and plated.

Turpentine is again to the fore this week and advances in the markets to the south have been rapid. The net advance for the week in the south is 17c per wine gallon and locally 10c per Imperial gallon. Outside interests are again active buyers and that new record levels will be reached seems quite possible. Supplies are none too plentifud and jobbers generally are confining their sales to five-gallon lots.

Linseed oil shows little change during the week, though some factors report a slight decrease. Lower priced seed has not brought about a corresponding decline for the reason that there is little or no seed available. The feeling prevails that before the new crop of seed is harvested, there may be a distinct shortage result.

Pipe fittings have joined the list of goods to reach higher levels, new prices being issued on malleable and cast lines. Wrought pipe is firmly held and so are boiler tubes. There is some slight talk of a higher range of prices on bars though no change has actually been made.

Leather belting has undergone a further revision upward in new discounts just named, which is a reflection of the strength in the market for this class of goods.

MONTREAL MARKETS

MONTREAL, Aug. 28—There are many changes in the prices on staples this week, with a good, steady stream of orders reported on most lines. All the manufacturers and jobbers are optimistic as to fall trade conditions and there seems to be little or no chance of any decreases being made. Money seems free and easy, and cash sales plentiful among the trade with accounts coming in fairly well and a lot of discounts being taken advantage of.

Most of the increases run from five to fifteen per cent. with no outstanding feature other than the change on harvest tools, which are higher for 1920.

The retail dealer in Montreal seems satisfied that there will be no great falling off in prices for Christmas goods and is buying plentifully for his needs and stocks.

Blacksmiths' Tools Register an Advance

Montreal.

BLACKSMITHS' TOOLS.—An increase in the prices of blacksmiths' tools is shown this week, the Vaughan and Bushnell line being the one particularly affected by this change.

Hinges, Rules, Levels Climb Ten Per Cent.

Montreal.

HINGES, RULES, LEVELS.—These lines are up 10 per cent. This change will include, it is said, all of the Stanley Works line and the Lufkin line. This price is effective right away.

Pipe Fittings Show Further Advance

Montreal.

PIPE FITTINGS.—Malleable and cast fittings including unions, flanges, plugs, bushings, etc, have undergone a further revision in price this week, though new quotations named are not yet available. The new quotations will provide for an advance.

Hinges, Hasps Revised Upward

Montreal

HINGES, HASPS. — Revised prices have been issued by the manufacturers on light tee and strap, heavy tee and strap, and corrugated tee and strap hinges this week. The new quotations made to the trade should be available in another week or ten days, and will show advances. Hasps have been revised upwards also.

New Prices Announced Freezers and Choppers

Montreal.

FREEZERS, CHOPPERS.—On orders for freezers for 1920 an advance on the list is being quoted, which will show an advance of upwards of 10 per cent. The Enterprise line of food choppers are quoted, new prices to-day being: No. 5, $45; No. 10, $70; No. 12, $65. All parts are up from 5 to 15 per cent.

Harvest Tool Prices For 1920 Announced

Montreal.

HARVEST TOOLS. — The new

schedule of prices on all harvest tools for 1920 show an increase of about 7½ per cent. on all lines with one or two exceptions, which run up to 15 per cent. Scythes, reaping hooks and hay knives have also moved to higher levels along with the various lines of harvest tools.

Cordage Situation Remains Steady

Montreal.

CORDAGE.—The manufacturers state to HARDWARE AND METAL that the sales are steady and the prices firm, although jute is excitable among the raw materials but nothing to affect the prices as quoted last week. The holiday season breaking in has caused no other fluctuation. The prices holding are: Pure manila per pound, 32c; beaver or British manila, 28c, and sisal 25c.

Building Papers and Materials Firm

Montreal.

BUILDING PAPERS.—Manufacturers report a steady amount of business with prices remaining firm. No immediate reduction is looked for; a fair amount of construction is in prospect.

Most Steel Lines Hold Firm, Good Market

Montreal.

IRON AND STEEL.—The manufacturers report an active market with plenty of offerings of raw materials and the prices hold firmly at last week's levels. The following prices maintained:

Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 22
Black Diamond tool steel, per lb.	0 22
Black Diamond cast steel, lb.	0 22
Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75

Galvanized and Black Sheets Remain Same

Montreal.

GALVANIZED AND BLACK SHEETS.—The sale is a little heavier, due to the trade anticipating another increase. All prices remain the same with a slight upward tendency in English standards, but the jobbers are not quoting higher at time of going to press. An advance of a cent or two in these lines, it is indicated, may be looked for next week.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$5 50	$6 25
12 gauge	5 55	6 20
14 gauge	5 60	6 35
16 gauge	5 70	6 50
18-20 gauge	....	6 35
22-24 gauge	....	6 40
26 gauge	6 45	6 50
23 gauge	6 75	7 00
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	$8 35	$9 25
28 gauge	8 30	8 85
26 gauge	....	8 50
22 and 24 gauge	7 70	8 35
20 gauge	7 50	8 35
18 gauge	7 50	8 35
16 gauge	7 30	8 00
English Standard—		
28 gauge	....	8 35
26 gauge	....	8 10
24 gauge	....	7 40
22 gauge	....	7 30
18 and 20 gauge	....	7 00

NOTE——These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Lead Prices Remain Unchanged

Montreal

LEAD PRODUCTS.—The prices show such little change that the manufacturers announce same prices at time of going to press, but slight changes are looked for from time to time.

Lead pipe	0 12½
Lead waste	0 13½
Note.—Lead pipe is subject to a discount of 10%.	
Lead traps and bends	15%
Lead wool, lb.	0 13
Lead sheets, 3 to 3½ lbs., sq., ft., lb.	0 12½
Lead sheets, 4 to 8 lbs., sq. ft.	0 09½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra.	
Solder, guaranteed, lb.	0 37
Solder, strictly, lb.	0 32¼
Strictly, commercial, lb.	0 31½
Solder, wiping, lb.	0 29½
Solder wire (8 gauge)—	
40/60	0 56
45-55	0 38¾
50-50	0 41¼
Zinc sheets, casks	0 17
Do., broken lots	0 18

Old Materials Slow; Steady Prices

Montreal

OLD MATERIALS.—The dealers report but little trading with prices firm. The outlook for the fall is just a little doubtful with an increase in prices remote. If demands stiffen to any appreciable extent then a cent or two would very likely cover the change. The following prices remain unchanged:

Dealers' Buying Prices—		
Pipe scrap, ton	....	8 00
Stove plate, ton	14 00	15 00
No. 2 busheling	7 00	8 00
Old rubbers, boots and shoes	0 07	0 08
Overshoes, lumbermen's rubber boots	....	0 05
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	....	0 03½
Automobile tires	....	0 04
Yellow brass	0 09	0 10
Red brass	0 15	0 16
Light brass	0 07½	0 08½
Scrap zinc	0 05½	0 06
Light copper	....	0 15
Heavy copper	0 17	0 18
Wrought iron, No. 1, per gr. ton	....	15 00
Malleable scrap (ton)	....	15 00

Metals Show Little Change This Week

Montreal.

INGOT METALS.—The various lines are steady enough for this time of year and the quotations show but little fluctuation.

COPPER.—Sales are fair at 26c per pound, with supplies to take care of demand.

TIN.—A slight downward tendency is noted and this metal is quoted at 60c. No shortages in stocks noted, with but fair demand.

SPELTER.—More or less dead tone to the trading in this metal with prices running around 10c a pound.

ANTIMONY.—No change in the prices which are 10c to 11c, with quiet tone to the trading. Supplies hold good and satisfaction expressed among jobbers.

LEAD.—The trading is increasing a little on this metal with the prevailing price of 7¼c per pound held. Supplies are good.

ALUMINUM.—Price holding at 35c per pound, with trade anticipations better. Supplies are very fair.

TORONTO MARKETS

TORONTO, August 28—Firmness is generally evident in the markets these days and advances during the week have been shown in new prices issued on corrugated tee and strap hinges and light and heavy tee and strap hinges. Wrought steel butts have also moved upward as well as plated butts. Harvest tools show an advance approximating 7½ per cent. and kindred lines to be affected similarly are hay knives, reaping hooks and scythes. Pipe fittings have also moved upward. Business is considered very good.

Harvest Tools Advance About 7½%

Toronto

HARVEST TOOLS.—Due, it is indicated, to the higher prices asked for all kinds of lumber, and particularly the better grades, combined with higher production costs as a result of increased labor charges, there has been an advance reported this week in the price of harvest tools. A new discount which is being named to the trade is 12½ per cent. on Welland Vale, Maple Leaf, Bedford and kindred grades, with the Samson quoted at 7½ per cent. discount from list. There has been no change reported in the standard list prices.

Scythes Show Advance of 75c Dozen

Toronto.

SCYTHES.—An advance approximating 75c. per dozen is shown in the new prices which have been issued to-day on scythes. This is largely a result, it is stated, of higher production cost, and figures which are now prevailing to the trade are given as follows: Cast steel, per dozen, $15.75; Golden Clipper, $16.75; Samson, $18.00; Little Giant, $17.75; Cast Steel Lawn, $15.75; Little Giant Lawn, $16.50; Cast Steel Bush, $16.25; Little Giant Bush, $16.75; Cast Steel Cradle, $18.50. It is understood that these prices are immediately effective and apply also to booked orders.

Higher Prices Named on Reaping Hooks

Toronto.

REAPING HOOPS.—Quotations on reaping hooks are under revision this week and the new prices which are being quoted to the trade show an advance approximating 25 cents per dozen. On the present basis the prices which are being asked are for the No. 2, $4.40 per dozen; No. 3, $4.50; No. 4, $4.60; Little Giant, $6.25; and Barden, $6.25.

Hay Knives Register an Advance

Toronto.

HAY KNIVES.—In line with the advances which have been reported on kindred lines, such as scythes and reaping hooks, there has been an advance made in the price of hay knives this week. The prices which are prevailing to-day are for the Lightning, $13.25 per dozen; Heath's, $13.25; and Spear Point, $14.75.

Picture Wire Moves Upward

Toronto.

PICTURE WIRE.—Revised prices have been issued on picture wire this week, which is an advance over the levels which have been ruling previously. The new quotations now being quoted to the trade are for No. 0, 90c per dozen; No. 1, $1.40; No. 2, $1.90; and No. 3, $2.45. Prices on the No. 50 are now ranging at 50c a dozen; No. 51 at 60c and No. 52, at 70c.

Revised Prices Named on Hinges

Toronto.

HINGES.—There has been a revision upwards this week in the price of heavy tee and strap hinges, light tee and strap hinges, and corrugated tee and strap hinges. Quotations which are prevailing on some of the more popular sizes are reproduced herewith:

Heavy Tee Hinges—8 in., $3.90 per dozen pairs; 10 in., $6.90; 12 in., $11; 14 in., $11.20.

Heavy Strap Hinges—4 in., $2.85 per dozen pairs; 5 in., $3.50; 8 in., $5.20; 10 in., $9.10; 12 in., $11.25, and 14 in., $12.90.

Light Tee Hinges—3 in., 95c per dozen pairs; 4 in., $1.05; 5 in., $1.20; 6 in., $1.45; 8 in., $1.70; 10 in., $2.25.

Light Strap Hinges—3 in., 95c per dozen pairs; 4 in., $1.12; 5 in., $1.30; 6 in., $1.60; 8 in., $2.35; 10 in., $3.30.

Corrugated Tee Hinges, No. 937—4 in., $1.85 per dozen pairs; 5 in., $2.55; 6 in., $3.10; 8 in., $5.30; 10 in., $7.85.

Corrugated Strap Hinges No. 935—4 in., $1.55 per dozen pairs; 5 in., $2.10; 6 in., $2.70; 8 in., $4.35; 10 in., $6.55; 10 in., $10.20.

Revised Prices on Hinge Hasps; Up

Toronto.

HINGE HASPS.—Quotations are under revision this week on hinge hasps, and the new prices which have been named show an advance over former levels. New quotations which are now in effect are for the 3-inch, $2.00 per dozen; 4½ inch, $2.30; 6 inch, $2.60; and 8 inch, $4.00.

Three Dollar Jump in Wheel Barrows

Toronto.

WHEEL BARROWS.—There has been a revised price named this week on heavy wheel barrows with steel wheel, these showing an advance of $3.00 per dozen, now being quoted at $63.00 per dozen.

Wrought Steel Butts Go Higher

Toronto.

WROUGHT BUTTS.—In line with the changes which have been made on other lines of hinges, new discounts have been issued on wrought steel butts. The basis on which prices are now being figured for these lines is as follows: No. 800, add 7½ per cent. to list; No. 838, 5 per cent. discount; No. 840, net list; and No. 804, 12½ per cent. discount.

Advance Recorded in Plated Butts

Toronto

PLATED BUTTS.—Quotations just to hand on plated butts, which include antique copper and plain bronze finishes, show a change to higher levels. The basis of quoting, which has been adopted on this market, is for the No. 241, 2½ x 2½ inch, $4.55 per dozen pairs; 3 x 3 inch, $4.65; 3½ x 3½ inch, $4.75; 4 x 4 inch, $6.30; 4½ x 4½ inch, $9.20; and 5 x 5 inch, $11.35.

Pipe Fittings on Upward Move

Toronto.

PIPE FITTINGS.—An advance is shown in the new prices which have been named on pipe fitings and the quotations which are prevailing to-day are for the malleable, class B, black, 26c. per pound; class C, black, 17c; class B, galvanized, 36c; and class C, galvanized, 26c. Malleable and cast bushings are now being quoted at 22½ per cent. from list; unions at 37½ per cent. discount from list, and plugs at 20 per cent. discount from list.

Brass Butts Move to Higher Levels

Toronto.

BRASS BUTTS.—New discounts have been named on brass butts which provide, in the net, for an advance over figures which have formerly been in effect. The new prices provide for an advance approximating from 7½ to 10 per cent.

Upward Trend Shown on Sleigh Bells

Toronto

SLEIGH BELLS.—New price lists have been issued by the manufacturers on sleigh bells, and these, it is indicated, will provide for a substantial advance over figures which have been in effect. The new prices have not yet been worked out as far as can be learned, but should be available within another week's time. The rapid advances in the copper market, along with the stiffness shown in leather are considered factors which have brought about this change.

Leather Mitts Follow Upward Move

Toronto

LEATHER MITTS.—It is understood that new prices which jobbers have been compelled to issue on leather mitts, provide for a slight advance over former levels.

Waste Unchanged; Oakum Rules Strong

Toronto

WASTE, OAKUM.—There are no new developments in the situation on cotton waste. The demand is considered very good and market rules with a firm undertone.

Oakum prices seem due for an increase and it looks very much as though an advance will be made before the end of the week. Plumbers' oakum will, it is expected, reach a price of $5.00 per bale, or an advance of $1.10 per 100 pounds.

Better Movement Stoves; Wares Active

Toronto

STOVES, WARES.—A better movement of stoves and ranges is reported, and booked orders are moving forward quite freely. The outlook is considered very satisfactory and market is one of decided strength.

Trade in all lines of wares is active, and firmness is revealed in the question of prices.

Cordage Shows Unchanged Front

Toronto.

CORDAGE.—The situation is without material change this week in ropes and prices are holding at unchanged levels. Business is fairly good, but no marked activity is shown as yet. Quotations rule at the following levels: Pure manila, 32c per pound, base; Beaver or British manila, 28c; New Zealand hemp, 28c; sisal, 25c; and sisal lath yarn, 25c per pound, base.

Firmness Rules in Nails; Wire Holding

Toronto.

NAILS, WIRE.—The undertone of the market is considered quite firm, although there has been no notable change shown in the figures prevailing to the trade. There is a fair amount of activity, and manufacturers and jobbers all seem satisfied with the volume of business being done. Quotations on wire nails still remain at $4.70 per 100 pounds base, and cut at $4.75.

Smooth steel wire is unchanged at $5.00 per 100 pounds, with kindred lines ruling at usual extras. A fair volume of business is being done.

Oils Hold Steady; Gasoline Active

Toronto.

OILS, GASOLINE. — Steadiness seems to be the keynote in regard to prices on lubricating oils, with trade reported splendid. Gasoline remains at an unchanged price of 32c per gallon, with sales maintained at a good volume.

Coal oil is moving freely, and prices are unchanged at from 20½c to 23½c per gallon, according to grade.

Strong Tone to Iron and Steel Bars

Toronto.

IRON AND STEEL.—There is a fairly strong tone to the market, with trade coming along quite nicely, and prices reported as very well maintained. There is an intimation that bar mills will have new figures for the trade before very long. These mills have a lot of business, it is indicated, and are not keen to book in some cases at prevailing lists.

Common bar steel	$4 00	$4 25
Common bar iron	4 00	4 25
Angle base	4 25	4 50
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk iron	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel	4 00	4 25
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45

Firm Market on Wrought Pipe; Tubes

Toronto.

WROUGHT PIPE, BOILER TUBES. The market on wrought pipe is firm, but no change has been recorded from prices shown in current market quotations. Business is good and outlook satisfactory.

Boiler tubes show no change, and market is holding at firm levels. Range of quotations to-day follows:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1¼ inch	27 00	.....
1½ inch	28 00	.....
1¾ inch	30 00	26 00
2 inch	30 00	26 00
2¼ inch	33 00	28 00
2½ inch	40 00	32 00
3 inch	46 00	38 00
3¼ inch	.....	45 00
3½ inch	56 00	42 00
4 inch	70 00	54 00

Sheets Remain in Firm Position

Toronto.

SHEETS, PLATES.—Warehouses are buying quite heavily in some cases, although in others they have not cleared out the large war stock that was being carried. One of the dealers stated this morning: "We are buying heavily now, because we confidently expect that prices are going up to a higher level than they are at present. There are labor troubles of several kinds on the horizon in the steel mills district, and these, along with other tendencies, are going to keep prices up. We regard it as a good policy on our part to buy enough now to put us in good shape for some weeks and months to come."

Business locally is coming along quite freely and warehouse shipments are going forward in good shape. Range of prices to-day follows:

14 gauge	4 85	5 10
16 gauge	4 95	5 20
18-20 gauge	5 80	....
22-24 gauge	5 85	....
26 gauge	5 90	....
28 gauge	6 00	....
3-16 inch plate	4 90	6 25
¼-inch boiler plate	4 50	5 80

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS.

10¾ oz.	$7 80	$8 00	$8 10
U.S. 28	7 40	7 60	7 70
U.S. 26	7 10	7 30	7 40
22 and 24	6 95	7 15	7 25
18 and 20	6 80	7 00	7 10
16	6 65	6 85	6 95
12 and 14	6 50	6 70	6 80

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Corrugated Sheets Moving Freely

Toronto.

CORRUGATED SHEETS.—The demand has improved materially, manufacturers state, and volume of trade now being handled is considered very good. Prices are firm, but without change at the following figures:

Corrugated Sheets—	Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Trade Very Good in Lead Products

Toronto

LEAD AND ZINC PRODUCTS.—A distinct improvement in amount of business being handled is reported, and outlook seems to be for a continuation of this condition. Prices are well maintained, and without change at following levels:

Lead pipe, list, per lb.		$0 12½
Lead waste pipe, list, per lb.		0 13½
Do., over 6 inches, list, per lb.		0 14½
Above subject to discount of 10%.		
Lead traps and bends		15%
Lead wool, lb.	0 11	0 12½
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 12	0 13
Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	$0 35½	$0 38
Solder, strictly, lb.	0 34½	0 37
Solder, commercial, lb.	0 32½	0 35
Solder, wiping, lb.	0 31½	0 34
Solder, wire, lb.	0 35½	0 41
Zinc sheets, per lb.		0 17

Doubt Shows Up in Scrap Metal Circles

Toronto.

OLD MATERIALS.—A feeling of doubt exists in the minds of some of the large dealers in scrap metals as to what the next move is going to be. There seems to be an impression that there is some manipulation going on in the larger consuming and buying centres, and until this is dispelled it is likely that there will be a tendency on the part of some of the larger dealers in Canada to sit tight. It may be that there will be a slight dip in values, but it is hard to see where it can last for any length of time. It is claimed by several that though coppers and steel have reached their peak for some time at least, that they are not due for much higher figures. However, there is no feeling that they will travel far in the opposite direction. Some of the smaller sellers feel that right now is a good time to sell their material, and they are still letting it go, particularly as the buyers here and in Montreal are standing behind the prices that have been ruling for some weeks past, and it hardly seems likely, unless something unforeseen happens, that there will be any reduction in buying values.

Dealers' Buying Prices—		
Tea lead	....	0 03½
Heavy lead pipe	....	0 05¼
Pipe scrap	....	6 00
Stove plate, per ton	....	13 00
No. 2 busheling	....	11 00
Yellow brass	....	0 09
Red brass	....	0 16¾
Light brass	....	0 07
Scrap zinc	....	0 06
Heavy copper	....	0 18
Wrought iron, No. 1, per gr. ton	....	14 00
No. 1 machinery cast, per net ton	....	18 00
Heavy melting steel	....	13 50
Old rubbers, boots and shoes	....	0 07
Overseas, lumbermen's rubber boots	....	0 04½
Bicycle tires	....	0 02½
Automobile tires	....	0 03¾

Little Change Made in Ingot Metals

Toronto.

INGOT METALS.—An easier price has been made on tin in some quarters, but apart from that, little change has been made. Business generally is very fair.

COPPER.—The market is holding its own, and seems somewhat stronger, although no actual price change has occurred here. The price rules at 27c per pound.

TIN.—A decline has been recorded in some quarters on tin, making quotations read from 58c to 61c per pound. Stocks are very fair and demand satisfactory.

SPELTER.—A somewhat better demand is reported in this metal, which has had a tendency to strengthen the market. No actual change is reported, however, the price ranging around 10c per pound.

LEAD.—Sales are very good, and the market seems quite steady, with firmness showing. Prices here range about 7c per pound, an unchanged figure.

ANTIMONY.—Trade is along fairly well-regulated lines with sales considered satisfactory, and prices firm at about 10c to 10½c per pound.

ALUMINUM.—There is nothing startling in this metal, which is moving out in somewhat better volume at around 35c per pound, an unchanged figure.

LONDON MARKETS

LONDON, Ont., Aug. 28—Business all through this district continues exceptionally good and with the fall season near, the volume of trade is showing a steady increase. Nails, builders' hardware and household lines are in great demand. Pocket cutlery and razors are also moving briskly as many of the retail stocks are very low. The lines offered for sale are very limited. Indications point to great activity in building not only throughout the fall, but for the coming spring as well. Prices in general continue very firm. Collections everywhere are reported as exceptionally good.

Advance is Shown in Carpet Sweepers

London, Ont.

CARPET SWEEPERS. — New and higher quotations are now in effect on Bissell carpet sweepers. The japanned sweepers are up $2 per dozen, and the nickel-plated sweepers $3 per dozen. The new prices are as follows:

American Queen, $51.00 per dozen; Champion N.P., $43.00; Champion Jap'd., $36.00; Grand Rapids N.P., $48.00; Grand Rapids Jap'd, $41.00; Parlor Queen, $54.00; Princess, $49.00; Standard N.P., $44.00; Standard Jap'd, $37.00; Universal N.P., $46.00; Universal Jap'd, $39.00.

Big Increase Made in Vacuum Cleaners

London, Ont.

VACUUM CLEANERS.—A big advance has been made in Bissell vacuum cleaners, the new prices being: Superba $140 per dozen; Grand Rapids $124; Household $110.

Higher Prices Named on Belt Punches

London, Ont.

BELT PUNCHES.—New quotations on belt punches show an advance. The prices are as follows: No. 5, $1.75 per dozen; No. 6, $1.75; No. 7, $2; No. 8, $2; No. 9, $2; No. 10, $2.75; No. 11, $2.75; No. 12, $2.75.

Brick Hods Higher; Also Mortar Hods

London, Ont.

BRICK HODS.—Higher prices have been named on both brick hods and mortar hods. The new price on brick hods is $21 per dozen, and the quotation on mortar hods is $24 per dozen.

Adjustable Ice Skates and Straps Higher

London, Ont.

ADJUSTABLE ICE SKATES.—High quotations are now effective on Union adjustable ice skates as follows: No. 16, sizes 8 to 12, 85c a pair. Web or canvas skate straps are also higher, the figures being: 20 in., $1.75 per dozen pairs; 24 in., $2 per dozen pairs; 30 in., $2.50 per dozen pairs.

Fifty Cent. Advance in Single Barrel Shot Guns

London, Ont.

SINGLE BARREL SHOT GUNS.—New and higher prices have been named on single barrel shot guns, the quotations showing an advance of 50 cents. The new prices are: Plain, $11 each; Ejector, $11.50 each.

Advance is Made in Price of Cold Shuts

London, Ont.

COLD SHUTS.—New prices on cold shuts are higher, the quotations being: ¼ in., 60c per doz.; 5-16 in., 75c; ⅜ in., 90c; 7-16 in., $1; ½ in., $1.35

Demand is Brisk For Alarm Clocks

London, Ont.

ALARM CLOCKS.—Sales of alarm clocks have been very brisk and the supply is limited. Quotations are as follows: Good Morning, $1.30 each; Lookout, $1.70; Sleepmeter, $1.80; Big Ben, $3.20; Baby Ben, $3.20.

Another Advance in Calf Meal Recorded

London, Ont.

CALF MEAL.—Another advance is shown in Royal Purple Calf Meal, the new prices being: 25 lb. bags, $5.25 per 100 lbs.; 50 lb. bags $5.15 per 100 lbs.; 100 lb. bags, $5.10 per 100 lbs.

Eureka Sprayers For Spring Booking Lower

London, Ont.

EUREKA SPRAYERS. — Eureka Sprayers for spring booking in 1920 are a little lower, the quotations being: No. 110 Galv'd. Compressed Air, $7.00 each; No. 111 Brass, $9.50; No. 112, Tin, $5.25 dozen; No. 113, Glass Jar, $8.00; No. 114, Glass Jar, $8.75; No. 115, Continuous, $9.50.

Oil Heaters Are Finding Ready Sale

London, Ont.

OIL HEATERS.—There is a steady demand for oil heaters. Prices show no change from 25% off list prices, which are given as follows: Perfection, No. 525, $7.00 each; No. 530, $8.25 each; No. 630, $10.25 each.

Harvest Tools Higher For Spring Shipment

London, Ont.

HARVEST TOOLS.—Harvest tools for present shipment and spring booking for 1920 are up about 7½ per cent., the new discount being 12½% off list. No change is shown in the standard list.

Scythes Advance 75 Cents a Dozen

London, Ont.

SCYTHES.—New prices on scythes show an advance of seventy-five cents a dozen, the quotations being: Cast Steel, $15.75 dozen; Clipper, $16.75; Excelsior Concave, $17.75; Little Giant, $17.75; Double Beaded, $17.25; Bush, $16.25; Cast Steel Cradle, $18.50.

Hay Knives Also Advance 75 Cents

London, Ont.

HAY KNIVES.—An advance of seventy-five cents is also shown in the prices of hay knives, the new quotations being: Lightning, $13.25 dozen; Heath's Patent, $13.25; Spear Point T. Handle, $14.75; Spear Point, L. Handle, $14.75.

Canadian Reaping Hooks Up 25 Cents a Dozen

London, Ont.

REAPING HOOKS. — Twenty-five cents a dozen advance is shown in the new quotations on Canadian reaping hooks, the prices being: No. 2, $4.40 dozen; No. 3, $4.50; No. 4, $4.60; No. 5, $4.80; Little Giant, $6.25.

Higher Quotations on Tines Only For Forks

London, Ont.

TINES FOR FORKS.—New and higher prices are in effect for these lines, the quotations being: 3 Prong Hay Fork, $4.80 dozen; 4 Prong Manure Fork, $7.00; 5 Prong Manure Fork, $11.50; 6 Prong Manure Fork, $13.00; 4 Prong Barn Fork, $9.75; 5 Prong Barn Fork, $13.00; 8 Prong Ensilage, $20.75.

Snath Quotations Rule Unchanged

London, Ont.

SNATHS.—Quotations on snaths are being figured on the basis of list, plus ten per cent. The net prices are: No. 00 Pat., $13.75 dozen; No. 1 Pat., $13.20; No. 2, Pat., $12.65; No. 3 Pat., $11.65; Brush, $14.30.

Glass Sales Active; Putty Prices Firm

London, Ont.

GLASS, PUTTY.—The volume of glass sales is growing steadily as many of the building projects which have been under way have now reached the stage where glass is required. Quotations show no change and are as follows: Single Diamond, 25% off list; Double Diamond, 25% off list; Cut Light, 10% off list.

Putty prices are firm. Sales show increased activity. Quotations are as follows: Standard 100 lb. drums, $6.80 per 100 lbs.; Standard 25 lb. drums, $7.05; Pure, 100 lb. drums, $9.30; Pure, 25 lb. drums, $9.55.

Nail Prices Firm; Business is Active

London, Ont.

NAILS.—There is a good sale for nails. Prices are firm, but show no change, the quotations being wire, $4.70 base; cut, $4.75 base.

No Changes Shown in Sash Weights

London, Ont.

SASH WEIGHTS.—There is a good demand for this line. Prices show no change, the quotations being: Solid, 3 lbs. and up, $3.25 per 100 lbs.; Sectional, ½ lbs., $4.50; Sectional, 1 lb., $4.00.

Sash cord is unchanged also. It is selling well. The figures are: No. 6, 77c lb.; No. 7, 76c; Nos. 8, 9, 10, 12, 75c.

Turpentine is Up 10 Cents a Gallon

London, Ont.

TURPENTINE, RESIN.—Good sales of turpentine are being made. Prices are five cents higher, the quotations being: 1 bbl. lots $2.50 per gallon; 2 to 4 bbl. lots, $2.49 per gallon; 5 gallon lots $2.60.

There is a good demand for resin. Prices are firm, the figures being: Casks, 11½c lb.; small lots, 14c lb.

White Lead in Oil Remains Unchanged

London, Ont.

WHITE LEAD IN OIL.—Prices are firm and business is good in white lead in oil. Quotations are as follows: Pure, in tons, $16.35 per 100 lbs.; Less tons, $16.75.

Linseed Oil Prices Remain Unchanged

London, Ont.

LINSEED OIL.—Very fair sales of linseed oil are being made. Prices show no change so far, but it is expected that they will be a little easier very shortly. The quotations at present are as follows:

	Raw.	Boiled.
1 to 2 barrels, gal.	$3.22	$3.25
3 to 5 barrels, gal.	3.21	3.24
6 to 9 barrels, gal.	3.19	3.22

Less barrels, add 10 cents gallon.

WINNIPEG MARKETS

WINNIPEG, Aug. 28—Price changes during the week are few, but important. The only lines affected are Reach & Co.'s products, including boxing gloves, shin guards, indoor baseballs, striking bags and basket balls, while Alabastine is advanced 50c case. However, markets in general are showing greater strength and already advances of from 5 to 10 per cent. are recorded in Stanley Rule & Level Co.'s products as well as many other manufacturers and as soon as stocks are replenished on the new basis, higher prices will be issued.

Business is still very brisk in all lines of shelf hardware, harvest tools, etc., while fall shipments of stoves, axes, horse blankets, lanterns, lamp chimneys, stove pipe, elbows, etc., are moving freely.

Wire Nails, Staples Show No Change

Winnipeg.

WIRE NAILS, STAPLES.—Wire nails and staples show no change over former quotations. Prices on these lines, however, remain very firm in the face of recent advances made by American manufacturers of approximately $5.00 ton on wire. But as yet, no change has been made on this side of the line. To-day's prices are given as follows: Wire nails, head of lakes, $5.00; Winnipeg, $5 50; Staples, head of lakes, $5.15; Winnipeg, $5.65.

All Lines of Bolts Remain Unchanged

Winnipeg.

BOLTS.—Prices on all lines of bolts continued firm on the local market, despite reports from American centres of advances there. However, at present there is no indication of an immediate advance here. The demand in this line is reported very good, while stocks are well assorted. To-day's ruling prices are confirmed as follows:

Carriage Bolts—⅜ and smaller, up to 6 inches, 30%; ⅜ and smaller, over 6 inches, 15%; 7-16 and larger, all lengths, 10%.

Machine Bolts—⅜ and smaller, up to 4 inches, 35%; ⅜ and smaller, over 4 inches, 20%; 7-16 and larger, all lengths, 20%.

Shaft Bolts—All sizes, 20%.

Plow Bolts—25%.

Stove Bolts—50%.

Tire Bolts—All sizes, 45%.

Sleigh Shoe Bolts—All sizes, 5% on list.

Further Advances in Sporting Goods

Winnipeg.

SPORTING GOODS.—Further advances are recorded during the week in a number of lines manufactured by A. J. Reach & Co., due to the ever increasing price of leather and even further advances during the balance of the year would not be surprising. The following is a list of the goods which are affected by the latest advance:

Shin Guards—No. S.G.1, $16.80 dozen; No. S.G.2, $15.00; No. S.G.3, $12.60.

Indoor Baseballs—No 112, $18.00; No. 114, $21.00; No. P12, $21.00; No. P14, $24.00; No. 25B, $8.00; No. 50B, $12.00 dozen.

Basket Balls—No. 1½, $7.25 each.

Basket Ball Goals—No. 6P, $6.00 each.

Basket Ball Nets—75c pair.

Boxing Gloves—No. B0, $42.00; No. B2, $66.00; No. B4, $72.00; No. B6, $96.00; No. B7, $105.00 dozen sets.

Striking Bags—No. S1, $40.00; No. S2, $49.50; No. S4, $57.00; No. S6, $68.00; No. S8, $81.00; No. S1D, $40.00; No. S3D, $57.00 dozen.

Alabastine Advances Fifty Cents a Case

Winnipeg.

ALABASTINE.—Following increases in wages as well as higher manufacturing costs, alabastine prices have been revised to higher levels, showing an advance of 50c per case over former quotations, making to-day's selling price $9.00 case, f.o.b. Winnipeg.

Much Activity in Builders' Hardware

Winnipeg.

BUILDERS' HARDWARE.—Particular activity is shown in many of the builders' hardware lines, such as butts and hinges, which are now moving very freely, while prices hold very firm. To-day's ruling markets on the various lines are given as follows:

Butts—No. 241, old copper or dull brass—2½ x 2½ in., 37c; 3 x 3 in., 39c; 3½ x 3½ in., 40c; 4 x 4 in., 52c; 4½ x 4½ in., 75c; 5 x 5 in., 94c pair.

Plain Steel Butts—No. 804, 5% off list; No. 840, net list; No. 800, 5% on list; No. 838, net list.

Hinges—Light T and light strap, 15%.

Corrugated Strap Hinges—4 in., $1.60; 5 in., $2.20; 6 in., $3.00; 8 in., $4.75; 10 in., $7.00; 12 in., $10.80 dozen pair.

Corrugated Tee Hinges—4 in., $2.00; 5 in., $2.50; 6 in., $3.40; 8 in., $5.70; 10 in., $8.50; 12 in., $12.00 dozen pair.

Turpentine Prices Are Holding Firm

Winnipeg.

TURPENTINE.—Turpentine prices show no change on the local market during the week, and no immediate revision is looked for. Stocks in general are reported rather low, owing to strikes throughout the States, which has delayed shipments, while the demand is reported below normal. To-day's ruling prices are confirmed as follows: Barrel lots, $2.70 gallon; ½ barrel lots, $2.73 gallon; 5 gallon lots, $2.75 gallon; 1 gallon lots, $2.75 gallon, plus the usual extras for containers.

No Changes Shown in Linseed Oil

Winnipeg.

LINSEED OIL.—Linseed oil prices also hold firm on the local market, with about the usual demand, while stocks are reported adequate for all demands. To-day's market prices are as follows: Raw linseed oil, $3.10 gallon; boiled linseed oil, $3.13 gallon in single barrel lots.

Putty Sales Active; Prices Unchanged

Winnipeg.

PUTTY.—A good demand is reported on putty with prices holding very firm, and indications at present point to higher prices on this commodity in the near future, due to the high prices now ruling on raw material from which it is manufactured. To-day's ruling prices are given as follows: Putty, 100 lb. irons, $7.20 per 100 lbs; 25 lb. drums, $7.80 per 100 lbs.; 1½ lb. tins, 14½c each.

PITTSBURGH MARKETS

PITTSBURGH, PA., AUG. 28.—The iron and steel market has been dominated more or less in the past week by the labor situation and prospects, if the present uncertainty may properly be referred to as constituting "prospects." The steel mills have been almost entirely out of the market as sellers, except for the booking of such orders as regular customers insisted that they take, while they have been entirely out of the market as buyers, showing no interest whatever in such commodities as scrap, ferromanganese, ferrosilicon, etc.

While the market has been chiefly under the influence of the labor situation, it can hardly be said that the trade at large fully appreciates the seriousness of the situation. The large mills prob-

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A New Base Price System Adopted

MANUFACTURERS of cold finished steel bars are adopting a new system of making prices, which is radically different from that followed in the past. From now on quotations will be made from a base price, with net extras, instead of quoting a uniform discount against a list.

Several considerations, it is said, moved the manufacturers to make the change now announced. The principal consideration was a desire to avoid having the higher priced materials fluctuate more widely than the base material when a change should be made in prices. Thus the old list carried the cheapest material at 5c, listed much material at about 10c, and some at total prices above 15c. Therefore, while an advance or decline of one point in the discount meant a change of $1 a ton on the cheapest material, it meant a change of $2 or $3 a ton on other material. As market fluctuations are due chiefly to changes in the cost of steel bars as bought from the rolling mills, this diversity was not desirable. Under the new system, when the base price advances or declines $1 a ton all descriptions of the product will also advance or decline $1 a ton.

The differentials incorporated in the new list are based upon careful study of actual manufacturing costs, and are in close accord with these costs. Such was not the case with the old list, and thus the change involves considerable changes in price of some descriptions of materials relative to the base price. There are some advances, but there are more declines, and the general average, having regard to the total tonnage produced, is in the direction of a reduction.

The full list of net extras as just adopted is given below.

NET EXTRAS FOR SIZE. Extras are for 100 pounds net.

Inch.	Per 100 lbs.
⅛ to 5-32	$2.25
3-16 to 7-32	1.50
¼ to ⅜	0.90
7-16 to 9-16	0.60
⅝ to ¾	0.40
13-16 to 1 1-16	0.30
1⅛ to 1 7-16	0.25
1½ to 2 3-16	0.15
2¼ to 3	Base

Inch.	Per 100 lbs.
3 1-16 to 3 7-16	$0.25
3½ to 3 15-16	0.50
4 to 4 7-16	0.80
4½ to 4 15-16	0.90
5 to 5 7-16	1.00
5½ to 5 15-16	1.50
6 to 6 7-16	2.00
6½ to 7	2.50

Squares and Hexagons

Inch.	Per 100 lbs.
⅛ to 5-32	$3.50
3-16 to 7-32	3.00
¼ to 5-16	2.00
⅜ to 7-16	1.35
½ to ⅝	1.00
11-16 to 13-16	0.80
⅞ to 1 5-16	0.70
1⅜ to 2	0.60
2 1-16 to 2 7-16	1.00
2½ to 3	1.50
3 1-16 to 4	2.00

FLATS.

(Prices given are per 100 pounds.)

Thickness in Inches	¼"	5-16" to ½"	9-16" to 23-32"	¾" to 1"	1 1-16" to 1½"	1 9-16" to 3"	Wider than 3"
⅛ and 5-32	$8.50	$6.50	$5.50	$4.50	$3.50	$2.50	$2.50
3-16 to 5-16	7.50	5.50	5.00	3.50	2.50	1.50	2.50
⅜ to 7-16	....	4.50	4.00	2.50	2.50	1.50	2.50
½ to 9-16	....	....	3.00	1.50	1.50	1.25	2.50
⅝ to 11-16	....	....	2.50	1.25	1.25	1.25	2.50
¾ to 15-16	....	....	....	1.25	1.25	1.25	2.50
1 to 1 7-16	....	....	....	....	1.25	1.25	2.50
1½ to 1 11-16	....	....	....	....	....	1.25	2.50
1¾ to 1 15-16	....	....	....	....	....	1.25	2.50
2 to 2 15-16	....	....	....	....	....	1.25	2.50

MISCELLANEOUS NET EXTRAS

EXTRA FOR ODD AND INTERMEDIATE SIZES.

The following sizes in rounds, hexagons and squares shall be considered standard:

By 64ths to 1", inclusive.
By 32nds, 1 1-32" to 1 31-32", inclusive.
By 16ths, 2" to maker's limit.

All odd and intermediate sizes (excepting those allowing a total tolerance of .008" and such specifications shall be for not less than 2000 pounds of a size), not less than 25c per 100 pounds net extra, in addition to the usual extras for accuracy, etc.

EXTRAS FOR CHAMFERING.

(For Automatic Screw Machine use only.)

	Rounds Per 100 pounds net.	Hexagons and Squares Per 100 pounds net.
7-16" to ⅝"	$0.13	$0.15
11-16" to 15-16"	.10	.13
1" to 2"	.065	.115
2 1-16" and larger	.04	.10

These extras apply on lengths 10 ft. and longer and one end bar only. For sizes smaller than 7-16" and bars shorter than 10 ft., special prices will be quoted.

BOXING AND BURLAPPING.

Boxing (minimum 50c), Domestic Shipment..$0.40 per 100 lbs. net
Boxing (minimum 50c), Export Shipment ... .50 per 100 lbs. net
Burlapping (minimum 25c), full length ..... .25 per 100 lbs. net
Burlapping (minimum 25c), ends only..... .10 per 100 lbs. net

PISTON ROD STEEL.

Uniformity to size and carefully selected surface finish—50c per 100 pounds net extra, in addition to usual extras for accuracy and short and long lengths.

ROLLER BEARING STEEL.....$1.00 per 100 pounds net extra.

EXTRAS FOR ACCURACY.

For accuracy from exact size to .0015" under, sizes 3" diameter and smaller ..... 25c per 100 pounds net

For accuracy from exact size to .001" under, or from exact size to not more than .001" either way, sizes 2½" diameter and smaller, 50c per 100 pounds net.

For accuracy with .0005" either way and from exact to .001" over size, sizes 2" diameter and smaller (standard sizes only), $1.00 per 100 pounds net.

For accuracy .001" either way or from exact size to .001" over, or from exact size to .001" under—sizes 2" diameter and smaller (odd and intermediate sizes), $1.00 per 100 pounds net.

SQUARES, HEXAGONS AND FLATS—double above extras.

FOR ACCURACY, CARBON .31% AND OVER—double above extras.

EXTRAS FOR SPECIAL AND HIGH CARBON OPEN HEARTH STEELS.

Specified Analysis—Carbon .30% and less....25c per 100 lbs. net
Specified Analysis—Carbon .30% and less sulphur and guaranteed .05% and under....50c per 100 lbs. net
Specified Analysis—Carbon .31% to .50%....50c per 100 lbs. net

QUANTITY DIFFERENTIALS.

All specifications for less than 2000 pounds of a size will be subject to the following extras, the total weight of a size ordered to determine the extra, regardless of length and regardless of the exact quantity actually shipped:

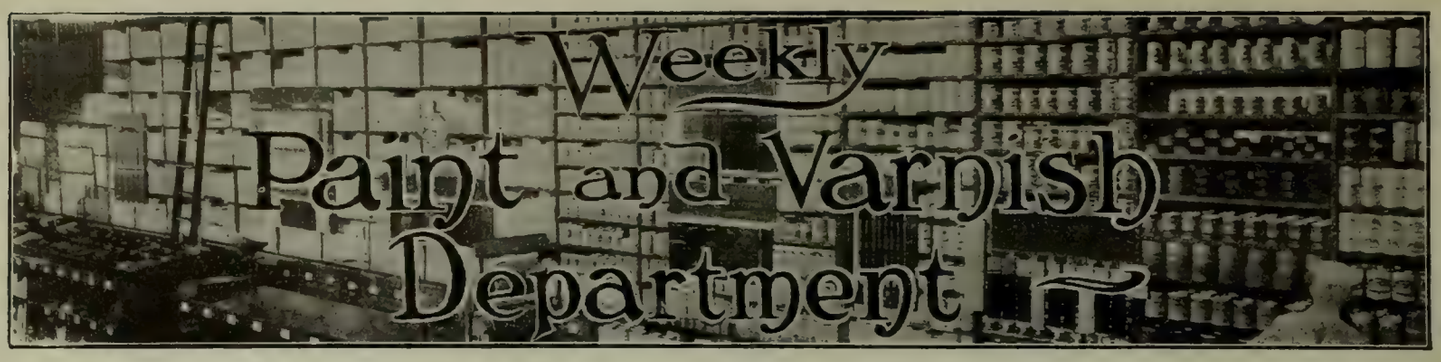
1000 to 1999 pounds .....$0.15 per 100 lbs. net
Less than 1000 pounds ..... .35 per 100 lbs. net

EXTRAS FOR LONG AND SHORT LENGTHS.

	Per 100 lbs. net. Rounds	Squares	Hexagons	Flats
3" to 5 15-16"	$1.50	$1.50	$1.50	$3.00
6" to 11 15-16"	.75	.75	.75	1.50
12" to 23 15-16"	.30	.60	.30	.75
24" to 59 15-16"	.15	.30	.15	.40

Lengths longer than 24 ft. and less than 30 ft...$0.50 per 100 lbs. net
30 ft. and less than 35 ft. ..... 1.00 per 100 lbs. net
35 ft. and less than 40 ft. ..... 1.50 per 100 lbs. net
40 ft. and less than 45 ft. ..... 2.00 per 100 lbs. net
45 ft. and longer ..... 2.50 per 100 lbs. net

Extras for long lengths apply on Rounds, Squares, Hexagons and Flats.



Fall Painting Appeals to Farmers

Thousands of Them Have Been Too Busy All Summer to Do the Work They Know Ought to be Done—Paint Dealer Has Many Splendid Talking Points to Advance in the Next Few Weeks and Cash in on Business

PAINT dealers have never in the whole history of the trade had finer opportunities for developing a record fall business than are presenting themselves right now. There is a lot of city trade to be had, but the largest and most important business to go after now is in the country. The farmer's buying power is far superior to that of the city man at any time, and never have Canadian farmers had so much money to spend as at the present time. The farmers bought a lot of paint in the spring, but the hot weather came so soon and lasted so long that they were kept busy growing things and selling them at prices they never even in their wildest dreams expected to get. In their rush to corner as much of this money as possible while the cornering was good, the farmers let painting, and building, and a whole lot of other things stand over.

Now is the Time

Now they have saved one of the best harvests they have had in years, and with the profits from that and from a whole season's work in the bank, and big profits at that, they are beginning to plan where they can lay out some of this money to the best advantage. The average farmer is shrewd, and does not have to think twice to see the force of arguments about the value of paint. Nobody in the whole country knows better than the farmer to-day that lumber is getting in the class with gold and precious stones. He knows that if he started in to-day to build a new house or barn or farm buildings, that he could not get the lumber that is in his old buildings for anything like the price he paid when they were built.

He Sees the Point

The advisability of doing everything possible to prevent the decay of his buildings is obvious. There is no better way to save the wood and protect it from the coming storms of winter than to paint it, and the dealer who drives home this argument and also drives home the fact that he is handling paint that he guarantees, and can stand behind, and who invites the farmer to come into the store and give him a chance to prove his statements, is going to get some business. It is not a question of price with the man who knows the values of lumber and other commodities required to build to-day. He knows that paint is cheap at even higher prices than it is now selling at, and that it will pay him and pay him well to put it on.

The Proper Time

The dealer has a big talking point in urging fall painting. No one who is going to paint could ask for a better time to do it than now. With the wood thoroughly dry it is in ideal shape to take in and thoroughly absorb the protective covering of paint. It will dry now quickly and thoroughly, and now that the farmer is through his rush of work he has the time and money to paint and paint generously. It might also be pointed out that the fall is a splendid time to paint because of the absence of flies and gnats, which often cause real trouble and annoyance to painters who are busy during the spring and summer. It is essential that if painting is going to be done that it be proceeded with and given ample time to dry and set before the storms of the late fall and winter break and work their havoc.

Protect Implements

In talking paint to the farmer, don't for one minute forget that he has several hundreds of dollars' worth of implements that need protection from wind and weather just as much as his buildings. At the present costs of replacement there is a very strong argument to be based upon the protective value of painting implements. When things were selling for half or a third of what they cost now there was no excuse for letting them be ruined by exposure to the weather. With prices as they are at present and are likely to be for some time it is nothing short of criminal for anyone to leave costly machinery, waggons, implements and other property out unprotected. Painting will keep it in good shape, and will make it last.

Must Get Busy

The paint dealer who lives in a farming community must get after the farmer business. There is, of course, a certain percentage of farmers who know and appreciate thoroughly the value of paint, but the majority of them have to be reminded and be converted into buyers by the cold, hard facts. Nothing appeals to the farmer like a question of dollars and cents, and when he is satisfied that painting is not an expense to him, but an investment, and one which will pay him big returns, he will buy.

Paint business in the next few weeks, according to many dealers, is going to be best where the farmers are, because the farmer has the money, he has the property that needs painting, and he has been putting off a lot of painting that is badly needed, because he has been busy

(Continued on page 58)



Better Prices!

Bigger Profits!

Satisfied Customers!

Moore's Paints and Varnishes



Sold to the Consumer with a Guarantee: "Absolute satisfaction or money refunded."

"Save the surface and you save all" *Paint & Varnish*

You will investigate very carefully every detail of our agency proposition---Unless you are in the habit of ignoring opportunities to put your business on a better paying basis.

Always glad to furnish prices and discriptive matter on request.



Benjamin Moore & Co., Limited
TORONTO

The Brush Department

Keeping Good Assortment Helps Sale of Brushes

Many Hardwaremen Find That Brush Sales Can be Kept Active All Through the Year by Store and Window Displays and by Having a Good Assortment to Show Prospective Buyers

THE dealer who has a good assortment of brushes and keeps them well displayed will have little difficulty in keeping his stock moving. Many hardware dealers have developed their brush trade to the extent that it is a steady, all the year round business, and they have found that in order to maintain the progress they have made that having a good assortment is a necessity. Many dealers go even further in that they have a good assortment of good brushes. They will not try to sell a brush which they have reason to believe will not give satisfaction, even if the cost is small.

"If a man comes in and wants a paint brush we act on the assumption that he wants something that is going to help him do good work," said one dealer. "We might sell him brushes that would cost him quite a lot less than those we offer, but almost without exception we find that when we tell the prospective buyer why it is better for him to pay a few cents more and get goods that will not only do the work he wants, but stay on the job for other work that is to come, price is not a consideration. If we took the other view and sold the man a poor quality brush at a small price, I am satisfied that our brush business instead of growing steadily, would have declined until it would have reached a point where sales were negligible. As it is now, we find that we not only sell our customers brushes, but other goods, because they thoroughly appreciate the fact that they can depend on our goods to do the work we say they will. We frequently sell a man a paint brush and have him come in a little later for a shaving brush, or bring his wife in for a waxing brush or a floor broom or scrub brushes. It has happened not infrequently also that men have brought us new customers, friends moving to the town, and their wives have sent other women to us and given our stores a hearty recommend. We want no better advertising than this.

Keep Good Assortment

"We always aim to keep a good assortment. People, we invariably find, like to look over a number of sizes or styles, and they like to have us explain why this brush or that one is the best for the work. Very few people have any idea about the right kind of paint brushes to use. Many of them think everything can be done with one brush. By showing them how they can save time and trouble by buying two or even three brushes we usually sell them the goods and they are satisfied when they take them home and find that they get just the results that we tell them they will get. By keeping our stock well assorted and by arranging window displays and keeping the brushes out in the store where everyone can see them we keep them moving all the year. It pays to advertise them sometimes, and we do this, always giving prices, and very often showing illustrations of the various lines."

FALL PAINTING APPEALS TO FARMERS

Continued from page 56

making real money. Now he has no excuse for putting off the work any longer, and he simply needs a little persuasion of the right kind to buy paint, and buy lots of it.

Should Have List

Many dealers have a rural route directory, and in carrying out their fall campaign see that every farmer is the recipient of a personal letter. They back up this effort by store and window displays, and by boosting fall painting by advertising in the local papers. Many of them make a drive on house and barn paints, and tell the farmers about the paints especially adapted for use on farm buildings, to protect implements, and so on. Many dealers also aim to boost their sales of paints by devoting some time to interesting the farmer's wife by telling her all about the benefits of brightening up her home. This is a field in which there is a lot of good business to be developed, and some dealers are cashing in on it splendidly.

Attend the Fairs

In the next few weeks there will be scores of country fairs held, and dealers who know, state to HARDWARE & METAL that they have never found a better opportunity of personally boosting paint sales than by attending these gatherings. Some firms secure a space and put on a demonstration. Others simply show their goods and take orders. Many dealers when attending the fairs get a lot of information about future building and repairs to be done, and keep notes of this to be followed up later. It is surprising, they say, what a lot of useful and profitable tips may be picked up by the man who is looking for them and is ready to keep the information and follow it up.

AS TO "PROFITEERING" IN PAINT AND VARNISH

Price Bulletin No. 44 on Paints and Varnishes, issued by the United States War Industries Board, says:

"The competition among paint manufacturers is sufficient to cause any advance in the price of standard products to be made slowly and reluctantly. * * * It will be seen from the price tables (in this Bulletin) that the cost of the linseed oil is over half the cost of the paint. The relative prices of paint and varnish placed alongside those for the oil (for the six years 1913-1918 inclusive) show that the finished products" always lagged behind the raw material.

As to varnish—"The same long period of unchanging price, lasting through the first four years in the case of inside varnish chosen as typical, was followed by an increase of only 7.5 per cent. and this new price remained steady for another 14 months. With linseed oil at a relative price of 270, china wood oil at 280, and varnish gums under an import restriction, the final advance was forced in September, 1918, to a relative price of 166."

Note:—These are arbitrary figures to represent the advance over the average 1913 price which is considered the base, or 100.

SHOULD KEEP BOOKS

The importance of doing business in a proper way was emphasized by the investigators at the school probe now going on in Toronto. After referring to the hopeless task of getting at accurate details by questioning, Mr. Shirley Davidson said in part: "There can be no more sinister reference against the honesty of a trustee than that he keeps no books. Even the criminal code provides that if the court finds that a suspect has kept no books he may be sent to jail. That just illustrates the idea of the law as to keeping books. A man should keep books if he wishes to keep honest." In commenting further on the case he stated that no books had been kept for twenty-seven years and that this was no oversight, but deliberate defiance, despite a report made by Judge Winchester some time ago.



"Save the surface and you save all" *Paint & Varnish*

"The Right Paint To Paint Right"

"Save the surface and you save all" *Paint & Varnish*

Quality products that "SAVE THE SURFACE."

Every SURFACE THAT YOU HELP SAVE by selling RAMSAY'S SURFACE-SAVING PRODUCTS means profit to you and your customer. Boost the "SAVE THE SURFACE" campaign by selling RAMSAY'S property preserving paints and varnishes.

A. Ramsay & Son Company

Makers of Property Preserving Paint and Varnishes for 77 years

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DISTRIBUTORS:

Edmonton District:
Revillon Wholesale Limited, Edmonton

Calgary District:
The McDonald-Baker Co., 818, 8th Ave., Calgary

High Prices are Universal Now

They Are so Because the Price Increases Start at the Actual Point of Production, With the Result That They Have Affected Every Country—Peace Conditions Have as Yet Had Little Influence, and There Are Few Declines

THE advance of prices is not confined to Canada or to America or to the countries which participated in the war. It has been world wide. Nor has it occurred exclusively in the products required for war purposes, nor for the use of the millions engaged in the war. Practically every article entering international trade has advanced in price in the country in which produced, irrespective of their proximity to the war area. Nor have prices been reduced to a perceptible degree in any part of the world since the close of the war. There are, of course, a few exceptions to this general rule, but they are so few and so plainly due to peculiar conditions that they "prove the rule" that the advance has been world-wide, and that the termination of the war has not reversed the movement or at least caused any material decline in any considerable proportion of the important articles of world production and world consumption.

The extent of the increases in world prices and their distribution to all parts of the globe irrespective of relation to the war area is illustrated in the compilation by The National City Bank of New York, showing the 1919 prices in the country of production of the principal articles forming the international trade of the world and comparing these 1919 prices with those of the same month preceding the war. In the distant Orient, in the tropical world, in the interior of Africa, Australia and South America, and in the islands of the Pacific, the prices demanded for the articles offered for exportation have been and still continue to be far above those of the pre-war period, the advances ranging 50 per cent. to 100 per cent., and sometimes 150 per cent.

Some Interesting Figures

Rice, for example, cost in the country of production 7.2c per pound for that imported in December, 1918, as against 2.6c per pound for that imported in the month preceding the war, July, 1914.

Walnuts, which were sold at the producing points in France at 9c a pound in 1914, brought 35 cents a pound on the same market in 1919. Cheese, which sold at 16 cents in 1914, reached 47 cents in 1919. Tea at the plantations brings 24 cents instead of 19, while sugar cane increased from 2 to 5 cents. Nor were these increases only noticeable in foodstuffs. Nitrate of soda, drawn chiefly from Chile, for which the war demands ceased at the date of the armistice, cost in the country of production $57.40 per ton for that imported in May, 1919, against $26 65 per ton for that imported in the month preceding the war. Raw silk, of which we obtain our entire supply from China and Japan, cost in those countries an average of $6.12 per pound for the imports of the closing month of the war, and $3.84 per pound in the month preceding the war. Goat skins imported from China, India, Mexico and South America cost in those countries an average of 62.8 cents per pound for those reaching the United States in May, 1919, against 24.5 per pound for those imported from the same countries in the month preceding the war. Flaxseed, imported chiefly from Argentina, and not an article demanded for war purposes, cost in the country of production $3 per bushel for that reaching us in January, 1919, against $1.47 per bushel paid for that imported in July, 1914. Mattings for floors, imported chiefly from Japan and China, cost in the countries of production 26.4 cents per square yard for the quantities reaching the United States in May, 1919, against 9.1 cents per square yard for the quantities which reached us in July, 1914. Jute, imported from India, cost in that country $172.75 per ton for the quantity imported into the United States in March, 1919, against $49.56 per ton for that imported in the month preceding the opening of the war.

Comparative Figures

Curiously, too, the prices of many articles continue to advance without reference to the fact that the war has terminated. The following comparative figures are based on the wholesale price of articles in the markets of the countries from which imported, for unit of quantity stated:

	Unit	1914 July	1919 May
Macaroni, etc.	lb.	$0.04	$0.11
Rice	lb.	.026	.06
Rice flour, etc.	lb.	.019	.051
Wheat	bush.	.678	1.95
Flour, wheat	bbl.	4.065	9.58
Bristles, etc.	lb.	.932	1.58
Nitrate of soda	ton	26.65	57.40
Coal, bituminous	ton	2.96	5.31
Cocoa, crude	lb.	.104	.114
Coffee	lb.	.111	.167
Copper, pig, etc.	lb.	.140	.138
Cotton, raw	lb.	.147	.376
Cotton, unbleached	sq. yd.	.145	.253
Cotton, bleached	sq. yd.	.155	.385
Cotton, colored	sq. yd.	.179	.434
Eggs	doz.	.155	.233
Flax	ton	309.43	1,125.18
Hemp	ton	181.35	557.24
Jute, jute butts	ton	49.56	122.58
Manila	ton	204.25.	310.41
Sisal grass	ton	126.66	308.08
Binding twine	lb.	.080	.209
Cod, haddock, etc.	lb.	.038	.097
Herring	lb.	.032	.058
Mackerel	lb.	.049	.137
Bananas	bunch	.334	.413
Currants	lb.	.039	.124
Figs	lb.	.032	.102
Almonds	lb.	.339	.341
Peanuts	lb.	.037	.079
Walnuts	lb.	.090	.356
Calfskins	lb.	.253	.484
Cattle hides	lb.	.184	.253
Goat skins	lb.	.245	.628
Sheepskins	lb.	.180	.370
India rubber	lb.	.465	.405
Pig iron	ton	34.50	60 31
Bar iron	ton	23.61	173.92
Steel, ingots, etc.	lb.	.031	.171
Tin plates	lb.	.32	.191
Mats for floors	sq. yd.	.091	.264
Beef, fresh	lb.	.086	.180
Cheese	lb.	.164	.473
Oils	gal.	1.27	1.85
Seeds	bush.	1.47	2.44
Silk, raw	lb.	3.84	5.90
Champagne	dz. qts.	16.76	19.05
Sugar, cane	lb.	.0215	.056
Tea	lb.	.198	.243
Tin, in bars, etc.	lb.	.348	.708
Tobacco, leaf	lb.	1.25	1.93
"	lb.	.467	1.20
Beans	bush.	1.56	3.14
Onions	bush.	1.07	1.69
Potatoes	bush.	.814	1.05
Pulpwood	cord	7.19	9.74
Boards, deals, etc.	M ft.	19.46	30.03
Wood pulp, grd.	ton	16.35	25.14
Wood pulp, unbl.	ton	36.95	80.53
Wood pulp, bl.	ton	49.20	107.36
Wool, unmfd., cl. 1	lb.	.279	.474
Wool, unmfd., cl. 2	lb.	.244	.240
Wool, unmfd., cl. 3	lb.	.167	.422

NEW IRON AND STEEL COMPANY

A charter for $8,000,000 has been granted the Consolidated Iron & Steel Corporation, Limited, a company of Detroit and Toronto parties engaged in the mining business. The company is essentially Canadian, with head office at 20 King Street East, Toronto. They own two large deposits of iron ore lands and it is their intention to proceed with their development.

The company has opened a hematite mine on the C.N.R. in the county of Leeds, 25 miles north of Brockville at Furnace Falls. The city of Brockville has offered inducements to the company to build a pig iron smelter there and it is being seriously considered.

Their other property is located at mileage 182 on the Algoma Central Railway.

SULPHUR SCARES MONTREAL HOUSEWIVES

Escaping sulphur fumes was the cause of considerable alarm to Montreal housewives last week. It appears that one of the producing machines of the gas company broke and this made the system inoperative for some little time, permitting the sulphur fumes to gather in excessive quantities. This sulphur has to find its exit before the gas will again flow, but beyond annoyance and anxiety, there were, and could be, no serious consequences.



Varnish Advice

Now that most buyers realize so thoroughly the necessity and economy of careful discrimination in varnish buying, they appreciate more than ever reliable advice as to what finishes to select for their finishing operations.

The dealer has many opportunities of posting his customers along this line and earning their permanent good will.

The long record of Berry Brothers' Varnishes, Enamels and Stains for uniform quality and dependability makes them safe to recommend and easy to sell.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.	A. M. Bell & Co., Ltd. - Halifax, N.S.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.	Lariviere, Inc. - - - Montreal, Que.
Frank A. Gillis Co. - - Halifax, N.S.	L. H. Gaudry & Co. - - Quebec, P.Q.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.	Wood, Vallance, Ltd. - Winnipeg, Man.
Whites, Ltd. - - - - Collingwood, Ont.	Wood, Vallance & Adams, Ltd., Calgary, Alta.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.	Revillon Wholesale, Ltd. - Edmonton, Alta.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

Walkerville, Ont.

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Liquid Granite FLOOR VARNISH Luxeberry WHITE ENAMEL

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, August 28.—Paint markets are about the same as last week with a speeding up of orders from the trade anticipating the fall sales. Although this is the tendency, many of the paint travellers being on vacations, it will not be felt generally until a week or two passes. The linseed oil situation of course occupies the lead in raw material shortages, with the prices remaining the same as last week. A few more firms have withdrawn quotations. Mixed paint keeps rolling along even at the increase announced a few weeks ago, with no slowing down in sight. All other lines are steady, with turpentine a runner up as a raw material short.

Linseed Oil Shows Little Change

Montreal.

LINSEED OIL.—The news in the press as to a lowering in price of flax has caused the trade to be hopeful. The effect is a steadying one but will not be felt for at least two months, it is said. Few firms are quoting, and then only on small quantities to old customers. Nothing can be said until the crop is assured or definite information comes through about it. The following prices hold of course, no downward tendency in view:

Raw—	Imp. Gal.
1 to 4 barrels	$3 05
5 to 9 barrels	....
10 to 25 barrels	....
Boiled—	**Imp. Gal.**
1 to 4 barrels	$3 07½
5 to 9 barrels	....
10 to 25 barrels	....

NOTE.—Owing to fluctuating seed markets jobbers, generally, are not quoting. The basis is decidedly nominal.

Auto Varnish Sales Reported Good

Montreal.

VARNISHES. — The trade reports good sales on auto varnishes, with a little slowing down on other lines, due to between seasons and vacation time. The cool weather will alter the slowing down considerable and increased activity is expected at any time.

Turpentine Takes Another Upward Move

Montreal.

TURPENTINE.—Owing to the shortage and quantities being so small, higher prices are indicated. Last week's $2.50 goes to $2.65, with 5-gallon lots only available, and only old customers being served. Few firms are quoting at all and no trade is being solicited in this commodity.

Turpentine—	Imp. Gal.
1 to 4 barrels	....
Small lots	2 65

(Packages extra.)

Putty Sales Are On the Increase

Montreal.

PUTTY.—The cool weather has caused a lot more business to come through for the manufacturer a little in advance of the usual season. The prices as quoted last week remain steady.

	5 ton	1 ton	Less Quanty
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases	7 15	7 40	7 75

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Glass Deliveries Slow; Prices Off a Little

Montreal.

GLASS.—In the plate-glass quotations to-day a slight revision in the discount is shown, this line now being quoted at 30 and 5 per cent. On quantities of window glass of 3,500 feet and over a discount of 25 and 5 per cent. on all sizes has been named by some factors.

TORONTO

TORONTO, August 28.—A peculiar state of affairs exists in regard to linseed oil. While the prices of flaxseed for future delivery have weakened considerably, there being a drop of 27 cents yesterday, there is none to be had. Some crushers state that there is not going to be enough oil to go around because they cannot buy the seed, and are maintaining prices firmly. Others have reduced prices. The general tendency seems to be to look for lower prices in November and December. To-day's quotations range from $3.15 to $3.27 per gallon for raw linseed oil and from $3.17½ to $3.30 for boiled. The turpentine market is very strong at primary points, prices having advanced during the week 17 cents. This is reflected in higher quotations here, to-day's figures being $2.50 per Imperial gallon. The rosin market is also very firm.

Linseed Oil Prices Show Wider Range

Toronto.

LINSEED OIL.—As a result of the changes in quotations on flaxseed for future delivery, linseed oil prices show a wider range, the latest quotations being from $3.15 to $3.27 for raw, and from $3.17½ to $3.30 for boiled. Crushers state that it is impossible to get any fair sized shipments of flaxseed. A whole lot depends, they say, on the weather in the Northwest in the next few weeks. Late reports indicate that the flaxseed is green. If frosts come it will suffer considerably. If the weather remains fine a fair sized crop is expected. There is a general tendency in some quarters to expect a weakening of the market, but no one believes that prices are going to show any material reduction even after the new supplies of seed are available. Paint manufacturers are not buying for immediate delivery to any extent. Quotations are as follows:

Linseed Oil	Raw	
1 to 2 barrels, gal.	$3 15	$3 27
3 to 5 barrels, gal.	3 14	3 26
10 barrels and over	3 12	3 24
	Boiled	
1 to 2 barrels, gal.	3 17½	3 30
3 to 5 barrels, gal.	3 16½	3 29
10 barrels and over	3 14½	3 27

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

Orders Still Coming For Mixed Paints

Toronto.

MIXED PAINTS.—Paint manufacturers are well satisfied with the volume of business that continues to come in. Some of them report that to date their gallonage as compared with the same period last year has doubled and that repeat orders continue to come in steadily. Prices remain unchanged.

Turpentine Moves Up to $2.50 Again

Toronto.

TURPENTINE.—Turpentine is again advancing as a result of heavy orders for overseas shipment. A new factor in the buying is the large shipments being sent to Japan. There are rumors that some of this is destined for Germany. Supplies at the southern ports



A Chance to "Cash In"

We offer you a chance to "Cash In." Why waste your time with a line of Paints and Varnishes that requires uphill work to sell, when you can link your store's future to a Brand to which the public has been completely "won over." We long ago secured the all-important "quality" advantage—by **knowing how** to make a superior Paint. We later secured the "publicity" advantage — by consistently advertising our product in aggressive and unusual ways. Both these advantages we hand over to you the day you become our Agent.

We offer you a chance to "Cash In" on B-H prestige—a chance to get the trade of all those people who have been converted into staunch adherents of the B-H line by reason of what we've told them about it through our national advertising.

We place at the disposal of our Agent a complete assortment of color cards, counter cut-outs, store fixtures, window displays and newspaper ads, etc.—we co-operate with him to the fullest possible extent.

Write us for particulars of our attractive agency proposition.

Save the surface and
you save all" *Paint & Varnish*

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

are again becoming low and indications are that there is not going to be any cheap turpentine for a long time. Today's quotations are $2.50 per Imperial gallon with indications that further advances are not unlikely. Prices are as follows:

Turpentine —	Imp. gal.
1 barrel (barrel included)	$2 50
2 to 5 barrels (barrel included)	2 49
5 gallon lots	2 60

White Lead in Oil Remains Unchanged

Toronto

WHITE LEAD IN OIL.—A very fair volume of business is being handled in this commodity. Quotations remain unchanged and are as follows: Five ton lots, $15.85 per 100 pounds; one ton lots, $16.35, and in smaller quantities, $16.70.

Window Glass And Putty Holding Steady

Toronto

WINDOW GLASS, PUTTY.—Window glass prices show no change, but an advance is shown in bevel and polished glass, and also in wind shield glass. Details regarding the new prices will be found on page 44. Business is more active in the window glass trade as many of the residences and other structures which have been building are now being finished up. Putty quotations are as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$ 35	$5 60	$5 95
Do., 100 lb. iron ...	6 20	6 45	6 80
Do., 25 lb. iron	6 45	6 70	7 05
Do., 12½ lb. irons..	6 70	6 95	7 30
Bladder, in barrels ...	7 10	7 35	7 70

PITTSBURGH MARKETS

(Continued from page 55)

ably do, but even that is not certain. Some of the small mills apparently do not. Buyers have been showing apprehension that at some time in the not distant future there may be a restriction of output through labor difficulties, but few buyers seem to have realized that matters were likely to come to a head by September 1st. That, however, represents an opinion based upon the best collection of information obtainable.

Mills are fairly well sold up and buyers are of course, correspondingly well covered, i.e., the buyers who are jobbers or manufacturing consumers, while buyers who have construction work in view are in some cases covered and in some cases not. There is considerable tonnage involved in construction projects approved, but against which purchases have not been made, and most of this business is held up. For instance, there is a large building which it is desired to erect at once, and which will require 8,000 tons of concrete reinforcing bars. The buyer has been importuning one large mill after another to take the order, without success. A small mill could not handle the tonnage.

In present circumstances there is no issue in the market as to prices. Prices are now more thoroughly "stabilized" than even the Industrial Board of last March and April ever hoped to stabilize them, for no one would, of course, think of cutting prices at this juncture, while talk of advancing prices is altogether taboo. Labor is very restive and to advance any price would simply be to furnish ammunition to labor agitators. That is a fact that the United States Steel Corporation recognized three months ago, and made no secret of, but some of the independents have only lately grasped the point.

Labor Situation

There are really two labor situations. On the one hand the American Federation of Labor has been endeavoring to organize the entire iron and steel industry with the object of securing certain demands or calling a general strike. On the other hand several strikes have actually occurred, at widely separated points. In the past ten days, for instance, there have been three strikes in the sheet industry alone, at Wheeling, W. Va. Canton, O., and Newport, Ky. These and other strikes can hardly be regarded as directly a part of the American Federation of Labor program, for that contemplates a general strike and can hardly be aided by the men going off at half cock at this point and that. A definite indication that the detached strikes have no connection with the general program is that the strike at the steel and wire plant at Peoria, Ill., was settled a few days ago, and on the basis of the men being given a wage advance of 5 per cent. when their demand had been 12 per cent. advance. The Federation demands are much broader, and look more to working conditions than to mere wage rates. There is quite a collection of things they want, embodied in the list of 12 points formulated and made public July 20, including such items as the check-off, abolition of physical examinations, abolition of company unions, the eight-hour day, seniority to apply in employment and dismissals, etc.

The effort to organize the iron and steel trade was inaugurated at the St. Paul annual convention of the American Federation of Labor last year. At the Atlantic City convention last June a report was made, showing the progress had not been up to expectations, and giving the principal cause of the slowness of the work the fact that many municipalities, particularly mill towns in the Pittsburgh district, would not grant permits for holding labor meetings. Organizing efforts were increased, however. Sunday, July 20, a meeting was held in Pittsburgh of representatives of 24 labor organizations, the meeting enunciating a set of 12 demands and ordering that a strike vote be taken, to be completed in 30 days, the vote to be on the proposition, whether the men would back up the "National Committee for Organizing Iron and Steel Workers" should it consider it desirable to call a strike. Another union, that of hod carriers, was afterwards added, making 25. A point in this, as in all American Federation of Labor activities, is that each man must belong to the union particularly adapted. Among the 25 unions are those of blacksmiths, brick and clay workers, bricklayers, machinists, stationary firemen, etc., etc. The rank and file of the workers at blast furnaces and steel mills would belong either to the International Union of Mine, Mill and Smelter Workers or to the Amalgamated Association of Iron, Steel and Tin Workers.

The strike vote was announced at Youngstown on the evening of August 20, but was merely to the effect that 98 per cent. of the votes were affirmative. There is no line on the total number of voters. A statement merely of the number of voters, however, would not be particularly illuminating, and certainly would not be conclusive, for if the voters comprised only 10 per cent., or 20 per cent., of the total number of employees the question would be whether they are men engaged in such work that their withdrawal would cripple operations. For illustration, one of the 25 unions is the "Switchmen's Union of North America." If these men quit others might or might not take their places, but if no switches were turned it would be minutes in some plants and only hours in other plants before operations would have to cease.

On the date the vote was announced the committee decided to allow a period of ten days for the arranging of a conference with the employers, and the intimation has been that if within that period, which ends Saturday, August 30, the manufacturers do not agree to a conference a strike will at once be called. It is altogether improbable that the manufacturers will refuse to enter a conference and do nothing else. It is likely they will close their plants suddenly if they foresee a strike coming, although they may agree to confer. There being no organization of iron and steel manufacturers which the organizing committee can approach, its course was to address a lettter to Judge Gary, as the head of the dominant interest, and they followed this by going to New York in a body at the end of last week. Mr. Compers was expected to arrive in the United States from his trip abroad August 27, or before the time limit expired and in time for a conference.

TOO LATE TO CLASSIFY

MARITIME REPRESENTATIVE WANTED

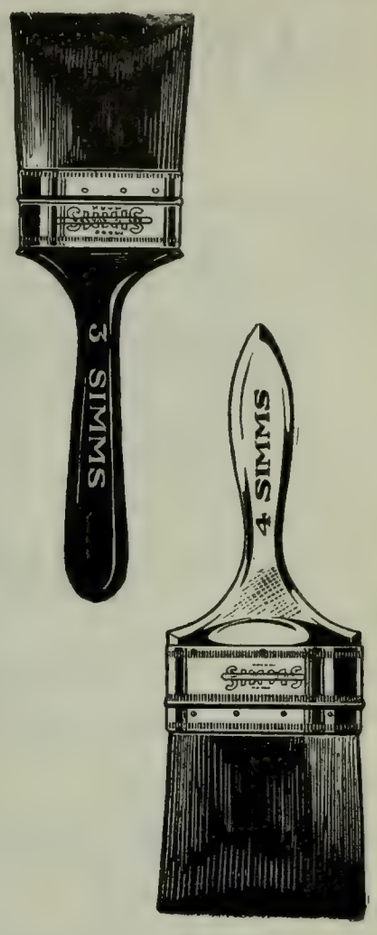
We have an opening for a real live salesman to cover the Maritime Provinces. Must be a young, energetic man with first-class connection. Only those with proved ability need apply. Benjamin Moore & Co., Ltd., manufacturers of paints, varnishes and Muresco, West Toronto, Ont.

TRADE SIMMS SET IN RUBBER MARK

Simms' Paint Brushes

Sold All Over The World

The demand for Simms' Set-in-Rubber Paint and Varnish Brushes extends all over the world. There are none like them anywhere.
Your customers know this. See to it that you have a full stock on hand.
The worst treatment cannot hurt Simms' Set-in-Rubber Brushes. The bristles are set in vulcanized rubber, and are guaranteed to hold firmly **forever.**
People don't cover their houses with loose bristles when they use Simms' Brushes. Push the sale of this line and your reputation won't suffer.
Send for price list. Look over your stocks without delay. Insure big profits and satisfied customers by having all Simms' Better Brushes on your shelves. Order to-day.



T. S. SIMMS & CO., LIMITED
ST. JOHN, N.B.
Branches: Montreal, Toronto, London

"Save the surface and you save all" *Paint & Varnish*

MAPLE LEAF
FINISHES THAT ENDURE
ML
QUALITY
PAINTS & VARNISHES

Finishes that Endure Build Lasting Business

In modern business we hear much of first cost and ultimate cost. Have you analyzed your stock from that viewpoint? For instance, what is the ultimate cost of making immediate profit on poor paint that dissatisfies your customer?

The purity, durability and unvarying high quality of Maple Leaf Paints and Varnishes ensure continued good business. Every sale is a guarantee of future orders. The Maple Leaf line builds business that endures.

Ask About the Maple Leaf Line

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — —B.B. Caps 25%, B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; centre fire pistol, add 35% list; centre fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless. $41 per M. net; empty shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball. $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers——Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, add 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Hunters' Axes	11 00	12 00
Boys' Axes	12 00	14 00
Double Bit	16 50	19 50
Bench—No. 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 9 60
No. 2, dozen	12 00
No. 3, dozen	9 60
No. 4, dozen	1 00
No. 5, dozen	13 00
No. 6, dozen	15 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Oak Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, SLEEVE—

No. 3, dozen	$ 5 50

BOARDS, IRONING— —

No. 1, dozen	$21 00
No. 31, dozen	$11 00
No. 32, dozen	12 00
No. 35, dozen	26 00
No. 36, dozen	30 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and larger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends, 25%.
Plow Bolts, 30%.
Elevator Bolts, 25%.
Fancy Head Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list), 25%.
Whiffletree Bolts, 25%.
Nuts, square, blank, add to list, 75c.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list $1.25.
Stove Bolts, 65%. Tire Bolts, 50%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 41
Rods, base ½ to 1 in., round	0 39
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$12 50
30-gal., Standard	11 00

BOARDS (Wash) Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond Ring (glass)	6 30

F.O.B. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 10%.
Triplex Spring Hinges, 5%.
Chicago Mortise Floor (5,000), 15%.
Chicago Relax Floor (6,000), 20-20%.
Chicago Premier (4,000), 7½%.
Chicago Ajax (3,000), 20-5-2½%.
Lavatory Door Hinges, 5%.
Chicago Screen Door (2,000), 40-5%.
Chicago Screen Door (3,000), 25-5%
Sagless Gate Hinge, 20-20%.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

CHAIN

	Proof Coil Mont'l	Proof Coil Tor'to	Welded Mont'l	Welded Tor'to
3-6 in.	$22.75	$21.40	$.....	$27.40
¼ in.	16.75	17.75	20.60	23.60
5-16 in.	14.75	14.60	16.40	18.40
⅜ in.	13.00	13.40	15.00	17.25
7-16 in.	12.75	13.15	14.40	16.65
½ in.	12.50	12.80	14.15	16.50
⅝ in.	12.35	12.75	13.85	16.15
¾ in.	12.25	12.70	13.50	16.00
⅞ in.	12.05	12.40	13.40	15.80
1 in.	11.90	12.30	13.30	15.65

Electric Welded

	B.B.	B.B.B.
⅛ in.	19.00	22.00
3-16 in.	18.00	20.00
¼ in.	15.00	16.00	18.00
5-16 in.	13.50	13.50	16.50
⅜ in.	11.60	12.25	14.60
7-16 in.	11.50	12.00	14.50
½ in.	11.25	11.80	14.25
⅝ in.	11.00	11.55	14.00
¾ in.	9.75	11.25	12.25

F.O.B. Toronto, Montreal

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17 25	$.....
5-16 in.	14 25	17 25
⅜ in.	13 00	16 00
7-16 in.	12 75	15 45
½ in.	12 55	15 25
⅝ in.	12 25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; f.o.b. Toronto.

Cow ties, 20%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4.00; single barrel, $4.50. F.O.B Toronto.

CHAIRS

Step ladder, dozen $33 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 15% f.o.b. St. John, N.B.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $21.00; No. 1, $25.50; No. 2, $31.00; No. 3, $39.50.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F.o.b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths	$6 85
17—7strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 41	0 42
Soft sheets, base, 16 oz. and heavier	0 42	0 43
Tubing, lb.	0 46	0 47

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal, Montreal, Toronto

Ordinary, 52 sheets	$7 75	$7 35
Do., 60 sheets	7 85	7 45

COKE, TIN PLATES

	Per box
IC, 20x28 base	$16 00
IX, 20x28 base	21 00
IXX, 20x28 base	23 00
IXXX, 20x28 base	25 00

F.O.B. Toronto.

TERNE PLATES

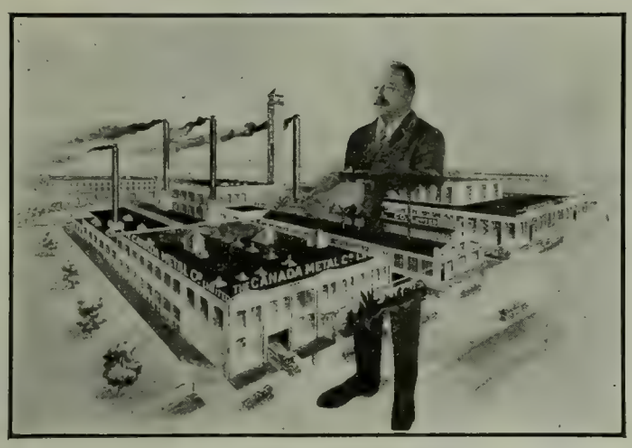
IC, 20x28, 112 sheets $19 00
F.O.B. Toronto

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

HARDWAREMEN



We Make

BAR SOLDER
WIRE SOLDER
SHEET LEAD
LEAD PIPE

Babbitt Metal for Every Requirement.
Harris Heavy Pressure Bearing Metal

THE HARDWARE BRAND

THE CANADA METAL COMPANY Limited

TORONTO - MONTREAL - WINNIPEG - VANCOUVER

SATINETTE

SATINETTE WALLPAPER, CALCAMINE, and WINDOW BLIND CLEANER



The Best in the World | **Why? Because**

1st. Satinette Cleaner is put up in an absolutely air tight tin.
2nd. There is no evaporation of ingredients. Goods remain perfectly fresh, no matter how long kept in stock.
3rd. The only real wallpaper cleaner manufactured in Canada.

SATINETTE FURNITURE POLISH
For People Who Care

The only polish on the market finishing with a hard dry lustre. Will not mar the finest finish no matter in what quantities used. The dust will not adhere to the lustre obtained by using Satinette, either on Automobiles or furniture.
Put up in four sizes—4 oz., 12 oz., 32 oz. and gals.

SATINETTE FLOOR OIL
Four Grades. Get our Prices in Barrel Lots

For sale by all reliable Wholesale Hardware and Smallware Houses. If your dealer can't supply you write direct. Mail orders receive prompt attention.



SATINETTE PRODUCTS MFG. CO. TORONTO CANADA

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HARDWARE AND METAL has reprinted an additional supply of the four Stockdale lectures, as follows:

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"How to Make Figure Facts Earn Profits"
"How to Measure the Value of Turnover"
"How to Get the Information the Customer Wants"

We have had these printed for our readers and will gladly supply copies free upon request, so long as our supply lasts. Send for your copy now.

HARDWARE AND METAL 143-153 University Ave., Toronto, Canada.

CLOCKS

Big Ben	$3 20
F.O.B. Montreal, Toronto, London	
Good Morning, each	1 30
Lookout	1 75
Sleepmeter	1 84
Hamilton	

CROWBARS, $9.60 per 100 lbs.

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank.

	List each.		
⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅝	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	40%
Straight Shank	40%
Straight Shank, wire	40%
Taper Shank	40%

DOORS

See Screen Doors.

F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list. Net prices Class B, black, 26c lb.; Class C, 17c lb.; galvanized, Class B, 36c lb.; Class C, 26c lb.

Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 50
Under 40 lbs.	4 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼"	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼".	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and double-trees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap Doz. pairs.	Tee pairs.
4-inch	$ 2 85	$ 2 23
5-inch	3 50	2 80
6-inch	3 90	3 15
8-inch	5 20	3 90
10-inch	9 10	6 90
12-inch	11 25	11 00
14-inch	12 90	11 20
Light, Net Prices.		
3-inch, doz. pairs	$0 95	$0 95
4-inch	1 05	1 12
5-inch	1 20	1 30
6-inch	1 45	1 60
8-inch	1 70	2 35
10-inch	2 25	3 30

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 35%.

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 75
Lightning	13 25
Heath's	13 25
HOES, Grub	$10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 40	$5 00-$5 50
No. 3, per doz.	4 50	5 50- 6 40
No. 4, per doz.	4 60	6 00- 7 40
Little Giant	6 25	....- ....
Barden Patent	6 25	....- ....

F.o.b. Montreal. Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-counter-sunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots.	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 85
Mrs. Potts, No. 50, nickel-plated, set	1 90- 1 95
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated.	5 50
Princess Electric, each.	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 34
Hercules, 4 to 10 ft.	0 36
Hercules, 12 to 14 ft.	0 41
Faultless, 4 to 10 ft. only	0 32
Ontario, 4 to 10 ft. only	0 29
Shelf Lock, 4 to 8 ft. only	0 24
Gardner, No. 1	0 21
Do., No. 2, bolted	0 23
Dominion, No. 3	0 25
Do., No. 4, bolted	0 28

Single and Fruit Picking

10 ft. to 16 ft.	22c ft.
18 ft. to 20 ft.	25c ft.

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.
20 to 32 ft.	$0 26
36 to 40 ft.	0 29
44 ft.	0 32
Over 44 ft.	0 42

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby	$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$11 00
Dowswell	11 25
Noiseless	15 50
Hamilton	12 50
Ottawa	11 50
Peerless	11 50
Snowball	17 50
Momentum	18 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	110 00
Seafoam, engine drive	50 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	11 50
Popular, No. 2	11 00
Economic	13 50
Champion	18 50
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	51 50
Do., do., electric	111 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	59 50
Perfection, electric	119 50
Gem	18 50
Winner	17 00
Connor Improved	10 75
Jubilee	10 25
Canada First	21 00

Discount, 30% and 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$13 00
Pick, doz.	13 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

OUR COLORED GRADES
1B, 1A, 7, 1, 5,



OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 WELLINGTON ST. W., TORONTO

C. KLOEPFER, LIMITED
Edward Halloran, General Manager
44-50 Wellington St. East, TORONTO
Factory at Guelph, Ont.

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CARRIAGE HARDWARE and AUTOMOBILE ACCESSORIES
BLACKSMITHS' HARDWARE and SUPPLIES, Etc.

Prompt attention and quick delivery assured.



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Made instantly with cold water.

For **all purposes** where Paste is used.
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Order some today—
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TORONTO, CANADA

The Shingle Stain
Soligum
WOOD PRESERVATIVE & STAIN
Made by Major & Co. Hull, Eng.

Prices on application
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TORONTO

THE DEMAND FOR CAMP FURNITURE IN HOT WEATHER



gives the live, progressive merchant a splendid opportunity for extending his trade, and giving his customers the service they want. Stock now and be prepared for the demand. We can supply you with Camp Cots, Chairs, Stools and Tables—all folding flat.

Write for Catalogue No. 38 and price list. Your enquiries will be given prompt attention.

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OTTERVILLE - ONT.

EXCELSIOR
Wood Packing

Manufacturers and Jobbers Using EXCELSIOR
Write Us for Prices.

RANKIN & CO., LIMITED
1535 Dundas St. W., Toronto, Ontario

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY



H.R.S & C°
Regd. Trade-Mark

SHEFFIELD CUTLERY

Henry Rogers, Sons & Co., Ltd.
Estab'd. 113 Years
SHEFFIELD AND WOLVERHAMPTON ENGLAND

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 05	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 85
36-inch, per roll	6 25
48-inch, per roll	7 25
60-inch, per roll	8 60
72-inch, per roll	9 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	....
U.S. Navy (spun)	21 50
Plumbers (spun)	9 00

F.o.b. Montreal, Toronto.

OILS

	Montreal	Toronto
Royalite, gal.	0 20½	0 20½
Palacine, gal.	0 23½	0 23½
Gasoline, net, gal...	0 33	0 32
	List	Gallon
Black oil (Summer)	0 14½	0 13½
Black oil (Winter)..	0 16	0 15
Imperial Kerosene Tractor	....	0 59
Capital cylinder ..	0 62	0 58
Machine oil, regular grades	0 36	0 36
Standard gas engine oil	0 40½	0 37
Parafine	0 25	0 21

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list.	0 90
Polarine A, list	1 00
Gargoyle Mobiloil, list	1 30

List, less 25% on above.

Fuel oil, bbls. net	0 08
Fuel oil, tank cars, net...	0 07

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll..	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red..	1 05
Do., blue	0 70
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 78
Surprise Fibre	0 66
Tarred felt, per cwt.	3-80-90
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliette (dry fibre)	0 60
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.) 13½	0 15
Carpet Felt, 16 oz. per 10 100 lbs.)	4 75
Straw, sheathing, dry, per cwt.	3 05
Do., Do., tarred, per cwt...	3 20

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast	
1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—		
5 to 6 lbs., doz.	$11 00	$11 25
6 to 7 lbs., doz.	12 00	12 25
Rock—		
7 to 8 lbs., doz.		13 00

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$....
¼ in..	4 53	6 66	5 13	7 26
⅜ in..	4 53	6 66	5 13	7 26
½ in..	5 99	7 57	6 84	8 42
¾ in..	7 53	9 66	8 68	10 81
1 in..	11 14	14 28	12 84	15 98
1¼ in..	15 07	19 32	17 37	21 62
1½ in..	18 01	23 10	20 76	25 85
2 in..	24 24	31 08	27 94	34 78
2½ in..	38 90	49 73	....	....
3 in..	50 87	65 03	....	....
3½ in..	64 86	81 88	....	....
4 in..	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$27 94	$34 78	$31 64	$38 11
2½ in..	40 66	51 48	46 51	57 38
3 in..	53 17	67 32	60 82	74 97
3½ in..	66 70	83 72	75 90	92 92
4 in..	79 03	99 19	89 93	110 09
4½ in..	88 00	113 00	107 00	132 00
5 in..	103 00	132 00	125 00	154 00
6 in..	133 00	171 00	162 00	200 00
7 in..	175 00	224 00	211 00	259 00
8 in..	184 00	235 00	221 00	273 00
8 in..	212 00	271 00	255 00	314 00
9 in..	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in..	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 80%.

4½" and larfer, 70%.

4" and under, running thread, 50%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list.	3 00
12-oz. bottles, doz., list.	6 00
1-qt. can, doz., list.	15 00
½-gal. cans, doz., list.	24 00
1-gal. cans, doz., list.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton Size	Case	Doz.	Case
¼ pts., 3 doz.		$1 15	$3 40
½ pts., 3 doz.		2 10	6 00
Pints, 2 doz.		3 15	6 00
Quarts, 2 doz.		4 65	9 00
½ gal., 1 doz.		8 40	8 40
Gal., ½ doz.		....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Amazon, 1 ply	$2 05
Amazon, 2 ply	2 35
Amazon, 3 ply	2 70
Samson, 1-ply roll	2 50
Samson, 2-ply, roll	2 95
Samson, 3-ply, roll	3 50
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Everlastic, 1-ply	1 90
Everlastic, 2-ply	2 20
Everlastic, 3-ply	2 55
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 45
McCombe, Sp., 1-ply	1 70
McCombe Sp., 2-ply	1 95
McCombe Sp., 3-ply	2 30
Panamoid, 1-ply	1 70
Panamoid, 2-ply	(95
Panamoid, 3-ply	2 30
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 70
Black Diamond Ready Roofing, 2-ply	....
Black Diamond Ready Roofing, 3-ply	....
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 25
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto and Montreal.

ROPE

	Lb.
Pure Manila basis	32
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	25

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	25
Double lath yarn	25½
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis.	On application
Cotton, ⅛ in.	0 82
5-32 in.	0 81
3-16 in.	0 74-77½
¼-in. and up	0 73-76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.20 dozen; 751 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 752B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $5.00.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge, Steel	$4 35
103, 50 ft. Reliable Jr., Steel	4 45
243, 50 ft. Rival, Steel	3 85
1243, 50 ft., Rival Jr., Steel	3 60
603, 50 ft., Metallic	3 25
604, 66 ft.	3 65
403, 50 ft., Linen	2 35
	Dozen
713, 50 ft., Ass Skin	6 00
714, 66 ft., Ass Skin	7 00
143, 3 feet, Steel Pocket	7 50
145, 5 ft., Steel Pocket	10 20
175, 5 ft., Linen Pocket	5 85
165, 5 ft., Cotton Pocket	1 50

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 60	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz
Cast Steel	$15 75
Golden Clipper	16 75
Little Giant	17 75
Bush	16 25

F.O.B. London, Tronto, Montreal.

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. *Immediate Shipment.*

JAMES HUTTON & CO.
706 Shaughnessy Building - MONTREAL

GERMANTOWN
LAMPBLACK

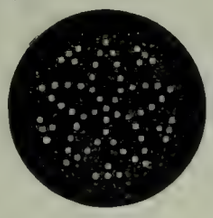


THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

Chair Seats---In Three Ply Veneer Staple Patterns

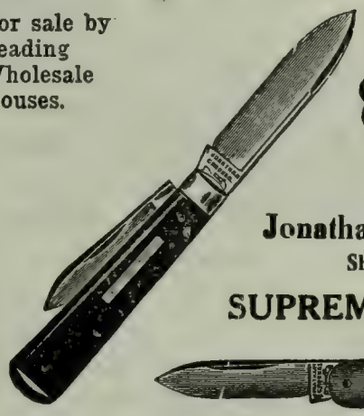


Every C.V.C. chair seat is made of best material, well glued nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sandpapered and finished with real church pew varnish.

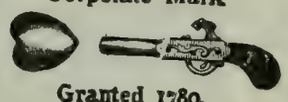
Ask for samples, and compare with any other make.

Canadian Veneering Co., Inc.
Acton Vale, Quebec
Distributors: Richardson & Bureau, 55 St. Francois-Xavier St., Montreal.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



25c. a can Common Sense Exterminator



KILLS RATS

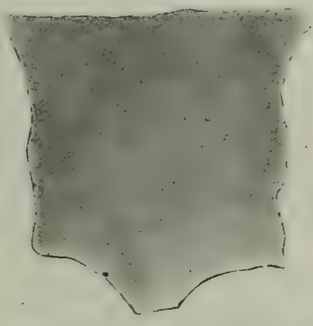
Has been on the market for 25 years. Quickly and effectively eliminates rat pests. It dries them up. Destroys without odor.

"Common Sense" is sold on a money-back guarantee. Good profits in it for the dealer.

Jobbers, write us for terms.

Ask us about our Roach preparation.

COMMON SENSE MANUFACTURING CO.
393 QUEEN ST. WEST - - TORONTO, ONT.



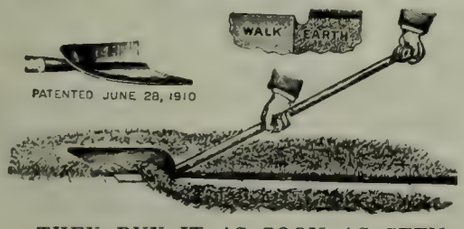
Chamois Skins

With a few exceptions

we have in stock a limited quantity of all sizes from 8 x 10 to 28 x 30.

EVANS & COMPANY, Limited
Coristine Bldg. Montreal, Canada
We represent two of the largest factories in the world.

Imperial Lawn Edge Trimmer



THEY BUY IT AS SOON AS SEEN

Easy working; leaves a clean, straight edge. Durable, profitable, rightly priced. Most jobbers will supply you.

Imperial Bit and Snap Co., Racine, Wis.



Oblong Mesh

Wood Cold Air Faces

Note the oblong mesh. Legs of chair will not drop through. Strongest cold air face made and are neat and sanitary.

Cater to your customers with the nice homes.

Large stock on hand.

Goods shipped promptly.

Ask for price list.

Order several sample sizes for enclosure through your wholesale dealer.

A. H. POWER FURNACE CO.
1-3 HAYDEN ST., TORONTO

SCREEN DOORS
Kasement No. 1—2 ft. 8 in.; $28.80; 2 ft. 10 in., $30; 3 ft. $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $33.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	77½%
Wood, R.H., bright	75 %
Wood, O.H., bright	75 %
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	20

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 10
18 and 20	7 10
16	6 95
14	6 80

F.O.B. Hamilton and Toronto.

SHINGLES, METAL

Standard, galvanized	$10 00
Standard, painted	8 00

Discount 7½%.

SIDING, METAL

Standard, galvanzed	$8 50
Standard, painted	6 50

Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay: also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
Base, 3 to 8 lbs., 56c, f.o.b. Toronto and Hamilton.

SOLDER, BAR
See weekly report

SPOUTS, SAP

Eureka, per M	$13 50	$16 50

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	$ 7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz.	$2 60
Sampson, doz.	7 50

TACKS Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 and 10%
Shoe findings list adopted July 5, 1917	Net List
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$ 2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs and over to nearest station.
F.O.B. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb	0 71 -0 77
4-ply wrapping, lb.	0 73½-0 80

Montreal.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.O.B. Newmarket.

VALVES

	%
Compression work, standard	44
High grade	40
Fuller work, standard	40
Basin cocks, No. 0, standard	35
Nos. 1 and 2	35
Bath cocks, compression	45
Flatway stop and waste cocks, standard	44
Roundway stop and waste cocks, standard	44
Brass steam cocks, standard	Net list
Radiator valves, standard	31
Do., removable seat	Net list
Globe, angle and check valves, standard	20-22½%
Do., Jenkins Disc	22
JJenkins Valves	Net list
Standard Gate	25

F.O.B. Toronto.

Penberthy Brass Valves

Compodisk Valves	15-5%
Gate Valves	25%
Regrindinf Valves	15-2½%
Swing Check Valves	10-2½%

WARES, ETC.
Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%; White Ware, 50%
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30% and 5%, 33 1-3%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Nickel-plated Ware, 50%.
F.O.B. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Rain plain. Sizes given are size of hole. In boxes of 50 lbs.. list prices per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in.. $18.00; 1 1-16 in., 1⅛ in., 1¼ in.. $18.00; 1 1-1½ in., 1⅜ in., 1¼ in.. 1 5-16 in., $18.00; 1⅜ in., 1½ in.. 1⅝ in., $18.40; 1¾ in.. 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$4.75	$4.00	$4.75
Section, ½lb., per 100 lbs.	4.75	4.50	4.50
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

WHEELBARROWS

Navvy, steel wheel, doz.	$63 00
Garden, steel, doz.	64 25
Light garden, doz.	46 80

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

Cut Hay Wire.	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	5 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.

Smooth Steel Wire.

Nos. 0-9 gauge, base	5 00

Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	45 and 5	45 and 5	45 and 5
Draining Tools	45 and 5	45 and 5	.....
Hollow Back Scoops	45 and 5	.....	45 and 5
Sand Shovels	45 and 5	.....	45 and 5
Hollow Back Shovels	45 and 5	.....	45 and 5
Hollow Back Coal Shovels	45 and 5	.....	45 and 5
Riveted Back Scoops	45 and 5	45 and 5	45 and 5
Miners' Spring Point Shovels	45 and 5	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, nickeled fittings, Cyco ball bearing	$51 00
Club, jap. Cyco bearing	108 00
Champion, nickeled fittings	43 00
Champion, japanned fittings	36 00
Grand, nick., Cyco B.B.	64 00
Grand, jap., Cyco B.B.	57 00
Grand Rapids, nick., Cyco B.B.	48 00
Grand Rapids, jap., Cyco B.B.	41 00
Parlor Queen, nick., Cyco, B.B.	54 00
Princess, nick., Cyco B.B.	49 00
Standard, nickeled fittings	45 00
Standard, jap. fittings	38 00
Universal, nick., Cyco bearing	46 00
Universal, jap., Cyco bearing	39 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, nickeled	$124 00
Household, japanned	110 00
Superba, nickeled	140 00

F.O.B. factory, Niagara Falls, Ont.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 90
Attachments, set	8 25

F.O.B. Toronto, Hamilton, London.

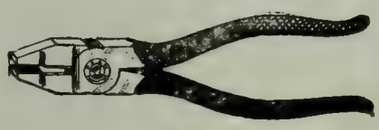
Retailers' Electro Service

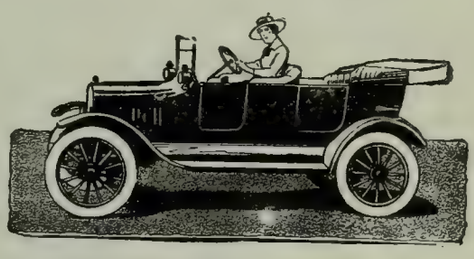
A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.


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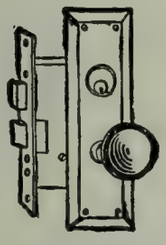
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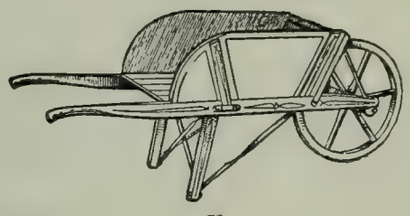

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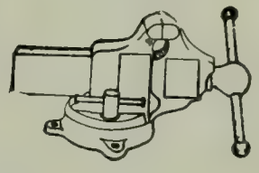

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THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 25c. each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 0lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE Montreal Toronto
Per lb. 12c 12

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs...	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 09½
Do., pure, 100 lb. kegs..	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs..	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs...	0 15
Imp. green, 100-lb. kegs....	17-19
Chrome green, pure.....	0 35
Chrome yellow	25-41
Brunswick green, 100-lb. kg.	12-14½
Indian red, 100-lb. kegs...	15-20
Indian red, No. 1, 100-lb. k.	06-10
Lamp black	0 23-0 25
Venetian red, best bright..	07-09
Venetian red, No. 1	0 05½
Drop black, pure dry	0 09½
Golden ochre, 100-lb. kegs..	0 12
White ochre, 100-lb. kegs.	05½-06
White ochre, barrels.....	0 04½
Yellow ochre, barrels	0 03½
French ochre, barrels.....	06-10½
Spruce ochre, 100-lb. kegs..	0 07-8
Canadian red oxide, bbls..	0 03½
Super magnetic red	0 05
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE (1 lb. tins—)	
Venetian red	23-30
Indian red	0 30
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure.	25-28
Greens, pure	28-38
Siennas	0 34
Umbers	0 34
Ultramarine blue	45-48
Prussian blue	1 00
Chinese blue	1 00
Drop black	0 35
Ivory black	0 36
Signwriters' black, pure....	38-40
Lampblack	38-40
Marine black, 5-lb. irons...	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$7 47½
B-H "White" Enamel	7 47½
C.P.C. Albagloss	5 75

GLUE	Per lb.
Discount—	
French medal (prices withdrawn).	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags.....	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags.	0 24

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 20 to 25%; over 3,500 feet an additional 5%.

Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each...	3 00
Plates 111 to 120 wide containing not over 100 ft., each...	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discounts, 30 and 5%.
City deliveries, 33 1-3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$16 00	$16 35
Crown Diamond	16 00	16 35
Crown, Pure	16 00	16 35
Green Seal	16 00	16 35
Ramsay's Pure	16 00	16 35
Moore's Pure	16 00	16 35
Tiger, Pure	16 00	16 35
O.P.W. Dec. Pure...	16 00	16 35
Red Seal	16 00	16 35
O.P.W. English	16 20	16 55
Elephant Genuine....	16 50	16 85

B.B. Genuine Lead, less than tons, $18.50, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	$12 00	$14 50
Genuine, 100-pound kegs, per cwt.	13 00	15 50
Less quantity	14 75	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs. ..	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

LITHARGE
Tons or over (cwt.).....$10 75
Smaller lots (cwt.) 11 75

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60: white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white $4 95	
Elephant, colors	4 55
B.-H. English, white	5 05
B.-H. English, colors	4 85
B.-H. Floor	4 00
B.-H. Porch Floor	4 55
Minerva, white	4 90
Minerva, colors	4 65
Crown Diamond, white	4 80
Crown Diamond, colors	4 55
Crown Diamond, floor	4 00
B.-H. Fresconette, white.....	3 60
B.-H. Fresconette, colors.....	3 50
Moore's House Colors, white..	5 00
Moore's House Colors, colors..	4 80
Moore's Egyptian Paint, white	4 00
Do., colors	3 85
Moore's Floor Paint	3 75
Moore's Sani-Flat	3 75
Moore's Porch and Deck Paint	4 90
Moore's Mooramel	....
Jamieson's Crown Anchor ...	4 30
C.P.C. Pure, white	5 05
C.P.C. Pure, colors	5 55
O.P.W. Canada Brand, white.	4 80
O.P.W. Canada Brand, colors	4 50
O.P.W. Canada Brand, floor..	3 75
O.P.W. Flat Wall, white.....	3 60
O.P.W. Flat Wall, colors.....	3 50
Ramsay's Pure, white	4 90
Ramsay's Pure, colors	4 60
Martin-Senour, 100%, white..	5 05
Martin-Senour, 100%, colors..	4 80
Martin-Senour, Porch Paint..	4 55
Martin-Senour, Neutone, white	3 60
Martin-Senour, Neutone, colors	3 50
Senour's Floor Paint.....	4 00
Sherwin-Williams, white	5 05
Sherwin-Williams, colors	4 80
Sherwin-Williams, floor	4 00
Sherwin-Williams, porch floor.	4 55
Flat Tone, white	3 60
Flat Tone, colors	3 50
Lowe Bros., H.S., white	5 05
Lowe Bros., H.S., colors	4 80
Lowe Bros., hard drying floor.	4 00
Mellotone, white	3 75
Mellotone, colors	3 60
Sanitone, white	3 60
Sanitone, colors	3 50
Maple Leaf, white	5 05
Maple Leaf, colors	4 80
Maple Leaf, floor	4 00
Pearcy's Prepared, colors	4 25
Pearcy's Prepared, white	4 50

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs....	$0 48
In kegs, about 250 lbs. ...	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY	Montreal Standard	Toronto Less than tons
Bulk, in casks	$5 65	$5 95
Bulk, 100-lb. drums..	6 50	6 80
Bulk, 25-lb. drums...	6 75	7 05
Bulk, 12½-lb irons..	7 00	7 30
Bladder, in bbls.	7 00	7 70

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

ROSIN
Barrels, 100 lbs. $11 50
Less, per lb. 0 14

SHELLAC
Pure White, gal. (1 gal. tins), $7.25 to $7.40; pure Orange, gal. (1 gal. tins), $6.50 to $6.90; Gum Shellac, TN, $1 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 60
Takof	2 75
O.P.W. Presto	2 75
Lingerwett	2 55-3 00
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.35-$1.46 gal.; gal tins .....$1.57-$1.68	
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz....	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of	40%.
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
C.P.C. Sun Varnish.....	3 83
C.P.C. Sun Spar.....	5 13
C.P.C. Sun Waterproof Floor	3 90
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 52
M-S Marble-Ite Floor	3 91
M-S Wood-Var	3 91
M-S Durable Spar	5 11
M-S Finest Interior	3 34
Elastic Interior	3 14
Mar-not	3 90
Quick Action House	2 65
Rexspar	5 12
Smear-Not	3 34
Kyanize Spar	4 94
Kyanize Cabinet Rubbing ..	3 84
Kyanize Interior	3 84
Luxeberry light	4 50
Luxeberry granite	4 50
Luxeberry spar	5 62
Ramsay's Universal	3 68
Crown Diamond Floor	3 65

F.o.b. Montreal, Toronto.

WATER PAINTS	
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg...	0 75
½ gal. package, per pkg....	0 40
Coralite, 5-lb. pkgs., white.	8 40
Coralite, 5-lb. pkgs., colors.	8 40
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21

WHITE	
XXX	0 18
XX	0 16¾
X	0 15¾
XC	0 13½
Japanese	0 13
XXX Extra	0 19
XX, grand	0 17¾
XLCR	0 16½
X Empire	0 15¼
X Press	0 14

COLORED	
No. 5	0 13¾
No. 1	0 12¾
No. 7	0 11¾
No. 1A	0 10¾
No. 1B	0 09¾
Fancy	0 15
Lion	0 16½
Standard	0 12
Popular	0 10½
Keen	0 09

Above lines subject to trade discount for quantity.

WAX	Per lb
C. & B. Floor Wax $0 40	
B.H. Wax	0 45
Ronuk Floor Wax, lb.	0 35
Berry Bros.	0 35
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English 0 53	0 62
Johnson's	0 62
Jamieson's liquid wax, gal. ...	2 75
Gold Medal	0 42
Edwards, lb.	0 46
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls. $2 50	

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls. $3 00	
WOOD ALCOHOL	Per gal
In five gallons	2 20
In barrels	2 15

$4 extra for barrels.
F.o.b. Montreal, Toronto, London

CANADIAN ASBESTOS COMPANY

MONTREAL **TORONTO**

We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada.

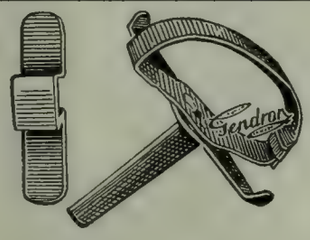
Asbestos Paper and Millboard **Asbestos Pipe Covering**

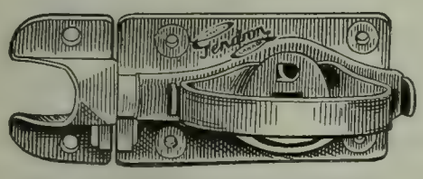
Asbestos Cements **Blackote Rubber Roofing**

Cotton Waste and Oakum

Sole Canadian Agents:

PEERLESS RUBBER MFG. CO.—Rainbow Packing, etc.
JOSEPH DIXON CRUCIBLE CO.—Crucibles, Graphite-Paint and Plumbago, etc.
EHRET MAGNESIA MFG. CO.—85% Magnesia Products.
ASBESTOS PROTECTED METAL CO.—Corrugated Siding and Roofing.





A Barn Door Latch

That Customers Hunt For

Strong, durable, neat and convenient. It is easily put on any door. Has two handles to open or close from either side. Catches will hold door or gate open or closed. Enamelled finish with turned bolt. Guaranteed. A rapid, profitable seller.

We also make velocipedes, express wagons, children's autos, toy carts and barrows, bathroom fittings and hardware. Write for prices and information on any of our lines.

The Gendron Manufacturing Company, Limited
Duchess and Ontario Streets, Toronto, Ontario

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $3.25; C.B. Caps, $4.10; 2 2Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regale Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Double Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $11.25 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 10-10% off list.

Standard, 10% off list. Extra net list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch. 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%, plough bolts, 25%; stove bolts, 50%; shaft bolts, 20%; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $12.25. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, 7½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 50
Lookout	1 00
Sleepmeter	2 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 74c lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60-10%
Class B and C, off new list	20%
Bushings	20%
Unions	40%
Nipples 4" and under	55%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS WINDOW

	Single	Double
Up to 25 in.	....	....
26 to 40	....	....
41 to 50	....	....
51 to 60	....	....
61 to 70	....	....

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz
Short Pattern	$1 15
Cold Blast, regular	1 15

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4 $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherwenght, $9.95.

IRON, GALVANIZED

Apollo and "Fleur Premier de Lis"

10¾ oz. or 28 Eng.	$9 40
28 Am. or 26 Eng.	9 00
26 Am. or 26 Eng	8 70
24	8 55
22	8 55
18 and 20	8 40
16	8 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 25
Mrs. Pott's No. 50, set	2 35

Mrs. Pott's common and iron handles, $1.45 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

20% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	18 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 05
3	2 90
4	4 30
Barn Door	
5	2 65
8	2 65
9	4 50

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.85; cutter, $13.85.

MOPS

	Doz.
O-Cedar Polish, No. 1	$12 00
O-Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	....
Star	7 50	8 00

NAILS

Wire f.o.b. Fort William, $5.00 base; Winnipeg, $5.50 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in. $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 46c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

POLISH

O-Cedar—

	Doz.
4 oz.	$ 2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$ 2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

Bon Ton—

¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
Gal.	15 00
½ gal.	9 90



Stephen House Paint Especially Adapted for Service in Canada's Extreme Climate

How much do jobs, on which poor paint is used, really cost? How many customers do you lose through selling certain brands of paints and varnishes on which profits are greater, but on which you have your doubts as to quality wear, etc.?

Think it over.

If you are not satisfied with your paint for this season, if you feel that your increase will not be as great as you deserve, get in touch with us at once.

We have a special proposition to make you.

THE G. F. STEPHENS CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG AND CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 833	1071
inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 70
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER, Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $8.75; full polished, $9.00; 18 x 24, half polished, $8.75; full polished, $9.00; 20 x 28, half polished, $8.75; full polished, $9.00.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c; No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 7, 55c; No. 8, 56c; No. 10, 60c; No. 12, 65c.

ROPE

Sisal, 26c base; pure Manila, 34c base; British Manila, 29¼c base; lath yarn, 26c base; African hemp, 29¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER

Star—	Quire.	Ream.
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—

00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%, flat head, brass, 35%; coach, 45%. Set Screws, 40%.

SCYTHES—

	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $15.95; D.H. Sqr. Pt., $15.95; L.H. Rd. Pt., $15.95; L.H., Sqr. Pt., $15.95; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 5, $20.25; No. 6, $20.50; No. 8, $21.00.

SOLDER. Per pound, 37 to 38c.

SPIKES, BOAT

Pressed, ¼ in., $8.00; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$22 50
20 x 28 I.X. box	26 00
20 x 38 I.C. box	27 00
20 x 38 I.X. box	31 90
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—

	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE
See weekly report.

TWINE (WRAPPING) Lb.

Cotton, 3-ply, cones	$0 66
Cotton, 3-ply, balls	0 69
Cotton, 4-ply, cones	0 70
Cotton, 4-ply, balls	0 73

VARNISHES—

Stephens' Luminette, gal.	$3 50
Stephens' Exalite, gal.	4 25

WARES, ETC.—

Scotch Grey, 40% discount.

Colonial, Imperial, Pearl, 20-7½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40-10% discount.

Stamped Ware, retinned, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Lith Galvanized Pails and Tubs, list, plus 20%.

Heavy Galvanized Pails and Tubs, plus 80%.

Jap. Coal Hods, list, plus 35%.

Galvanized Coal Hods, list, plus 50%.

WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

WHITE LEAD

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB

Lyman, 4-point, $5.00 Winnipeg; Glidden Cattle, 2-pt., $4.80 Winnipeg; Baker, 2-pt., $4.70 Winnipeg; plain twist, cwt., Winnipeg, $7.05 100 lbs.; plain galvanized, Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.75 Winnipeg; $6.25 Fort William

Brass snare wire, per lb., 80c.

WIRE, ANNEALED

No. 9, $5.50; 10, $5.56; 12, $5.70; 14, $5.90; 15, $6.05; 16, $6.20 per 100 lbs.

WRENCHES (NUT)

Agricultural—	Doz.
6 inch.	$6 70
8 inch.	8 00
10 inch.	9 40
12 inch.	12 00
15 inch.	16 80
Perfect Handle—	
6 inch.	12 00
8 inch.	14 40
10 inch.	16 80
12 inch.	21 60
15 inch.	28 80
18 inch.	38 40

WRENCHES (PIPE)

Stillson—	Each
6 inch.	$1 00
8 inch.	1 15
10 inch.	1 25
14 inch.	1 75
18 inch.	2 50
24 inch.	3 65
36 inch.	6 75
Trimo—	
10 inch.	$1 60
14 in.	2 10
18 inch.	3 00
24 inch.	4 35

Always Ready—	Dozen. Black.	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Eze, $62.55 per dozen, Reliance,

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

HEXAGON BARS		MACHINE STEEL	
BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

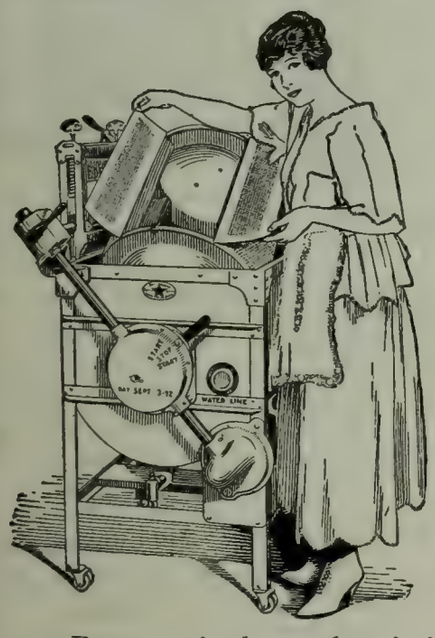
A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED



THE BIG MARKET

—*IS AT HAND*—

In the big demand for Labor Saving appliances that has been developed by the education of the housewife to a realization of the fact that she need not be a household drudge —

THE EDEN DOMINATES ITS MARKET

Because its construction is time tested.
Because it has twenty-five inimitable and exclusive features.
Because it is nationally advertised.
Because it is sold on a Golden Rule Policy.

Because it does what it is built to do—it washes clothes and washes them to snow whites, quickly, easily and economically.

THEREFORE:—YOU SHOULD SELL THE EDEN and reap the harvest of prosperity that is in sight.

GREAT WEST ELECTRIC COMPANY, LTD.

CANADIAN DISTRIBUTORS

WINNIPEG MANITOBA

Distributors of LACO TUNGSTEN and NITRO LAMPS

THE BUYERS' GUIDE

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Norman MacDonald & Co., Toronto, Ont.
Plewes, Ltd., Winnipeg, Man.

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Caverhill, Learmont & Co., Montreal.
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Arbors
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Leeks and Potts, Limited, Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Crown Cycle & Motor Co., Montreal.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
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Motor Products, Ltd., Winnipeg, Man.
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North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
The Bunyan Mfg. Co., Cleveland, Ohio.
The Burrowes Mfg. Co., Toronto.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chapman Ball Bearing Co., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durkee-Atwood Co., Toronto, Ont.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The J. H. Hanson Co., Ltd., Montreal, Que.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Will. R. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Perfection Sanitary Brush Co., Toronto.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irvington, N.J.
The Steel Trough & Machine Co., Ltd,, Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Automatic Screw Machine Products
Caron Bros., Montreal, Que.

Automobile Hoods (Ford)
The Burrowes Mfg. Co., Toronto.

Automobile Parts
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Automobile Signals
The Bunyan Mfg. Co., Cleveland, Ohio.

Automobile Specialties
Evans & Co., Ltd., Montreal, Que.

Awnings
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Ont.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Boats
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg.
The Steel Co. of Canada, Ltd., Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

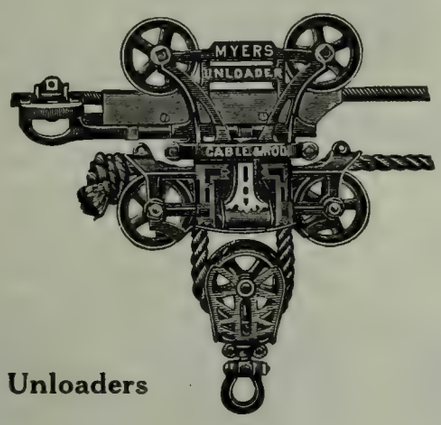
Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Smith & Hemenway Co., Irvington, N.J.

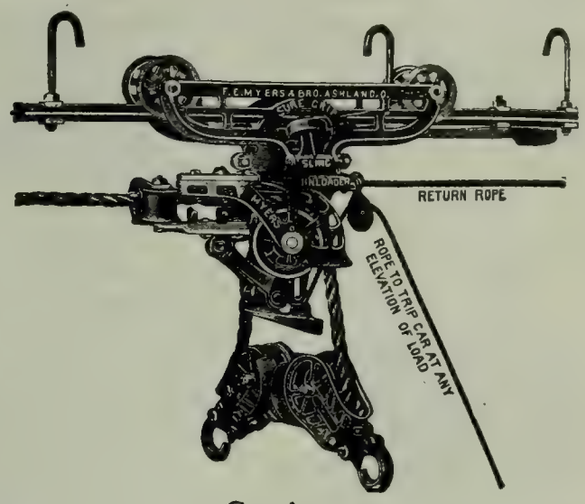
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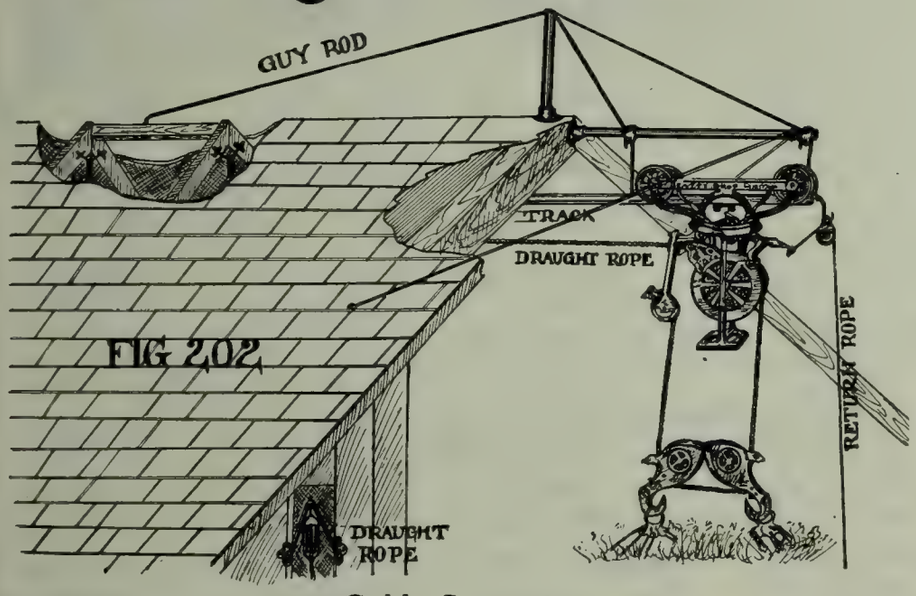
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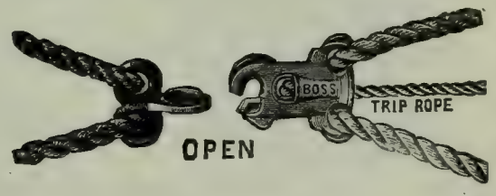
Unloaders



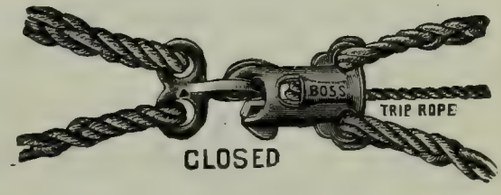
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Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co,, Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Brushes, Shaving, Manufacturers
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
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Firelight Supplies, Manchester, Eng.
Perfection Sanitary Brush Co., Toronto, Ont.
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Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mig. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog.

Halter. Cow. Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement. Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement. Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Centre Keys or Drifts
Whitman & Barnes Mfg. Co., St. Catharines.

Chains. Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal. Que.
Canadian Veneering Co., Acton Vale. Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Choppers. Ice
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns. Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co. Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Climbers
Smith & Hemenway Co., Inc., Irvington, N.J.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
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Williams & Co., J. H., Brooklyn, N.Y.

Containers
Containers Limited, 350 Sorauren Ave., Toronto.
A. R. Whittall Can Co., Ltd., Montreal, Que.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Coopers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counter-sinks
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Couplers. Belt
Strong Machinery & Supply Co., New York, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Creepers. Ice
Churchill Mfg. Co., Inc., Lowell. Mass.

Creasers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

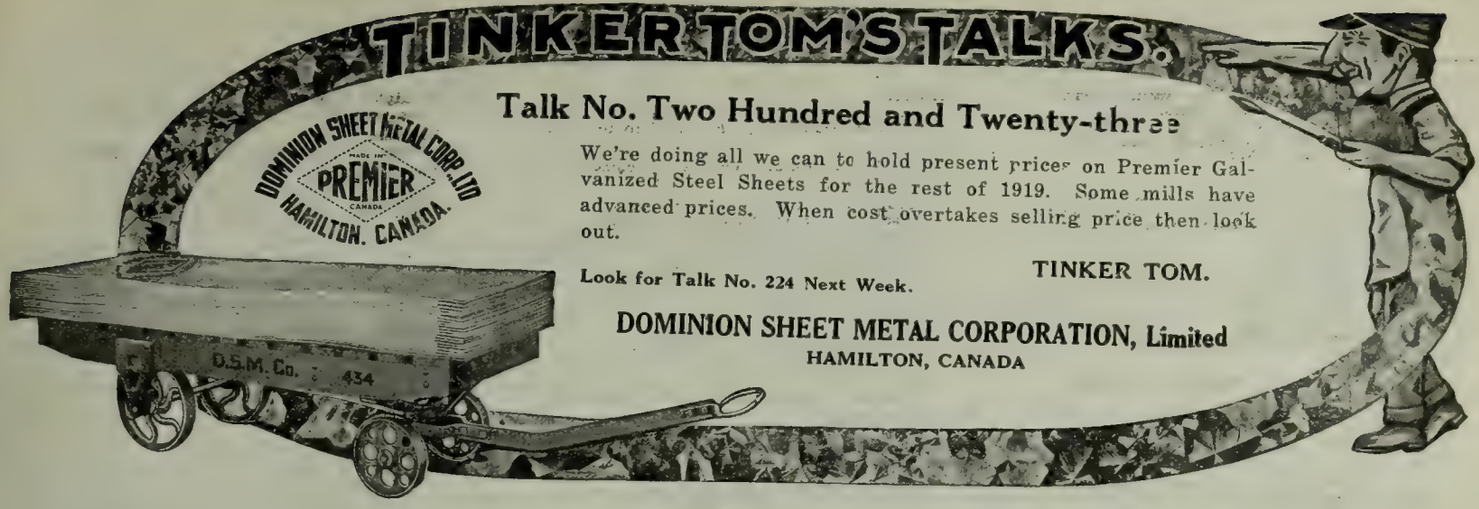
Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
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Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Economy Foundry Co., Portage la Prairie.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Drain Pipe Cleaners
Herbert Terry & Sons, Redditch, Eng.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Pemberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
The Barton Netting Co., Ltd., Windsor, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.
The Northern Electric Co., Ltd., Montreal, Que.

Electro Plate Ware
W. J. Anthony & Sons, Ltd., Birmingham, Eng.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers Ltd., Montreal, P.Q.
James Hutton & Co., Montreal, Que.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Common Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co Montreal.

Fanlight Openers
Jas Cartland & Sons, Ltd., Birmingham, Eng.

Farriers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stamford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Chas. Lindsay, Ltd., Glasgow, Scotland.
Stover Mfg. & Engine Co., Freeport, Ill.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.

Flatters
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Flatware
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Oneida Community, Ltd., Oneida, N.Y.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

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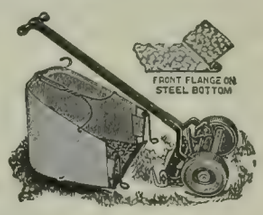
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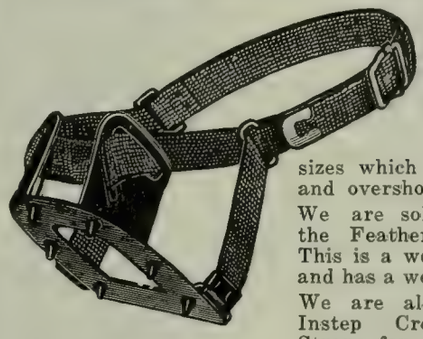
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Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

Fullers
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Thos. Davidson Mfg. Co., Ltd., Montreal.
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The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
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Enterprise Foundry Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
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Walter Woods & Co., Hamilton.

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Buffalo Specialty Co., Buffalo, N.Y.
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Imperial Oil Co., Ltd., Toronto.
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Sherwin-Williams Co., Montreal.
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Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont.

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seeders and Hoes
The Bateman-Wilkinson Co., Ltd., Toronto.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garden Tools
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Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

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Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

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Galvanizing
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The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

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Jas. Morrison Brass Mfg. Co., Toronto.

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Prairie City Oil Co., Winnipeg.

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Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

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The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

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Hobbs Mfg. Co., Montreal, Que.
Leeks & Potts, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
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Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
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G. F. Stephens Co, Winnipeg.

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W. Harris & Co., Toronto.

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Smith & Hemenway Co., Inc., Irvington, N.J.

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Glass Benders
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Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

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Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

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Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

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Cleveland Stone Co., Cleveland, Ohio.
Norman MacDonald, Toronto, Ont.

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Gum, Repair
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Caverhill, Learmont & Co., Montreal.
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Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

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Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
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Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
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Fry's (London), Limited, London, Eng.
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Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.

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Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammers, Box Openers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Economy Foundry Co., Ltd., Portage la Prairie.
National Mfg. Co., Sterling, Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. of Canada, Galt.

Hardies
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
North American Hardware Co., Ltd., Montreal
Smith & Hemenway Co., Inc., Irvington, N.J.
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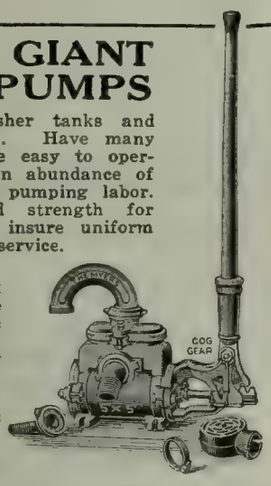
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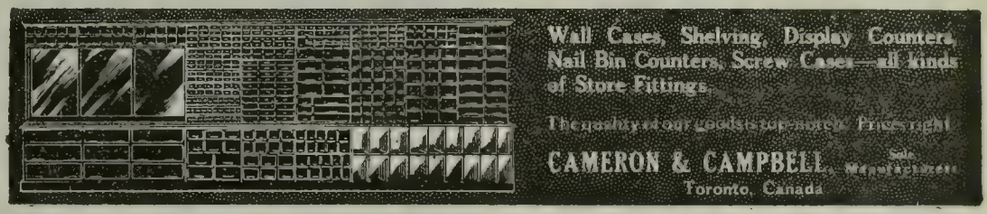
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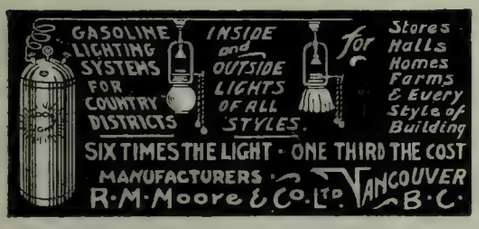
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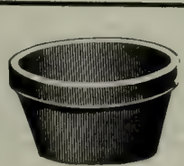
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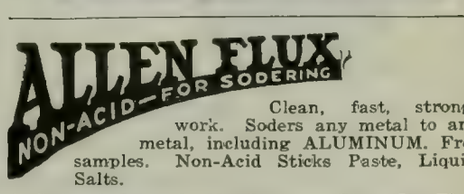
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Scythes & Co., Ltd., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Tronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Wire, Hay
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
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The Graham Nail Works, Toronto.

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C. H. Johnson & Sons, Montreal, Que.

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Bemis & Call Hardware and Tool Co., Springfield, Mass.
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Goodell-Pratt Co., Greenfield, Mass.
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Will B. Lane, Chicago, Ill
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Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

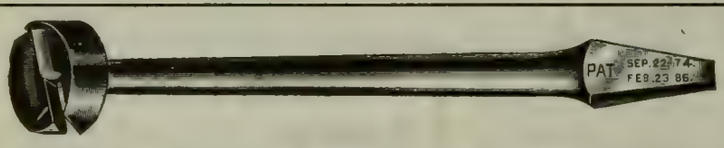
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Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

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Canada Metal Co., Ltd., Toronto.
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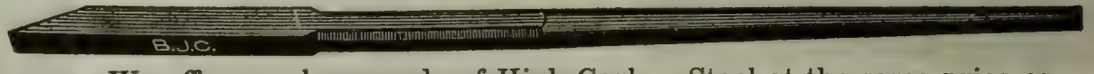
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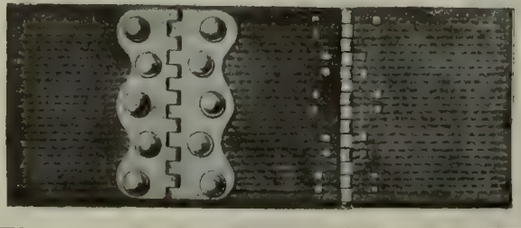
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We were optimistic for good business this year but trade has exceeded our expectations. Our many customers are participating in this good business by carrying our lines for immediate delivery. The season is on. Sort up your stock to be ready. Catalogue on request.

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The Want Ad Page

Will put you in touch with the best retail hardware salesmen in Canada. If you need a good man, advertise in HARDWARE AND METAL. Cost 2c word first insertion; 1 cent a word for subsequent insertions.

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WANTED — POSITION AS HARDWARE clerk. Five years' experience. Good reference. State salary. Box 402, Hardware and Metal.

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EXPERIENCED HARDWARE MAN WISHES to obtain position in the North-West with progressive hardware firm, capable of taking charge any department; knowledge also of plumbing supply line. Box 436, Hardware and Metal, 128 Bleury St., Montreal.

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ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

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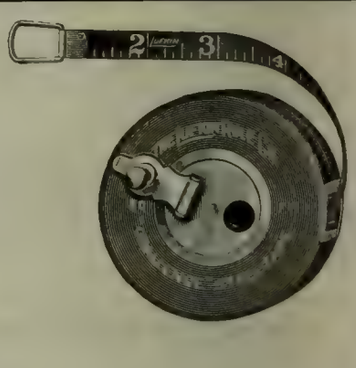
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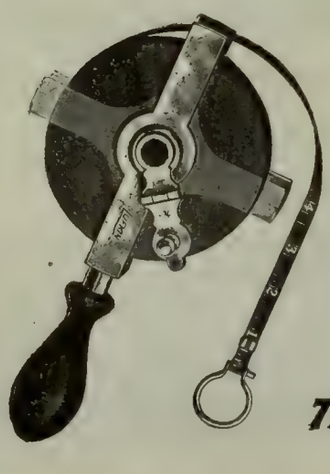
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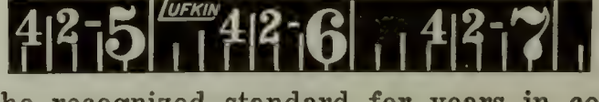
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McKINNON RADIATORS

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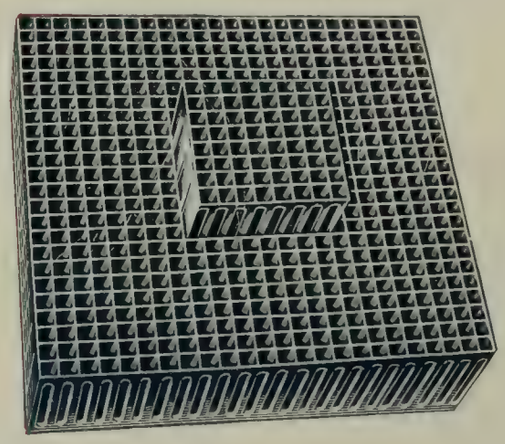
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The McKinnon Radiator solves this big waste problem—Its core is made up of individual cells, which can be fitted into any radiator frame work—

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McKINNON INDUSTRIES LIMITED

ST. CATHARINES ONTARIO, CANADA

HARDWARE AND METAL

Vol. XXXI
No. 36

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

SEPT. 6
1919

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With the co-operation of the merchants and because of the ever-increasing demand of the satisfied consumer, we have been called upon to frequently increase our factory output.

Space does not permit of the enumeration of all the excellent qualities of O-Cedar Products. The above facts, however, will enable a merchant to judge for himself the merits of these products.



O-Cedar Polish

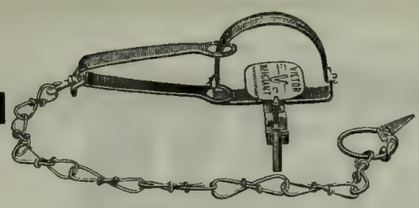
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Channell Chemical Company, Ltd.

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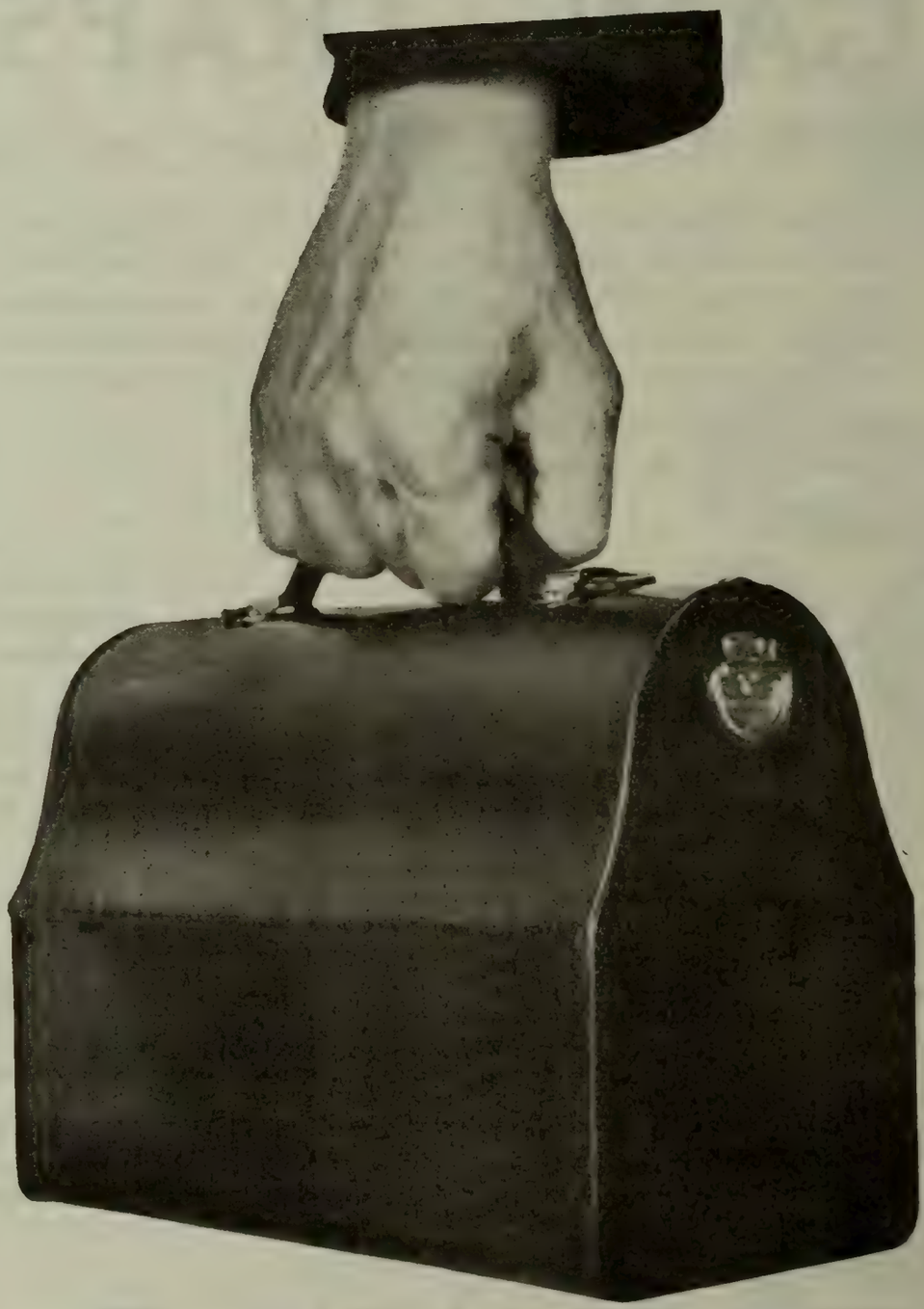
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Canadian Representatives: A. Macfarlane & Company, Ltd., Montreal.

DISSTON DISSTON

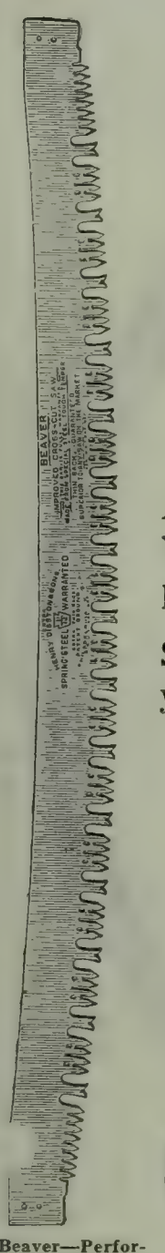
DISSTON

CROSS-CUT SAWS

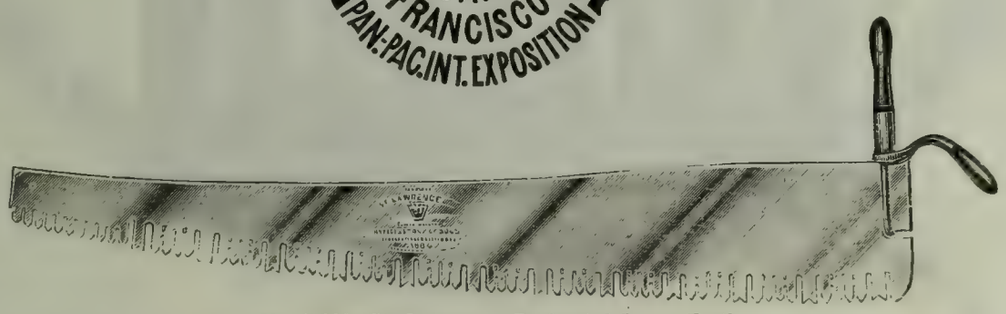
A great many Disston Cross-Cut Saws will be sold this Fall—**Your customers** will ask for **"Disston" Saws** and you should be in position to satisfy this demand and reap the resultant profit.

Send us your order NOW for these Saws—have them ready when your customers ask for them.

HIGHEST AWARD SAWS TOOLS FILES DISSTON SAN FRANCISCO PAN-PAC.INT.EXPOSITION



Beaver—Perforated Lance Tooth.



No. DOM—St. Lawrence—Perforated Lance Tooth.



No. DNT—Disston Trimph—Lance Tooth.

Extra Refined Crucible Spring Steel; Toughened and Highly Tempered. Ground Thin on Back; Stiff Ends; Four Gauges Thinner at Centre of Back than along Tooth Edge. Will not Bind in the Kerf. Slanting Gullets Discharge the Sawdust Perfectly, Leaving a Clean Path to Cut on. No Sawdust left in cut to Pulverize and retard Sawing.

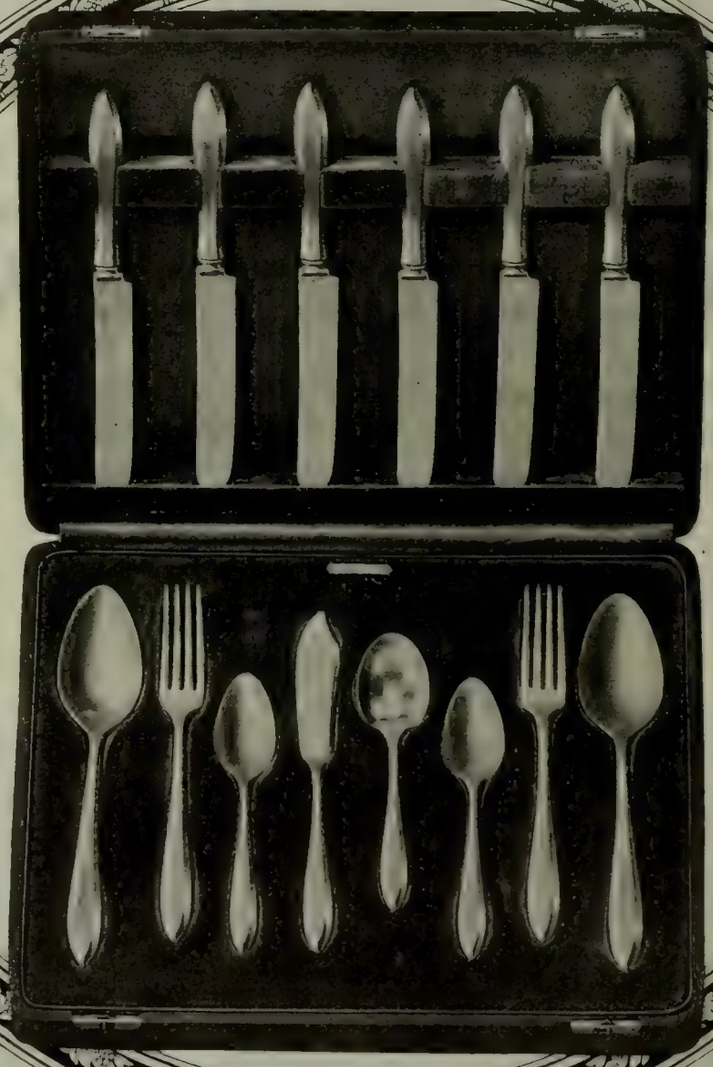
Headquarters

DISSTON **LEWIS BROS., LIMITED** DISSTON

MONTREAL

COMMUNITY PLATE

De Luxe Gift Sets



COMMUNITY PLATE OF COURSE—It's the Vogue in Plated Ware

A COMMUNITY GIFT CHEST makes a stunning window feature. It is an ideal article for your Gift Trade, and is especially appropriate during the Fall, when one naturally thinks of gifts—both for the bride and for Christmas.

FEATURE THESE ITEMS

26 Piece Leatherette Chest
48 Piece Mahogany Chest

Carving Sets
Salad Forks (Ind.)
Cold Meat Fork

Berry Spoons
Gravy Ladle
Salad Serving (Cream) Ladle

ONEIDA COMMUNITY, LIMITED NIAGARA FALLS, ONT.



First Choice

With Garage Owners



The 805 and 806 Garage Door Sets are opened and closed with ease. One door opens independently, permitting ready entrance at all times without opening the whole set of doors. This pleasing door set saves space and time in opening. It slides and folds along the wall out of the way.

Set No. 805 includes — No. 29 Latch; 1 only Swivel Hanger; 6-foot Braced Rail; 4½ pair 4x4 inch jap. No. 505 T.P. Butts; 1 only No. 830 Foot Bolt; 1 only No. 5 Pull; 1 only 4½-inch No. 30 Safety Hasp. No. 806 is the same except that the Latch is No. 27. All bolts and screws packed in the "Unusual National Way," japan finished. Catalogue and prices for a postcard.

And a Bright Future for Sales

The well known fact that most automobile factories are unable to produce cars fast enough to supply the demand is a promising indication of the field for future business.

The host of purchasers are chiefly owners of garages; this handsome door set wins them on sight.

National Mfg. Co., Sterling, Ill.

The Great West Trolley Door Hanger



A hanger built for service and especially recommended for use on heavy doors.

The axles pass through seamless tubes and turn on steel roller bearings, making it anti-friction and very easy running.

A leading feature of the "Great West" is the vertical and lateral adjustments, allowing the door to be raised or lowered, or the space between the door and building increased or decreased as desired.

The track is made of heavy steel and double grooved attached to the building with heavy corrugated brackets.

We will gladly look after your door-hanger prospects. Write us.

Canada Steel Goods Company, Limited

HAMILTON, ONTARIO

Beaver A



Davidson Construction

Makes Selling Points

The construction of "Davidson's" Beaver Heaters are on the famous "Quebec Heater" principle, with or without grates, as desired.

Our "Beavers" are specially made with heavy steerbodies, which being lined with fire brick gives them the right appearance and durability that satisfies the customer.

Davidson "Trade Helps"

Made in sizes 2, 3, 4, 5 and 6, plain or nickel-plated. Can fill orders on short notice.

The Davidson Mfg. Co.

Limited

Toronto Montreal Winnipeg

Beaver D





Samson Axes

ALL the skill gained in the years of axe-making; all the details worked out to make your axe a tool of perfect balance and shape; all the painstaking care to make it a tool of unexcelled quality: these and more are at your service, if you see that the name "SAMSON" is on the axe you buy.

GUARANTEED

H. S. HOWLAND, SONS & CO. LIMITED

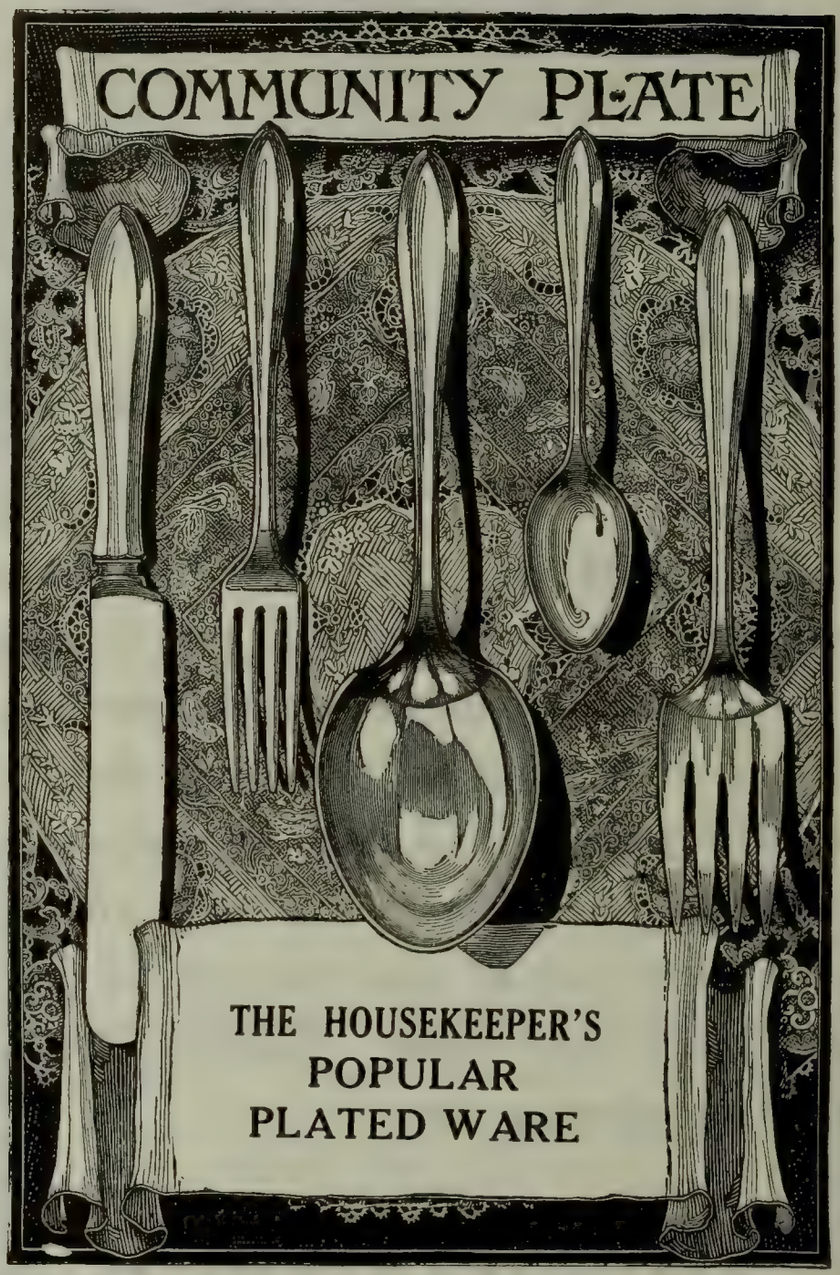
WHOLESALE HARDWARE

TORONTO

HIGH-GRADE STORES SELL

Easily Sold.

Demand For Community Silver Plated Ware is Created by Known High Quality And National Advertising



Beautiful Designs.

Enduring Wearing Qualities Made Possible by Heavy Plating and Overlay of Pure Silver on Wearing Parts

ORDER NOW FOR FALL WEDDINGS AND CHRISTMAS

SOLD WHOLESALE BY

CAVERHILL, LEARMONT & CO.

MONTREAL

BY-PRODUCT COKE
SULPHATE of AMMONIA

"HAMILTON" PIG IRON

Basic Malleable Foundry

STEEL & IRON BARS
OPEN HEARTH STEEL SHEETS

FORGINGS

Car Axles
Shape and Drop Forgings
Carriage and Automobile Hardware

POLE LINE HARDWARE

(Black and Galvanized)

Pole Steps
Cross Arm Braces
Guy Clamps
Guy Rods

SCREWS

Steel, Brass and Bronze Wood and Machine Screws

NAILS, SPIKES & RIVETS

Wire
Cut
Boat and Horse Shoe Nails
Railway
Pressed and Drift Spikes
Tacks
Shoe Nails
Steel and Copper Rivets
Burrs

Purchase the Products of Canadian Mills

TO uphold the Glory we have jointly earned—to honor our noble dead—to comfort the wounded, and extend to the men returned the hand of prosperous welcome, we must cast aside all forebodings and face the future with unbounded courage and confidence and, without a shadow of doubt, declare to the World that this Nation, which was so quickly and successfully transformed to a War basis, can be depended upon to revert to Peace conditions with equal success. The buyer and seller must recognize their duty to the Nation and co-operate fully to the end that all products that can be produced in Canada by Canadian workmen shall not be purchased elsewhere.

OUR Duty is plain; Canada with Canadian labor and capital can produce, manufacture and distribute products sufficient to keep the wheels of industry turning to the limit. The song of Prosperity and Happiness should ring out all over the land. Let us sincerely pledge to the extent of our needs, to purchase materials produced in Canada by Canadian Workmen, and the result of our efforts will return to us the Blessings of a Prosperous and Happy Nation.

THE
STEEL COMPANY OF CANADA
LIMITED

HAMILTON MONTREAL

RAILROAD TRACK MATERIAL

Angle Bars
Track Bolts
Tie Plates
Tie Rods
Spikes

WROUGHT PIPE

Black Pipe
Galvanized Pipe
Nipples
Couplings

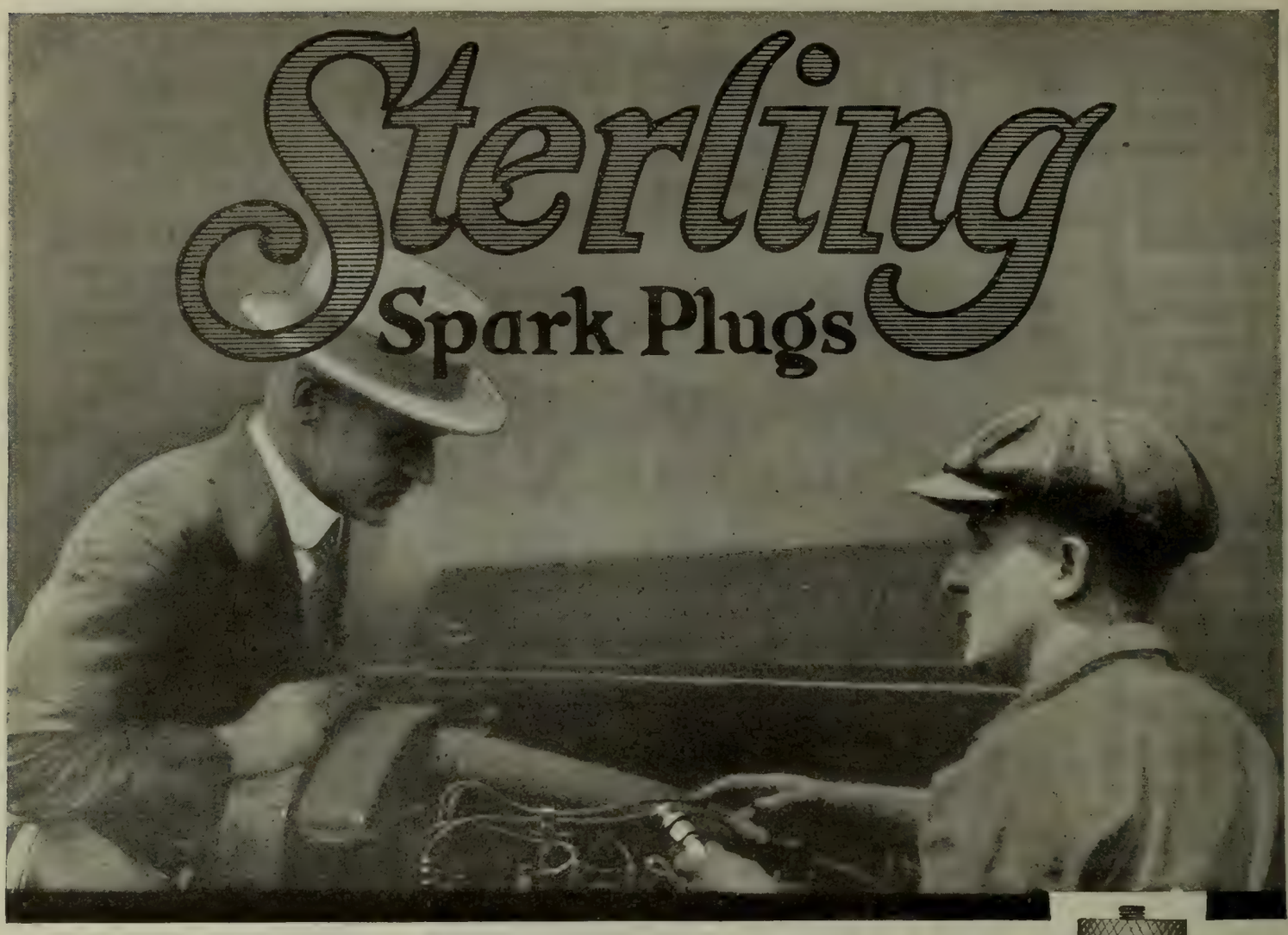
LEAD PRODUCTS

Lead Pipe
White Lead
Shot
Putty

WIRE

Steel & Brass
Copper & Bronze
Heavy and Fine
Bright Annealed
Coppered
Galvanized and Tinned
Stranded
Steel and Copper Cable
Clothes Line
Staples
Barb Wire
Woven Wire
Fencing
Fence Gates

Bars
Blooms
Billets
Wire
Wire Rods
Sheets
Horse Shoes
Angles
Channels
Plow Beams



"Why I Sell Sterling Plugs"

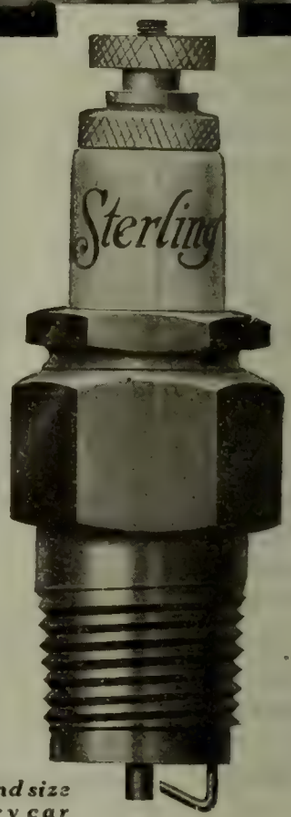
"I sell Sterling Spark Plugs for the same reason that I use them in my own car.

"I know from my own experience as well as that of my customers, that Sterling Plugs give the kind of service that makes customers stick. Once in a car, you need never think of them except to occasionally wipe off the carbon—and that is a matter of only a few minutes. Anyone can clean a Sterling by merely unscrewing its bushing.

"Note the size and quality of Sterling electrodes. They are heat proof and shock proof. Practically no amount of firing will cause them to burn or bend from their original positions. The center electrode is made from high grade nickel alloy Monel metal, the most expensive material of its kind on the market.

"Sterling electrodes have a strength not found in ordinary spark plugs. They are built to last—to give an even, steady spark at all speeds and in any motor. Just look at the size of Sterling electrodes, then compare them with others."

Sterling Spark Plugs are sold by progressive garages and supply dealers everywhere.



A style and size for every car

THE LOCKWOOD-ASH MOTOR COMPANY
MAIN STREET JACKSON, MICHIGAN

DOMINION BATTERY CO., LIMITED, 736 Dundas Street East, TORONTO

62

SEPARABLE  CLEANABLE

"Where there's a WILT — there's the Way"



A Quality Mark

The name of **WILT** stands for the best in **cutting tools.**

To the mechanic it's the **welcome sign** of **great efficiency** and **unusual service**—to the dealer, it's the substance of merchandising **profits** and customers' **good-will.**

Not only do we endeavour to maintain the **highest possible standard** both in **material** and **workmanship,** but we educate the user up to the point of getting the best out of our **Drills, Reamers and Milling Cutters,** and demonstrate to the Retailer the certain profits for him.

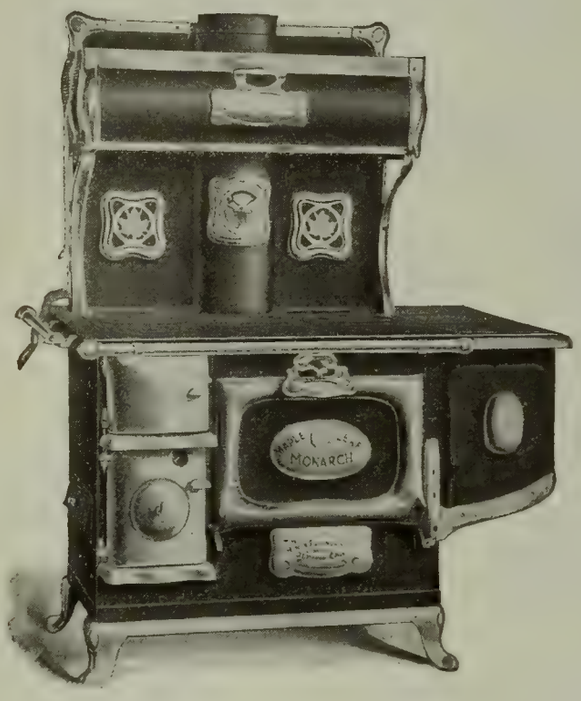
It's a service you can't afford to ignore.

Wilt Twist Drill Co., of Canada, Limited
WALKERVILLE, Ont.
London Office, Wilt Twist Drill Agency
Moorgate Hall, Finsbury Pavement, London E.C; 2, England

WILT

HIGH SPEED AND CARBON TWIST DRILLS

Increase Your Sales By Handling The Maple Leaf Line



The Maple Leaf Monarch

With reservoir and plain warming closet. Tubular towel rod.

Made also without reservoir.

Warming closets more ornamental may be supplied.

Sliding direct draft damper gives perfect baking control.

Details of Construction

Heavy polished steel body. Key plate top, front section elevates. Specially large firebox. Perpendicular walls. Three-section fireback and three-section firefront. Heavy duplex grates for coal or flat grates for wood. Deep extension end. Modern flue construction.

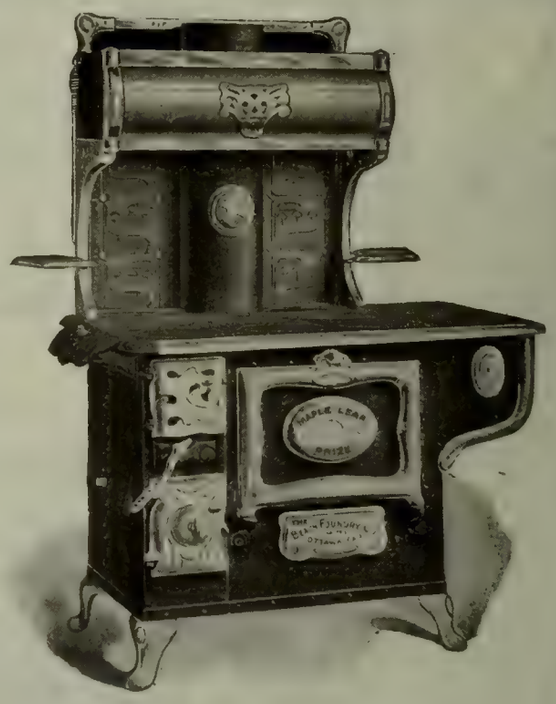
The Maple Leaf Prize

With reservoir, tile and nickel roller warming closet. Made also without reservoir.

Closets more and less ornamental may be supplied. Thousands giving satisfaction in city and country homes.

Special Features

Sliding direct draft damper. Duplex grates for coal. Special wood fittings with deep extension end. Scientific flue construction. Key plate top. Thermometer in oven door when required.



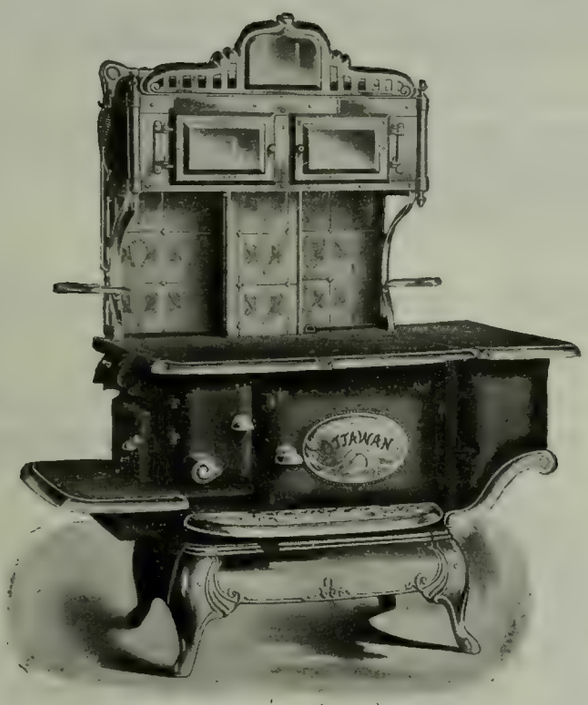
Manufactured by

The Beach Foundry Company, Limited

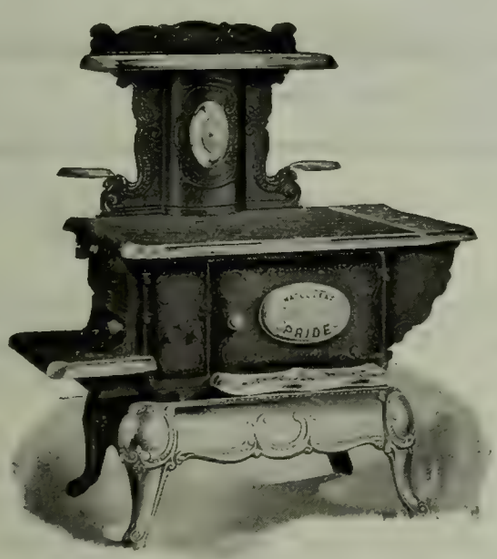
OTTAWA, CANADA

Western Distributors : THE CANADIAN SUPPLY COMPANY, LIMITED, SASKATOON, SASK.

Increase Your Sales By Handling The Maple Leaf Line



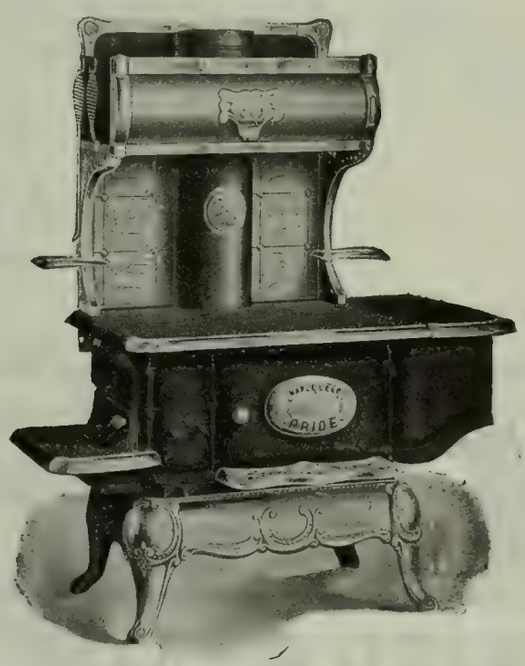
THE MAPLE LEAF "OTTAWAN"
With Reservoir and Parisian Warming Closet



THE MAPLE LEAF "PRIDE"
Square with High Shelf

A Heavy Purpose Cast Metal Range

Excellent baking oven. Made in two sizes: 18 in. x 18 in. x 12½ in. and 20 in. x 20 in. x 12½ in. Interchangeable sliding grates: Duplex for coal. Flat for wood. Cast nickel, removable for cleaning.



THE MAPLE LEAF "PRIDE"
With Reservoir

For moderate use in city and country, our Pride Ranges give excellent service. Made in two sizes. Ovens 16 in. x 16 in. x 10 in. and 18 in. x 18 in. x 10 in. Special price when furnished all black. Choice of 8 in. or 9 in. lids in larger size. Order a sample. The Pride will please your customers.

Manufactured by

The Beach Foundry Company, Limited
OTTAWA, CANADA

Western Distributors : THE CANADIAN SUPPLY COMPANY, LIMITED, SASKATOON, SASK.

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

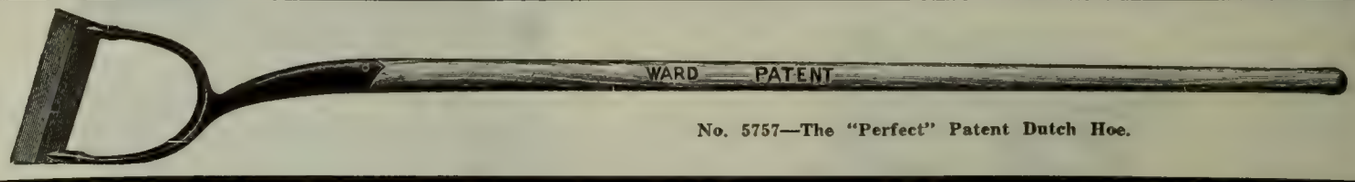
Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**



No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE W P SHEFFIELD

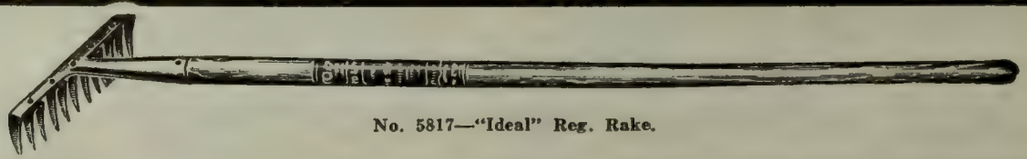
These garden tools are now off the list of "restricted exports" and we are thus able to supply and ship them in any quantities. The Ward & Payne line embraces a varied line of high quality fast selling garden tools. Write our nearest Canadian Agent if your jobber cannot supply you.

The Unbreakable "Perfect" Dutch Hoe. This is the only genuine Solid Dutch Hoe on the market. It is not welded, but from tip of blade to end of shank is one solid piece of steel. No more broken sockets or shanks as with a welded tool. Your customer will be perfectly satisfied.

The "Ideal" Rake for any Soil. This is a strong, practically unbreakable tool that will work in either light or heavy soils. Its specially-shaped teeth prevent clogging and break the soil up with less labor. It is a popular seller.

CANADIAN AGENTS:

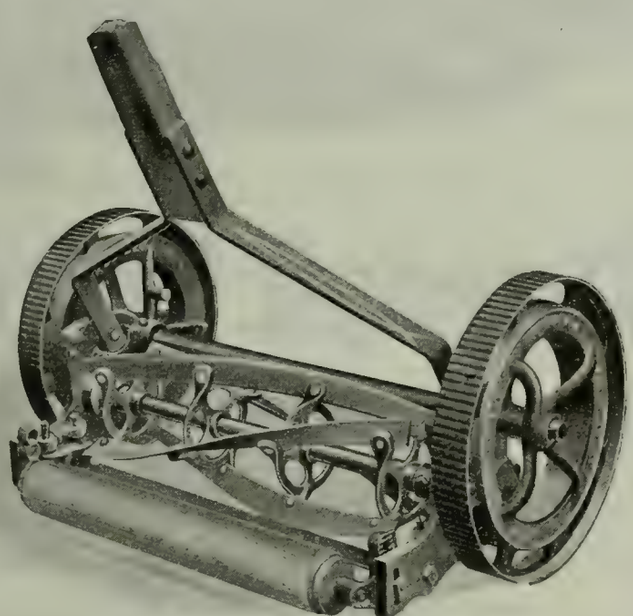
Sherman F. Ainslie, 62 Temperance St., Toronto. Anthony Ferguson, Ltd., 1150 Hamilton St., Vancouver, B.C. Alexander Gibb, 3 St. Nicholas St., Montreal.



No. 5817—"Ideal" Reg. Rake.

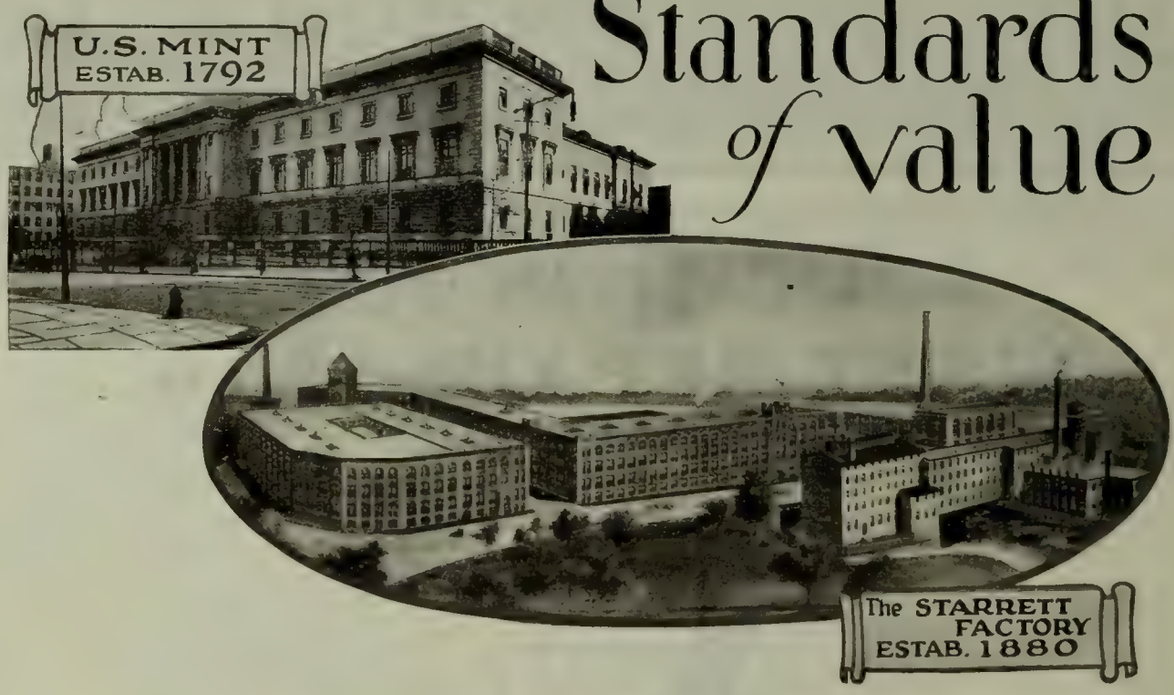
CANADA
FOUNDRIES & FORGINGS
LIMITED

BOUGHT IN 1899
FIRST REPAIR 1919
(One Actual Performance)



BROCKVILLE LAWN MOWERS
SLOW TO AGE, INDIFFERENT TO YEARS
A SUGGESTION TO YOU FOR
1920

PRODUCED AT
JAMES SMART PLANT
BROCKVILLE ∴ CANADA



Standards of value

Starrett Tools

Represent a standard of value just as truly as the U.S. Gold Dollar. In 1880, L. S. Starrett established what is to-day the largest factory in the world devoted exclusively to the manufacture of precision tools and in all the 39 years every tool has conformed to the most rigid requirements of accuracy, utility and quality.

In the Starrett line to-day, there are 2,100 different kinds and sizes of tools—each the best in its class that mechanical skill can make. A copy of Catalog No. 21 "MA" will be sent free upon request.

THE L. S. STARRETT COMPANY

The World's Greatest Tool Makers

Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

42-962

McClary's Hand Outstretched

Visitors to the Western Fair will find McClary's welcome waiting.

Now that war-time restrictions have been removed, our Exhibit at the Fair will be more interesting than ever.

You will find our home plant in the heart of the city where it started so humbly seventy-two years ago, and where it has grown until now McClary's are the largest manufacturer of stoves in the British Empire, and our factories cover many city blocks.

Our representatives will be on hand to extend our welcome —our dealers will be meeting to discuss their successes with our many lines.

Consult McClary's when you are in London. We want to hear from you. It is to your advantage to hear from us.

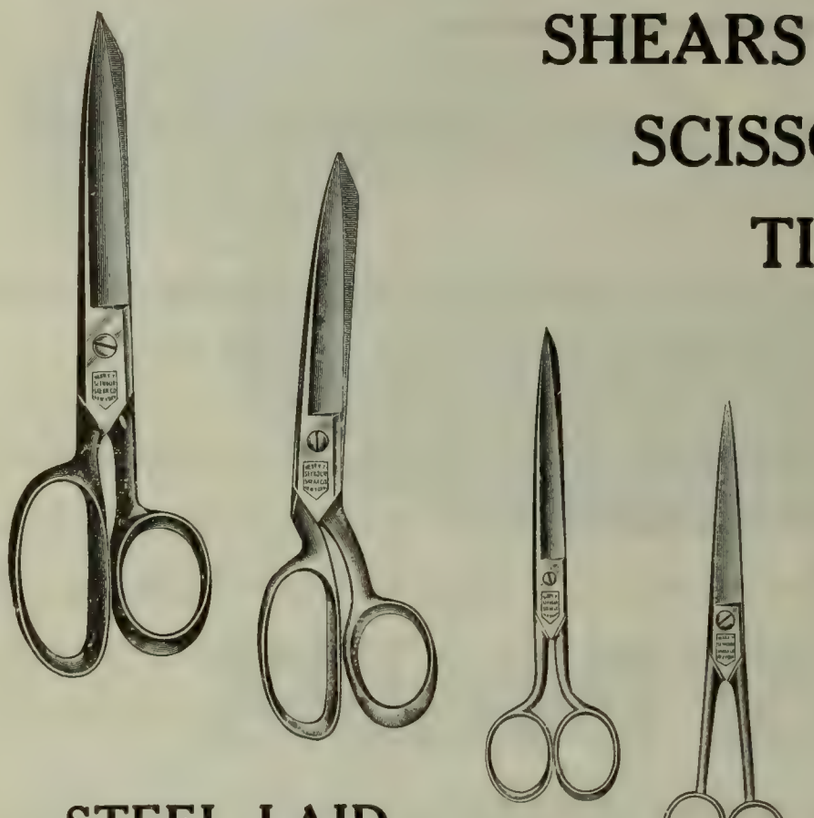
McClary's

"Makers of Good Stoves and Cooking Utensils"

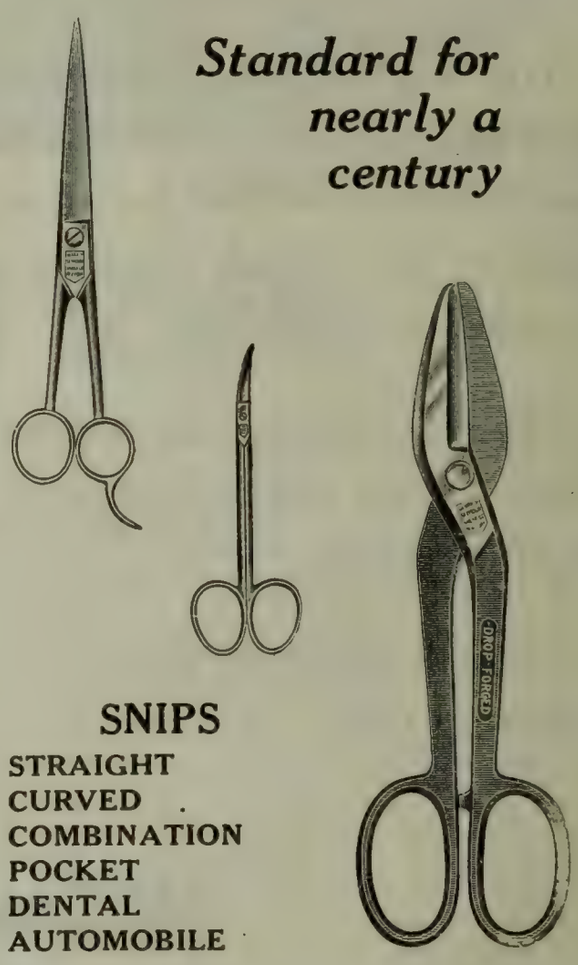
London Toronto Montreal Winnipeg Vancouver
St. John, N. B. Hamilton Calgary
Saskatoon Edmonton

SEYMOUR

SHEARS
SCISSORS
TINNER SNIPS



Standard for nearly a century



STEEL LAID

Special Shear Steel welded on forged frames makes the "SEYMOUR" cutting edge unsurpassed.

SHEARS

STRAIGHT
BENT
BANKER
PAPERHANGERS'
BARBERS'
CANDY
FETLOCK
TAILORS'

SCISSORS

LADIES'
FLAT AND OVAL
POCKET
EMBROIDERY
CUTICLE
NAIL
BUTTONHOLE
ELECTRICIAN

SNIPS

STRAIGHT
CURVED
COMBINATION
POCKET
DENTAL
AUTOMOBILE

FULLY WARRANTED
HENRY T. SEYMOUR SHEAR CO. NEW YORK.

The Leading Wholesalers Will Supply You.
Ask Us to Mail Catalog.

HENRY T. SEYMOUR SHEAR CO.

106-110 Lafayette St., New York City, N.Y.

Canadian Selling Agent:

Jas. Gerard Kerr, 410 St. Nicholas Bldg., Montreal



Let Our Salesman Help You

Every Millers Falls representative can give you window suggestions and other ideas because he knows retailing and what other retailers are doing.

When you buy the Millers Falls line you buy more than just tools. You link your store with a big advertising and selling success. You become the partner of a concern with a policy of sparing no effort to make their line profitable to every dealer who pushes it.

Our selling helps and handbook on "How to Sell Tools" ought to be in the hands of every dealer who sells tools.

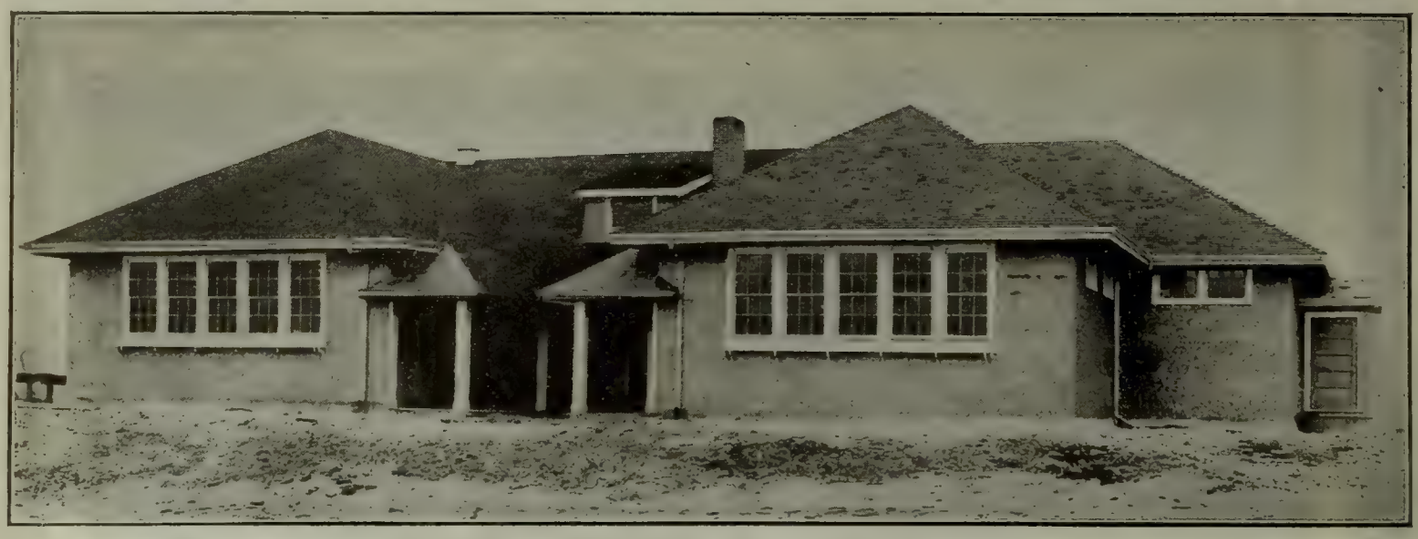


Millers Falls Co.

"Toolmaker to the Master Mechanic"

100 RIVER STREET, MILLERS FALLS, MASS.

MILLERS FALLS TOOLS



In Calgary they are building Schools of

BISHOPRIC

STUCCO BOARD

The illustration shows a four room school erected from plans prepared by the public school board of Calgary.

BISHOPRIC STUCCO BOARD, supplied through W. H. Green, was used on all exterior walls as a foundation for stucco.

This school is practically fireproof—is dry and warm—and was erected at the minimum cost for materials and labor, due to using Bishopric Stucco Board in place of ordinary lumber.

Why don't you handle BISHOPRIC PRODUCTS, and get some of this profitable business? Write us for samples and prices.

BISHOPRIC WALL BOARD CO., Limited - - OTTAWA

HORSE COLLAR PADS

No Lost Time

Because these efficient, comfortable pads save galled, bruised and chafed shoulders. When your customers have these well-made pads the horse is kept "on the job," fit and contented.

TAPATCO Pads are exceptionally strong, durable, and highly absorbent.

These money-savers and money-makers have our Patented Hook Attachment that lengthens their life. Handsome profits. Order through your jobber.



The American Pad & Textile Co.
CHATHAM, ONTARIO



It's Good—

PEERLESS ORNAMENTAL FENCING

Is the last word in fencing, beautifies, protects and enhances the value of your property. It safeguards your children, keeps out marauding dogs, animals and destructive chickens, protects the lawn, shrubs and flowers and prevents trespassing. It wears well, too.

Beautify Your Home with

Peerless Ornamental Fencing. It is built of strong, stiff wire, heavily galvanized and coated with zinc enamel to prevent rust. In style, durability, service and every feature combined to insure absolute satisfaction, the Peerless fencing is true to its name. It will not sag and cannot break down with ordinary use.

Send for Catalog. Shows many beautiful designs of fencing for lawns, parks, schools, churches cemeteries, etc. **Dealers nearly everywhere.**

THE BANWELL-HOXIE WIRE FENCE COMPANY, Ltd.
Winnipeg, Man. Hamilton, Ont.



TRADE MARK
G&B

Gilbert & Barker
Pumps

YOU CAN INCREASE YOUR PROFITS

with a Gilbert & Barker T-235 Quick Return Pump at your curb combined with suitable Underground Storage Tank. This will enable you to sell your present customers their gasoline and it will also attract additional customers.

A T-230-L Outfit will care for their oil needs.

There is a steadily increasing demand for filling stations.

LET US TELL YOU MORE ABOUT IT. JUST SEND FOR BULLETIN 52.

IMPERIAL OIL, LIMITED

Canadian Distributors. ∴ *Branches in all Cities.*

Gilbert & Barker Manufacturing Company

231 Union Street, Springfield, Mass., U.S.A.

American Felt Large Head Roofing Nails

"DOMSTEEL SPECIAL"

Are Made in Canada by

DOMINION IRON & STEEL CO., LIMITED

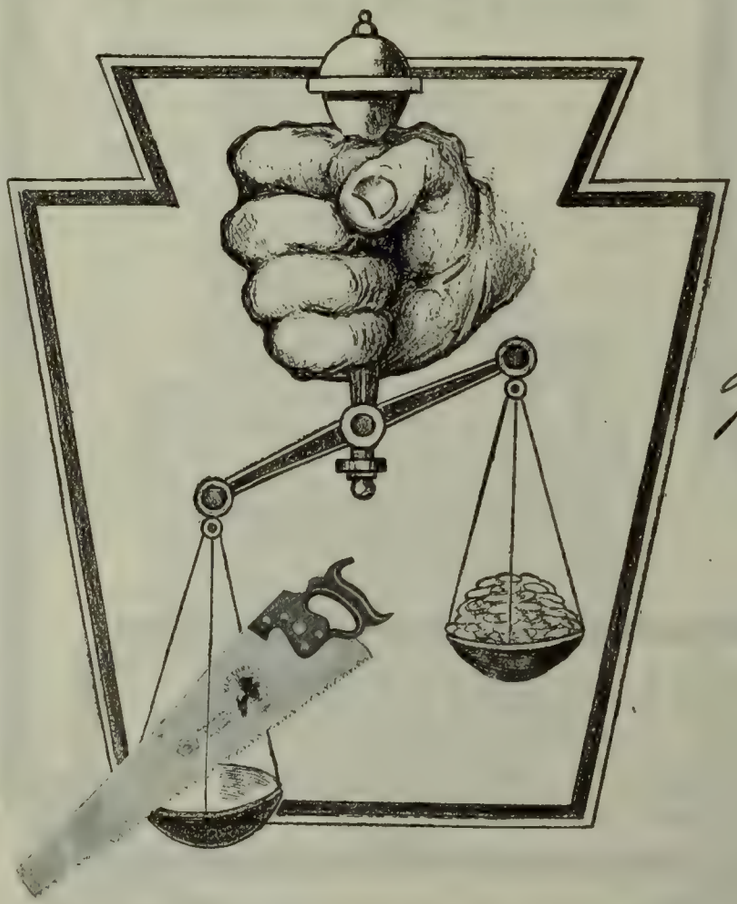
Style and Quality Perfect

When ordering from your Jobber insist on getting

LARGE HEAD ROOFING NAILS "MADE IN CANADA"

HEAD OFFICE AND WORKS:
SYDNEY, NOVA SCOTIA

GENERAL SALES OFFICE:
112 ST. JAMES STREET
MONTREAL, QUE.



Worth many times its cost

HENRY DISSTON & SONS
INCORPORATED
Keystone Saws, Tool Steel and File Works
PHILADELPHIA, U.S.A.

BISSELL CARPET SWEEPER CO.

OF CANADA, LIMITED
NIAGARA FALLS, ONT. AND GRAND RAPIDS, MICH.

FACTORY AT
NIAGARA FALLS, ONT.

R. E. SHANAHAN, PRESIDENT
M. R. BISSELL, JR. VICE PRES.
F. M. DEANE, SECY. & TREAS

GRAND RAPIDS, MICH.

AUGUST 18, 1919.

PRICES ADVANCED

To the Trade:

We show herewith prices taking effect today, all previous quotations and prices being withdrawn and please note new retail prices to the consumer which yield you a good profit.

We call your attention to the fact that the advance we have made on carpet sweepers is very small and only puts our prices back where they were before January 1, 1919. We were among the very few manufacturers who reduced prices January 1st. We fully expected at that time with the war over, that prices of raw materials and labor would gradually tend downward but as you know, while a few items in raw materials were slightly reduced, the great bulk have constantly advanced and as far as labor is concerned, prices have gone up steadily this year and are continuing to advance, all of which makes an advance in our prices absolutely imperative.

As the necessity for this advance is most urgent, all orders received and shipments made after this date must be invoiced at the advanced prices. The new retail prices as shown herewith should take effect at once and we request you to kindly instruct your sales people in the matter so that mistakes in the selling prices may be avoided.

New price cards will be sent you on request.

We remain

Yours truly,

BISSELL CARPET SWEEPER CO.
OF CANADA, LIMITED

RES–L

R. E. Shanahan
PRESIDENT

Price List of

BISSELL SWEEPERS

Effective Aug. 20, 1919

and Until Superseded

SUBJECT TO CHANGE WITHOUT NOTICE

In the belief that a uniform price for equal service is eminently fair; that it works alike to the advantage of the consumer, dealer and producer; and that it is only on this selling basis that a constant high standard of quality can be maintained; we stipulate that our sweepers shall be sold at not less than our established prices as listed below:

Carpet Sweepers	From Niagara Falls, Ont. or Eastern Canada Jobbers Stocks Per Doz.	Retail*
"American Queen"	$51.00	$ 6.00
"Champion" Nic.	43.00	
"Champion" Jap.	36.00	
"Club"	108.00	12.00
"Grand Rapids" Nic.	48.00	5.50
"Grand Rapids" Jap.	41.00	4.75
"Grand" Nic.	64.00	7.50
"Grand" Jap.	57.00	6.75
"Parlor Queen"	54.00	6.50
"Princess"	49.00	5.75
"Standard" Nic.	44.00	
"Standard" Jap.	37.00	
"Universal" Nic.	46.00	5.25
"Universal" Jap.	39.00	4.50
Vacuum Sweepers		
"Superba" Vac. Sw.	140.00	17.00
"Grand Rapids" V. S.	124.00	15.00
"Household" V. S.	110.00	13.00

*On account of the freight the established retail prices on carpet sweepers are 25 cents higher than above and on our vacuum line 50 cents higher in the following Western provinces: Man. (excepting the City of Winnipeg), Sask., Alta. B. C.

BISSELL CARPET SWEEPER CO.
of Canada, Limited, Niagara Falls, Ont. and
GRAND RAPIDS, MICH.

E.C.J. BISSELL'S PRIVATE PRESS F 75

A Wide Field of Profit

HOYT **A METAL FOR EVERY USE IN THE WORLD** METALS

With practically every industrial plant from your neighbor, the tinsmith, up to the World's largest shops a prospect for Hoyt Metals, it pays a dealer to stock them.

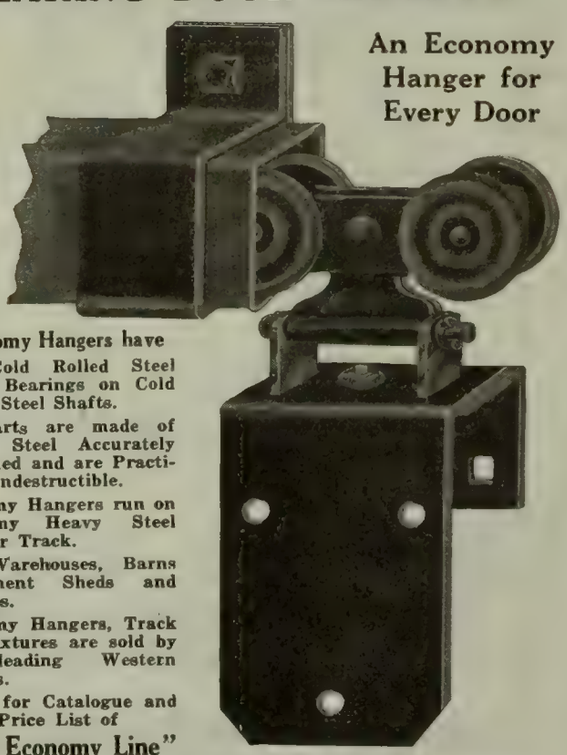
This wide field is at your doorstep; why not embrace the opportunity to make numberless profitable sales? An analysis of your territory will point the way to good days for you. Write us for prices and information that will bring you good business.

HOYT METAL CO., TORONTO

LONDON, ENG. NEW YORK, U.S.A. ST. LOUIS, MO., U.S.A.

ECONOMY TROLLEY ROLLER-BEARING DOOR HANGERS

An Economy Hanger for Every Door



Economy Hangers have

full Cold Rolled Steel Roller Bearings on Cold Rolled Steel Shafts.

All parts are made of Heavy Steel Accurately Machined and are Practically Indestructible.

Economy Hangers run on Economy Heavy Steel Tubular Track.

For Warehouses, Barns Implement Sheds and Garages.

Economy Hangers, Track and Fixtures are sold by all leading Western Dealers.

Write for Catalogue and Price List of

"The Economy Line"

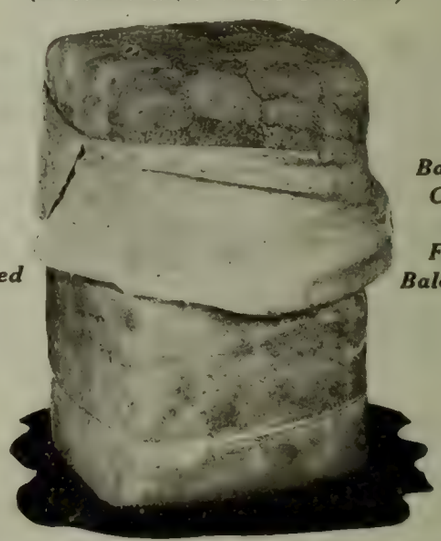
ECONOMY FOUNDRY CO., LTD.

PORTAGE LA PRAIRIE, MAN.

SPONGES

(British and West Indian)

Highest Quality Unbleached



Bahama Cuban and Florida Bale Goods

We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes in stock.

Evans & Co., Limited

(Importers and Exporters)

Coristine Building :: Montreal, Que.

BARCALO

"S" Wrench

Simplicity

During our past twenty years' experience in the making and marketing of metal products we have made **Simplicity** a necessary quality—for an ideal "S" wrench. The absence of complicated parts in the Barcalo "S" wrench has made it a general favorite. Note the few parts, but four—a drop-forged movable jaw—screw—pin and solid bar. All combined to make a handy, durable and useful tool for the Mechanic, Machinist and Garageman.



The Wrench

There are many things the Barcalo "S" wrench will do, that many other wrenches will not—there are splendid profits to be made by you in selling it and the customer's satisfaction created will mean an added **quality reputation** to your store.

Made in 6, 8, 10, 12 and 14 inch sizes.



Its Parts

Our guarantee is **your protection.** We supply without question a new wrench for every one proving unsatisfactory in any way. Write to-day for information and prices.

Barcalo Manufacturing Company

BUFFALO, NEW YORK

WINNIPEG
D. PHILLIPS
138 Portage Ave. East



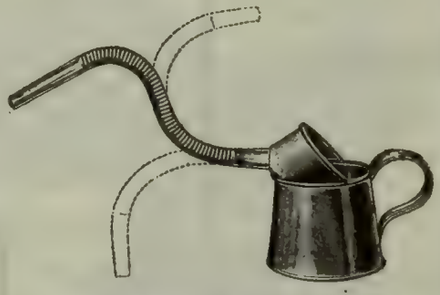
Wire Window Guards
Wire Balcony Guards
Wire Counter Guards
Wire Grilles
Wire Partitions
for tool-rooms and stock-rooms
Heavy Wire Baskets

C. H. JOHNSON & SONS, LIMITED
WIRE WORKS: St. Henry, MONTREAL

Nothing Like It!

The All-Way Oiler

Saves 50 % on Oil Bills



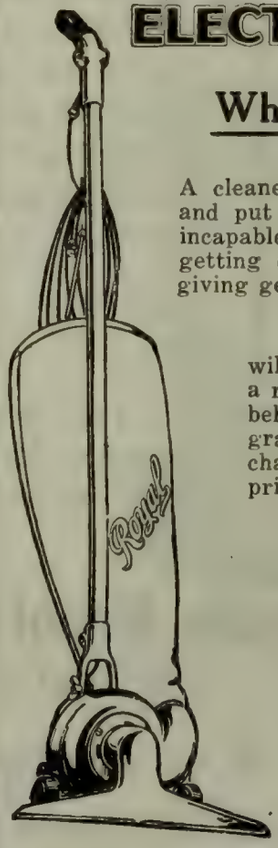
COMBINATION FILLER AND FUNNEL

Splendid Profits

For Hardware Stores, Garages, etc. In four sizes, No. 101, 1 pint and 10″ spout; No. 102, 1 quart and 13″ spout; No. 103, ½ gal. and 13″ spout; No. 104, 1 gal., and 13″ spout.

The All-Way Mfg. Company
196 King St. West Toronto, Ontario

ROYAL
QUALITY SERVICE
ELECTRIC CLEANER



Which will you sell?

A cleaner built up of cheap materials, and put together with low-priced help, incapable of rendering lasting service, getting continually out of order, and giving general dissatisfaction—

OR

will you boost the "ROYAL"—with a record like the Bank of England behind it. Built with the highest grade of materials by expert mechanics. Quality and Service—not price is what counts.

ONE PRICE ONLY

Rigid selling policy. Absolute protection to dealers. Write for proposition.

Cleaner, complete with attachments $72.00
Cleaner only $60.00

MUNDERLOH & CO.
LIMITED
MONTREAL, CAN.

GOODELL-PRATT

1500 GOOD TOOLS

A Large Variety

Drill Chucks

Simple and Strong

We have a most complete line of Drill Chucks, extremely simple in construction, well finished, strong and accurate.

They are made entirely of steel in two different patterns with various capacities and many different shanks.

They are noted for accuracy and durability, with extremely low first cost and negligible repair expense.

Send for Catalog

GOODELL-PRATT COMPANY

GREENFIELD MASS., U.S.A.



No. 15½ MT



No. 15½ B



No. 1503

Watches and Clocks

MEHASCO



We have built up a large trade in this line owing to the fact that in these particular goods the merchant appreciates service. The popular priced watch that sells for $1.75 carries the following guarantee. They are guaranteed to be running right and keeping good time when you sell them to the customer. If they cannot be adjusted or fail to give satisfaction, in say one week's time, the customer can return the watch and have it replaced, and we in return replace it free of charge to the dealer. But the customer cannot use his watch until it is worn shabby and then have it replaced. We will have it repaired for him if he wishes at a slight charge. On clocks the guarantee is two years, and if they do not keep good time for that period we will have them repaired free of charge provided they are not abused.

MERCHANTS HARDWARE SPECIALTIES, LIMITED
CALGARY

HARDWARE & METAL'S unique circulation as proven by the A B C Audit is due to 31 years of honest effort to give the retail trade the best possible service.

Steel Rules, Gauges, Etc.

CHESTERMAN'S

MEASURING TAPES Linen and Steel

TRADE J C MARKS

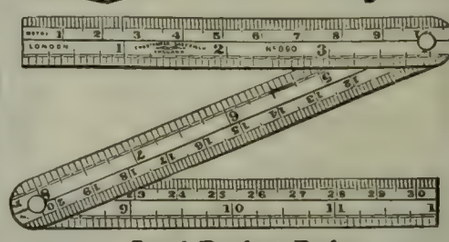
CONSTANTIA J C

TRE BLE



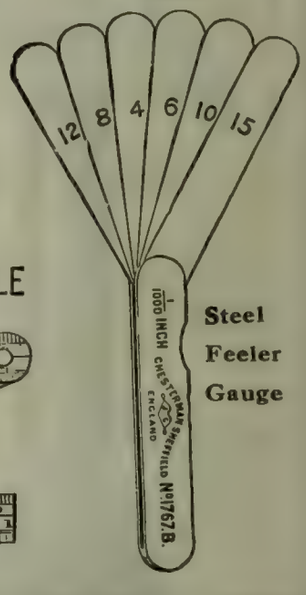
For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal



Steel Pocket Rule

Engineers' Small Tools

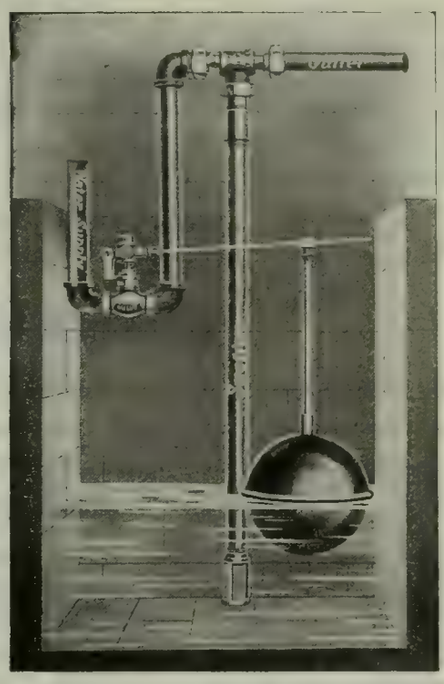


Steel Feeler Gauge

Have you received Hardware and Metal Electro Catalog?

Save Your Customers

Loss and Damage



The Morrison Automatic Cellar Drainer will keep cellars dry in the Spring, or any other time. The cost of the Morrison Drainer is soon paid for by the saving in stock previously damaged or deteriorating in value in damp storage space.

The Morrison operates entirely automatically at 10 lbs. or higher water pressure. Simple—nothing to get out of order. It's money for you whether you sell it or use it yourself.

The James Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide St. W., Toronto, Ont.

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Manufacturers
OF
WIRE
HEADQUARTERS FOR
WIRE BALE TIES
Largest Capacity and Stock in Canada
PROMPT SHIPMENT

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England

E. Roy, 65½ St. Andre St., Montreal, Que. A. S. Butchart, 26 Adelaide St. W., Toronto C. C. Cartwright, Union Trust Bldg., Winnipeg



4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actua. tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

VOL-PEEK



FIRST AID IN THE KITCHEN-

IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only **½ cent per mend.**

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

H. NAGLE & CO., Box 2024, MONTREAL



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets,
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.



The Parmenter & Bulloch Co.

LIMITED

Gananoque, Ontario

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

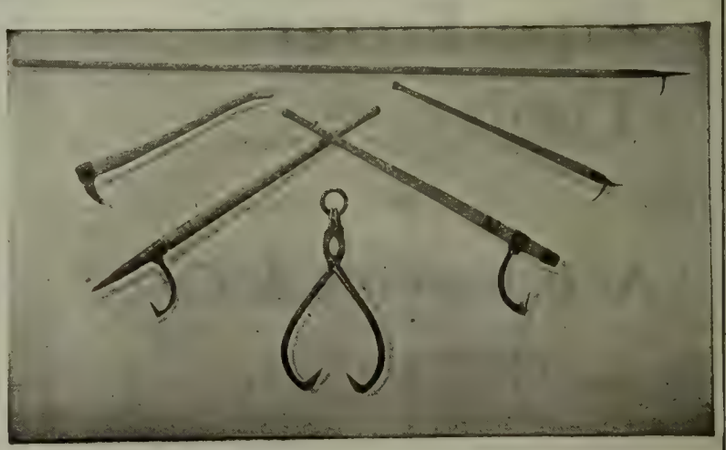
Send for Catalogue and Price List.

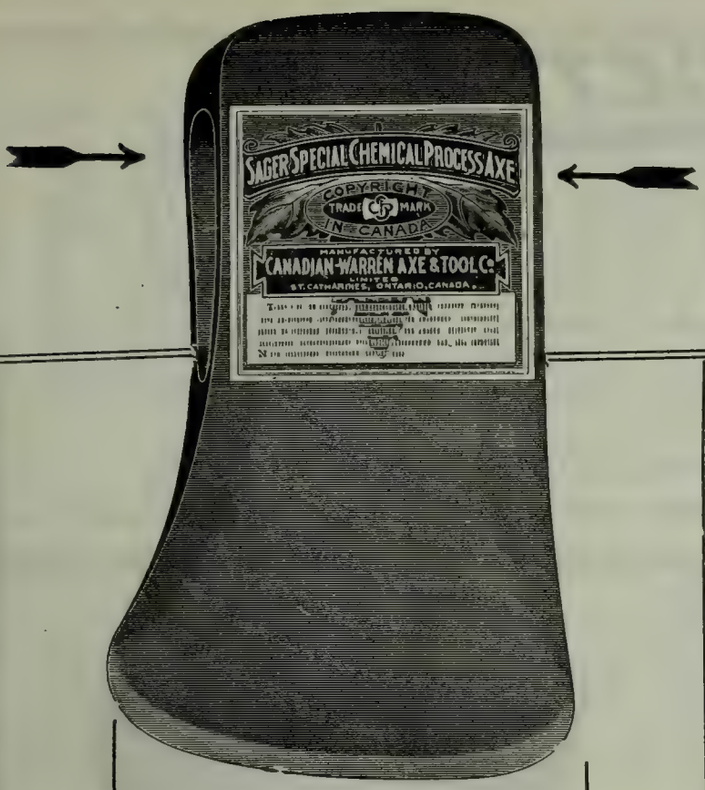
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario





WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE" LOGGING TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian-Warren Axe & Tool Co.,
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

Customers Will Buy Famous Five Files

because all skilled mechanics and all employers of labor recognize them as standard tools.

Carry a stock and you can't help but make sales.





MENDETS

A PATENT PATCH

You can't afford to overlook the sales possibilities of this profitable line. The profits are good and our attractive display stand will make sales for you. **Mendets** is used in the home for mending pots, pans, rubber goods, etc. Has given satisfaction to thousands of purchasers. Order a display stand from your jobber to-day.



Collette Manufacturing Company, Collingwood, Ontario

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



Gold Medals Grand Prix

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England

London Showroom, 62 Holborn Viaduct, E.C.

Address correspondence to TRINITY WORKS SHEFFIELD



Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue

The Wm. Cane & Sons Company, Ltd

Manufacturers **NEWMARKET, ONTARIO**



Build Your Reputation on "WOTAN" Reamers

You will find no better business-building proposition than that offered by the agency for "WOTAN" REAMERS. Made of Special Alloy Steel, these tools will retain perfect accuracy during a long life. There are instances where "WOTAN" REAMERS on shell work have produced many thousands of holes without showing any sign of reduction whatever.

Your customers will realize the advantages of these tools, and each sale brings its own repeat orders.

Write for our terms, and we will explain our scheme of dealer co-operation.

Full particulars from

FRYS (London) LTD.

Dept. K, 46 Upper Thames Street, London, E.C., ENG.

Cables, Fryonia, London.

Every Canadian Should Read
OCTOBER MACLEAN'S

The contents of MACLEAN'S for October will grip the interest of Canadians. There will be a big demand for the October issue. It will be a trumpet blast for a national awakening. It will mirror Canada's great West — politically, socially, industrially. There will be action in every section—plenty of it. It will be a red-blooded issue in every respect. Read this list of contents—then send in an order for a generous supply of October MACLEAN'S. Western dealers should order an extra supply.

"WANTED—A WHITE WEST"

By **T. B. COSTAIN**

An article on the determination that has gripped the Western Provinces that no more aliens are to be allowed in that part of the Dominion. It includes the first complete story of the sensational labor developments in the Drumheller coal mines.

CONTENTS OF MACLEAN'S OCTOBER, 1919, ISSUE

"We Must Start Afresh,"
By Ralph Connor.
An article on the need for Canadians to gain a new viewpoint on things political, social and religious as a result of the war.

"Those Pesky Farmers Out West,"
By Hopkins Moorhouse.
An article on the grain growing movement and the way in which it is upsetting all political calculations.

"Fifty Years in the West,"
By Professor W. T. Allison.
A story of the remarkable business career of J. H. Ashdown, of Winnipeg, one of the earliest pioneers of the prairies.

"Solving the Problem of the Arctic,"
By Vilhjalmur Stefansson .
The last instalment of this remarkable exclusive narrative of his five years of exploration in the north.

"Grappling For New Holds."
By J. K. Munro.
The usual monthly review of political developments, giving inside information on the new line-up of the parties.

FICTION

"The Airy Prince,"
By Arthur Beverley Baxter,
Illustrated by E. J. Dinsmore.
A novelette, complete in this issue, by the author of "Mr. Craighouse of New York, Satirist," and "Klondyke Boyle,"—a delightful and witty story.

"Spanish Doubloons,"
By Camilla Kenyon,
Illustrated by Louis Royal.
The start of a new serial by a new writer, but one who promises to rival Mary Roberts Rinehart. It is a story of a treasure hunt written in rather high vein and with an engaging love story. It will wile away many pleasant hours for the reader.

"Ebb and Flow,"
By C. W. Stephens,
Illustrated by W. Goode.
The third and last instalment of this intensely interesting business story.

"His Majesty's Well-Beloved,"
By Baroness Orczy,
Illustrated by C. F. Peters.
The fourth instalment of this historical novel.

"The Banshee Bell,"
By Edith G. Bayne,
Illustrated by D. G. Summers.
A bright love story.

MAKE A BIG WINDOW DISPLAY

The dealers throughout Canada who are making a big success of MACLEAN'S are displaying the magazine prominently—talking about it and pushing it. They are taking advantage of the natural demand—using it as a foundation for profitable business. Make a display of October MACLEAN'S.

Over 70,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

If your wholesaler cannot supply you write direct to Circulation Manager C. W. Buchanan, 143-153 University Avenue, Toronto, Canada.



WHAT IS IT WORTH TO HAVE NO COMPLAINTS?

We Specialize

ON WASHING MACHINES AND WRINGERS.

WE HAVE BEEN IN BUSINESS THIRTY-FIVE YEARS, AND OPERATE THE LARGEST WASHING MACHINE AND WRINGER FACTORY UNDER THE BRITISH FLAG.

OUR OUTPUT HAS ALWAYS BEEN SOLD TO DEALERS ONLY, EITHER THROUGH THE JOBBERS OR DIRECT FROM OUR WAREHOUSES IN HAMILTON AND MONTREAL.

THE DEALERS' LOYALTY AND FRIENDSHIP ARE VALUED HIGHLY BY US, AND WE WILL STRIVE TO MERIT THE CONTINUANCE OF THIS CONFIDENCE BY THE SAME STRAIGHTFORWARD BUSINESS POLICY, AND BY PRODUCING WASHING MACHINES AND WRINGERS THAT **SELL AND SATISFY.**

DOWSWELL, LEES & CO., LIMITED

HAMILTON, CANADA

Makers of every type of Hand or Power Washing Machines of merit. Also ARROW BRAND Clothes Wringers.

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.



You Can Avoid

Waste of Oil

and

Fire Hazard

from oil soaked floors

by using our

HAND OIL PUMP

Write for Bulletin.

Hamilton Motor Works, Limited
Hamilton, Canada

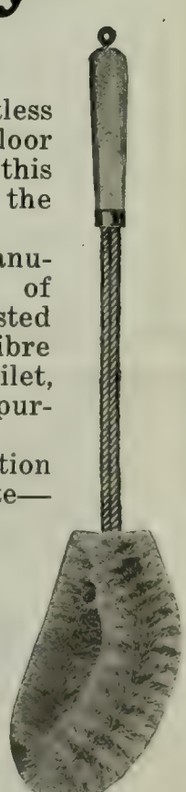


Perfection Sanitary Brushes

Dustless Mops, Dustless Hand Dusters and Floor Brooms are some of this money-making line for the dealer.

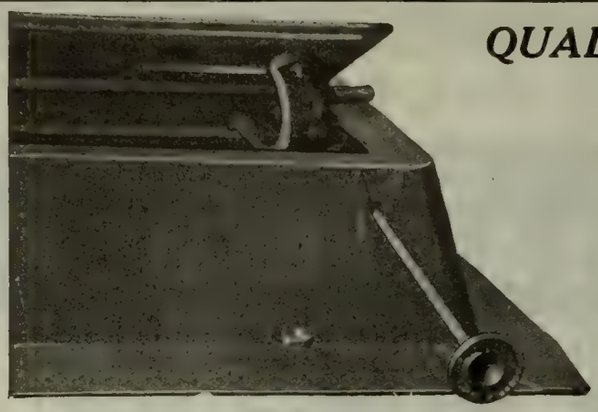
We are the original manufacturers in Canada of High-Grade Wire Twisted Hair, Bristle and Fibre Brushes for household, toilet, automobile and dairy purposes.

For further information 'phone Park 250, or write—



The Perfection Sanitary Brush Co.
1118 Queen Street, W.

City Sales Dept.:
Marshall, Son & Bunney
39 Richmond St., East



QUALITY *SERVICE*

THE

Barton-Netting Co.

LIMITED

9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantels, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc.

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

UNIMECO WROUGHT WASHERS

We manufacture a wide range of **wrought washers** of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA



BLUE DEVIL
Line of Velocipedes

The latest in construction and new points: Spring frame, beautifully enamelled blue, with a regular leather and spring saddle; the wheels are tinned and the handle bar is adjustable.

Further particulars from

The Gendron Manufacturing Company, Limited
Duchess and Ontario Streets, Toronto, Ontario



Williams' Superior Drop-Forged Clamps

CAST clamps may cost less, but they are not cheaper—first cost is not the only factor to be considered. No cast clamp can, or does, stand the constant strain of severe usage.

Williams' Clamps are all drop-forged and are then subjected to a refining heat-process which greatly increases their stiffness and strength. They are thoroughly dependable and render superior service under the hardest and most exacting conditions.

Williams' Lines of "C", Machinists' and Strap Clamps provide a wide range of sizes for all clamping service—"There's a Williams' Clamp for every purpose.

Machinists' Tools Booklet on request

J. H. Williams & Co.

"The Drop-Forging People"

30 Richards Street - - - Brooklyn, New York

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask., Agents for Manitoba, Saskatchewan, Alberta and British Columbia



Put one on display and get our literature.

The "STEPHENSON" Washing Machine Sells Readily

It requires but a few moments of your time to explain the merits of the Stephenson Water Power Washing Machine—and then the sale is completed. Your customer will have no reason to doubt your statements, because each and every wash day will prove your claims for the "Stephenson" in their entirety.

We urge that you prominently display this washing machine in your store. All details as to prices, sales helps and literature are here for the asking. Write us now. It's in your best interests to do so.

Taylor-Forbes Co., Limited

Head Office and Works

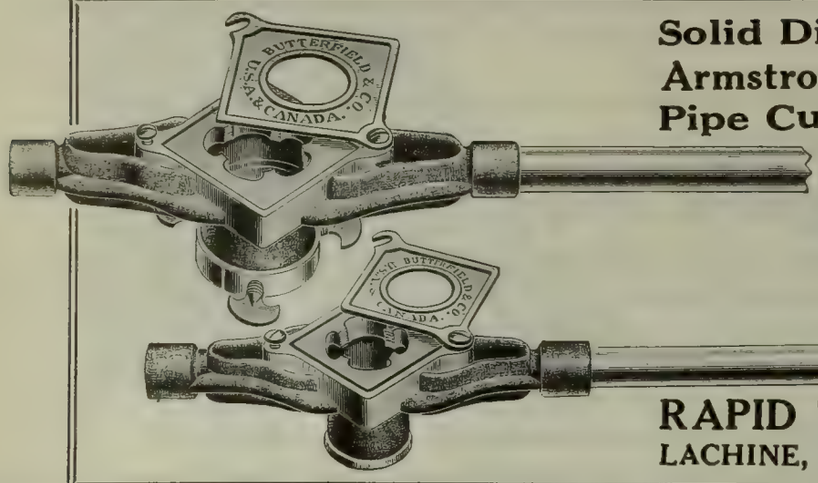
Guelph, Ont.

TAYLOR-FORBES CO.
246 Craig St. W., Montreal

TAYLOR-FORBES CO., LTD.
1070 Homer Street, Vancouver

H. C. ROGERS, LTD.
47 Prince William Street, St. John, N.B.

H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipe



Solid Die Plates
Armstrong's Adjustable Stock and Dies
Pipe Cutters and Vises

We are the sole manufacturers of the above lines previously made by Butterfield's.

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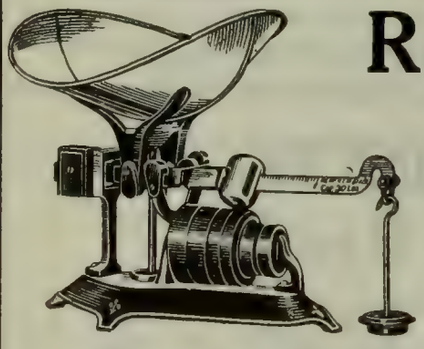
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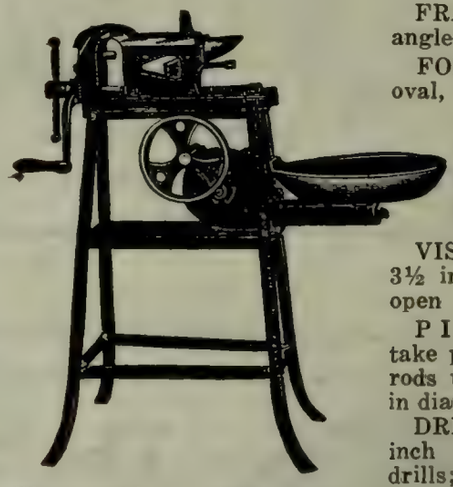
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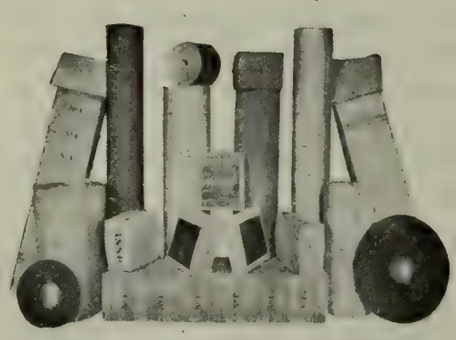
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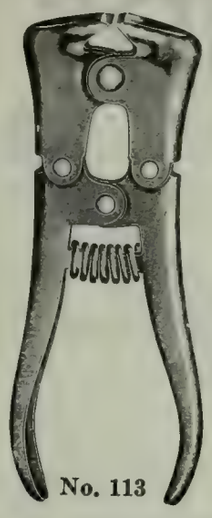
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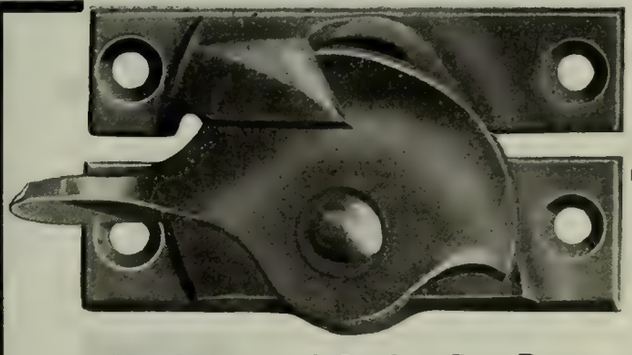
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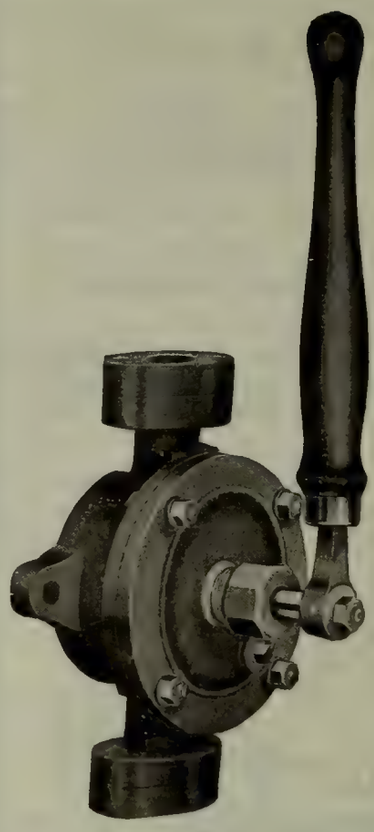
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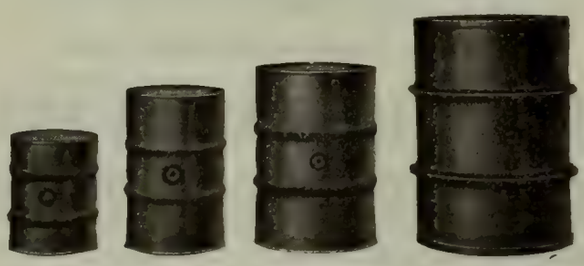
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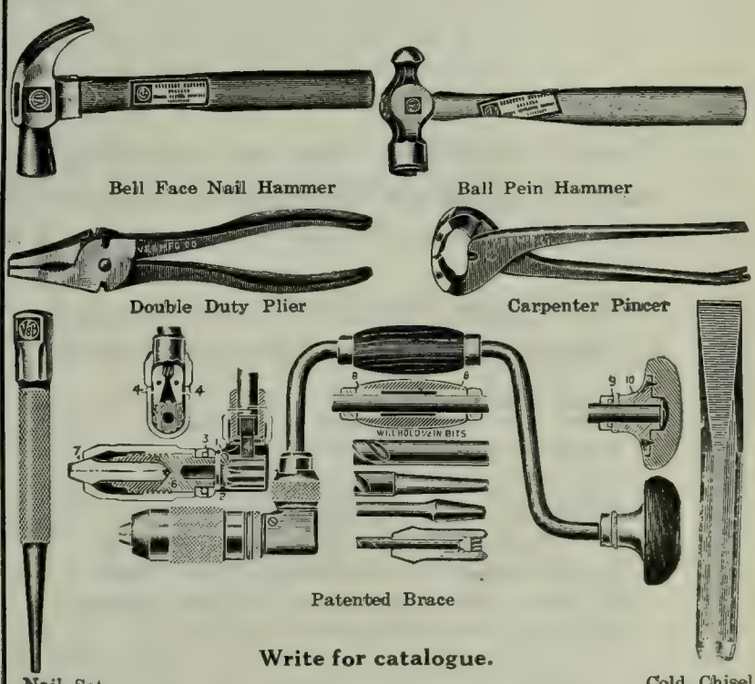
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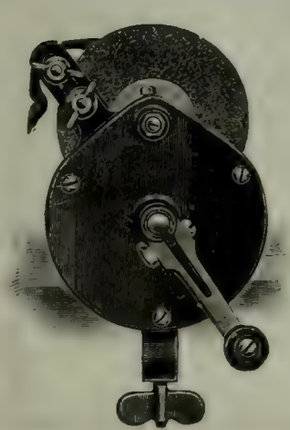
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Dr. Clark, dealing with this Municipal Loan Fund of the fifties, says of its author, Sir Francis Hincks:

> He had in some respects genuine ability and, in matters which he understood, rendered considerable useful public service, but he was an idealist and a theorist without any practical grasp of the rigorous laws and unyielding facts of finance. He was patriotic and well-meaning, but his patriotism and good intentions did not save the country from the inevitable consequences of his scheme which those able to think clearly on matters of finance perceived from the beginning. He possessed in an eminent degree that fatal fluency of persuasive speech with which so many of our politicians are endowed, and swayed the people, for whom he expressed and probably felt sincere devotion, with superficial catchwords and glittering generalities not founded on the stern realities of economic laws. The confidence he inspired only enabled him to do infinitely more mischief than would otherwise have been caused by his scheme, and did not protect the people from the losses and distress resulting from disregard of sound business principles.

There is more here than an interesting story of early days. Here is a marking on the map of Canada's history by which all interested in the country should make their reckonings, should chart their course of action.

THE FINANCIAL POST is continually presenting such articles. Consider some which appeared in the early issues of August:

Grain Growers Condemned by a Retailer.
Bolshevism and Public Morals.
Some Alberta Oil Wells Are Showing Profit.
Bright Outlook for Canadian Pulp & Paper.
Why Henders Fell Out With Grain Growers.
Sawyer-Massey on the Road to Better Times.
Sir Adam Gets in Some Fine Work at Guelph.
Dominion Loan Compaign to Start Oct. 27.
Frank A. Vanderlip Continues His Vivid Survey of War-ridden Europe.
Make Maturities of Loans as Short as Possible.
Tariff Action by Liberals Step in Dark.
Canners' Head Gives Answer to Prof. Jackson.
Small Retailer Renders Service to the Community.
Reorganization of the Standard Reliance Corporation.
British Will Not Unload Their Canadian Bonds

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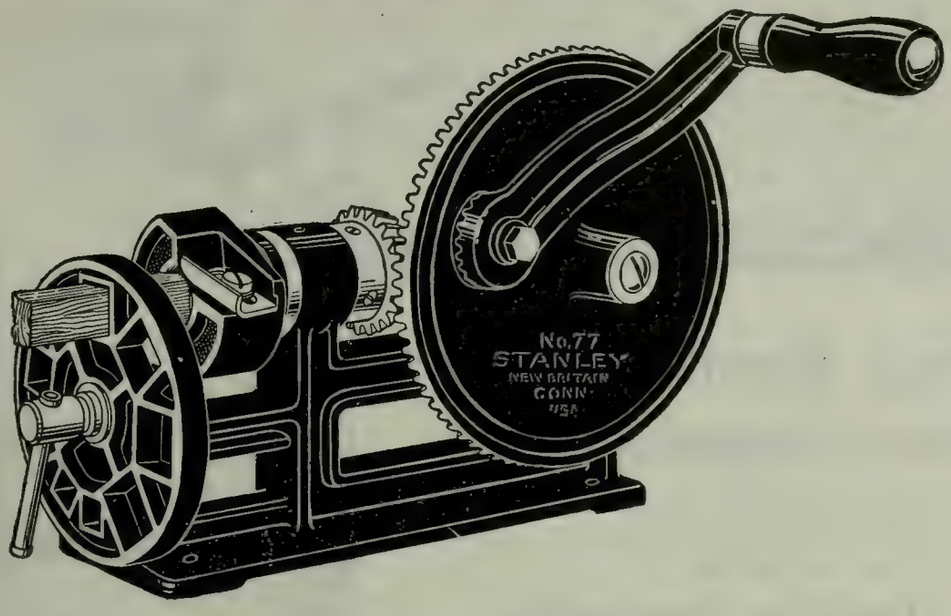
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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXI. TORONTO, SEPTEMBER 6, 1919 No. 36

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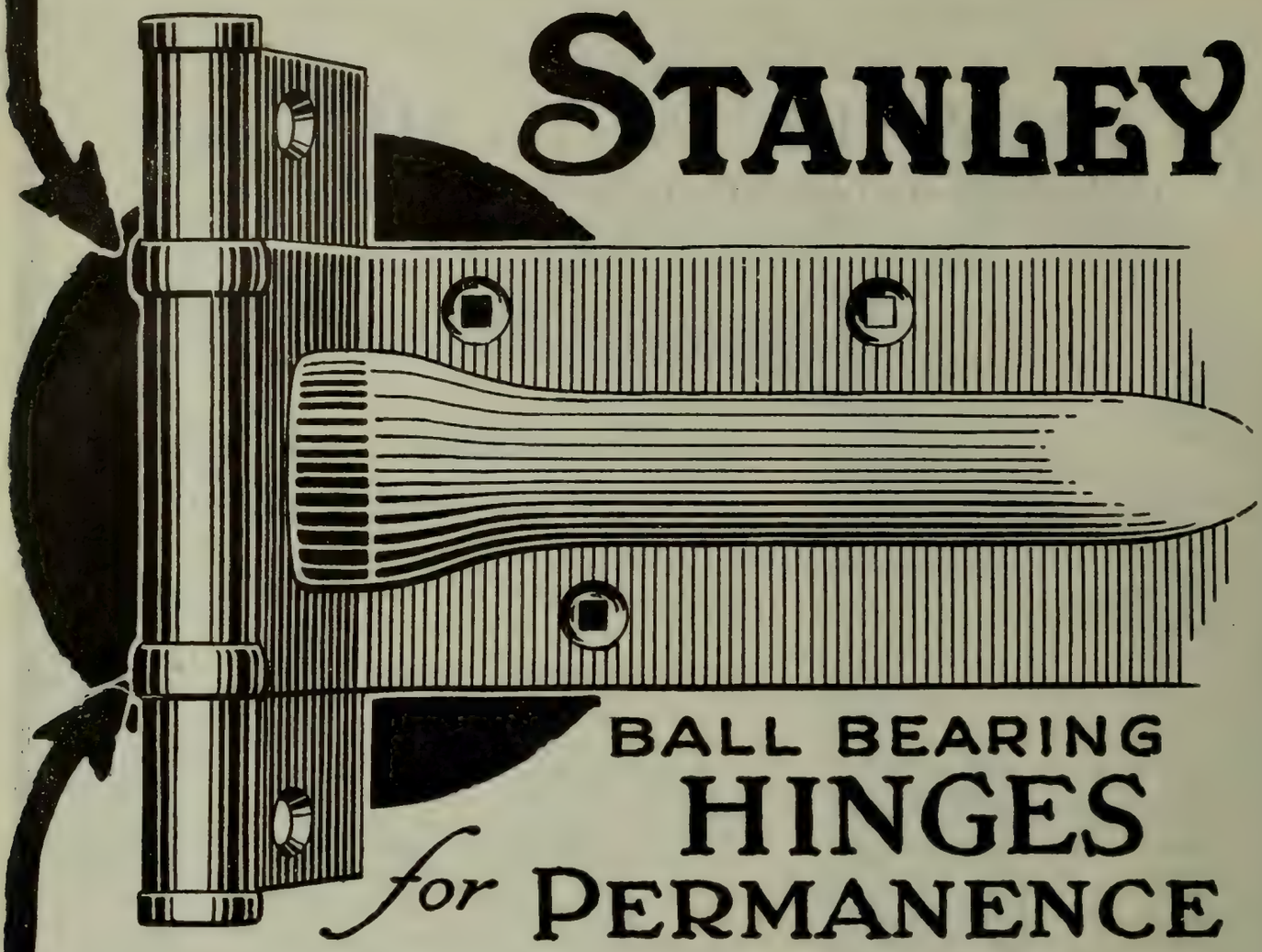
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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, SEPTEMBER 6, 1919 No. 36

Branch Store Service That Serves

How Montreal Hardware Store Seeks to Preserve Connection With Customer—Must Carry Big Stock With City Opposition—Quantity Buying—Using Every Foot of Space

"WE must look after the needs of our customers and take care of them. The branch store enables us to give a real service, and this is one of its advantages."

This is the reply of H. L. Philbin, proprietor of the M. Philbin Hardware Company of 362 St. Catherine Street, Montreal, to the questions of the Montreal editor of HARDWARE AND METAL, who sought a commitment from Mr. Philbin as to the advantages of conducting branch stores in a large city, rather than running one large store in a single location.

Mr. Philbin, connected with the retail hardware business in Montreal since the early "eighties," has found it quite as necessary to look after the needs of customers in making purchasing convenient, as it is to give them those little attentions when in any one of his four stores. To this end, these several complete hardware stocks are placed in as many locations to meet the convenience of the public, as well as that of the regular customers who have found at "Philbin's" the very precise articles they want.

A Case in Point

"I was just about to leave the store a short time ago at night," said Mr. Philbin. "It was a few minutes past seven o'clock and we had closed for the day. A man came to the door and repeatedly tried to get in. I continued to finish up what I was doing and the man remained rattling the door until I started out. Of course, I said we were closed.

"Now I have just spent an hour on the tramcar getting here. Surely I won't have to go back without my purchase," he said. "If I do, I shall have to come again for I cannot get the article I want elsewhere, and I know you have it."

This well illustrates the dependence which Mr. Philbin states so many to have in the completeness of the stocks carried. It has, he states, been demonstrated over and over again.

This comprehensive stocking of hardware has not been without its decided burden to the owner. All good hardware men realize how readily a stock will increase even when closely watched. To carry the necessary assortments for a big city trade is no little problem, and Mr. Philbin has spared no item necessary to make the stocks of his stores very complete indeed. They have every appearance of being the last word in completeness, and this is carried out in the interior displays, the extra storage basements, and the shelving and boxes.

One of the points it has been necessary to consider is that of the opposition of the big departmental stores. With these stocks placed at the disposal of the citizens, the straight hardware store is forced to do his chosen business justice by just going, if anything, "one better."



Showing the auto accessory and sporting goods department in the M. Philbin Hardware Co., store at 169 St. Catharine St. W., Montreal.



This gives an idea of the excellent use made of the store windows of the M. Philbin Hardware Co. at their store at 4169 St. Catherine St. W., Montreal. A fine showing of auto and bicycle accessories and sporting goods is revealed.

Managers and Clerks

Asked as to whether there was difficulty in securing managers for his several stores, Mr. Philbin replied that there had been little trouble. He realizes how important this is, and has been quite fortunate in the selection of men, he feels. It is very necessary to have a man with a decidedly complete grasp of all parts of the business, and one too, who can select men to assist him and who are really the men who meet the customer.

"We have changed almost a complete staff to suit the plans of one of our managers," continued Mr. Philbin. "It has been necessary to really train these men over again, and to do this to suit our own ideas. "I believe that a clerk should so try to please his customer that that customer, when coming again, will ask for Mr. So-and-So, as the case may be."

This illustrates a point upon which emphasis was made in this interview, and bearing upon the difficulty of securing and maintaining a good staff. "It is necessary to pay help very high wages these days, and boys are getting the wages of men. Even at that, they are very often not accomplished hardware salesmen, and do not, therefore, take an interest in a given sale that they might."

Here Mr. Philbin related the following concrete illustration.

"I was leaving for lunch. Near the door one of the men was waiting on a lady, and I recognized her and spoke, briefly, asking her if she was being waited on satisfactorily. She replied that what she was shown would probably do, but I knew we had something better, and brought the better article out. I went into detail in explaining its advantages (as much for the salesman's benefit as for the customer's), and although she knew it would be higher in price, she readily agreed to buy it, once she realized its worth."

Mr. Philbin greatly wishes that salesmen would apply themselves to their work earnestly. That they would study the real merits of an article and so be able to sell it quickly and give the customer service. In this respect there seems to have been a decided falling away from the old determination to know one's goods and so be able to sell them. "It really is necessary to be watching closely all the time, so that customers may get the service from the clerk that should be given. And, I believe that it is necessary to have the manager the buyer also,—one who knows what is needed, and who can buy and sell, therefore, with a complete knowledge of what is required. We have tried to separate the buying and the selling duties, but I believe the combined plan is the better," said Mr. Philbin.

To Start Bonusing

Asked as to whether any scheme had been tried in the way of extra profits to the store help, Mr. Philbin stated that a commission basis on all sales was put into effect.

"We will give them a small commission over and above their salary. This will be paid weekly. We decided to make this apply on all business done by the men, and believe that it will be better than by giving a commission only on sales above a certain amount."

It was also pointed out that this plan might serve to keep the men trying hard to exceed their past sales. It would be a real incentive to selling more goods, and, as Mr. Philbin pointed out at the outset, the whole secret of the plan of branch stores will rest in the proper relation of turnover and overhead expenses. The bonusing plan ought to secure, in some measure at least, the desire of the management. Mr. Philbin believes that the men already appreciate this consideration in paying them according to their selling abilities. Increased earnings paid the men weekly, will be appreciated, no doubt.

In connection with furthering the interests of the business in a broad way, and that the various stores may be working harmoniously that the best results may be attained, arrangements are pending for conferences of the different managers at frequent intervals. This will have a splendid result, it is expected, for conferring of the managers will enable a free and full discussion of problems that have presented themselves. In conference, the best and most prompt methods of dealing with given matters can be followed. This method of co-operation will, it is expected, yield definite benefits that otherwise could not be anticipated or secured.

Checking Stock Display

A visitor to any one of the M. Philbin Co. stores is impressed with the completeness of various arrangements within comparatively limited space. The last store opened—that at 350 Bleury St., illustrates the careful and well-planned use of space better, perhaps, than any of the remaining stores.

One reading this article will scarce credit the statement that the width of the front is only ten feet. Provision

was made by the owner of the property for a stairway to the second flat of the building in which the Philbin store is located. This did not deter Mr. Philbin from securing the premises, for he wanted a location which would most probably afford him the number of transient and regular customers required to assure a profitable turnover. A short distance from the intersection of St. Catherine and Bleury Streets, this location was considered an excellent one.

The accompanying photograph will reveal better than worded description can, the splendid layout of the display windows. It is very doubtful if better arrangement of this narrow space could have been planned. With the change of background from time to time which effective display calls for, here is a pair of windows, which, when attractively dressed, cannot fail to attract. Unobstructed view from across the street is always to be had. That this view may be even improved, the colored glass has been removed from above the transom division. Using clear glass here, displays will be planned of various goods. With proper "backing" made for these, the view from the opposite side of the street will be much better. More height is given the front, and the best use in this is made of the windows.

"Once every week all the stock is carefully gone over in the display boxes. This is done both in the store and the cellar. We follow this plan to avoid being short of goods, and also to see that goods are where they ought to be. When we are busy, locks and other hardware may be quickly put into the wrong drawer, and this method prevents mix-ups," said Mr. Philbin.

Frequent change in the window displays is made, and the panel idea is extensively featured. In this way there is little delay in dressing a window and the panels may be prepared with the desired goods at any time when there is not a rush on within the store. Panel changes are prepared and kept in the basement for immediate use. This idea is followed also at all the branches.

A Unique Plan

"I have been working on a plan that I believe will save us hundreds of dollars," said Mr. Philbin, as he took the writer to a new display idea which had just been completed, though not fully sampled. This consists of a series of panels placed conveniently where customers can be shown the actual goods. The idea, briefly, is as follows:

Panels of wood about 26 inches wide and five feet long are arranged on rollers. These rollers were made from ordinary casters taken apart and placed on the bottom through the use of small pieces of narrow iron such as is used for corner braces. These rollers carry the weight of the panel when the panel is drawn out from the wall and smaller rollers are used at the top to guide the panels.

In a space of about 30 inches for the width of the panels, and about 5½ feet high, panels to the number of twelve can be accommodated in a space of five feet. Both sides of the panels are used, and the goods sampled on these are those not shown elsewhere in the store, and carried in stock in the basement. Thus, the idea of the store to "Show Everything" is carried out. Note a direct illustration.

"One of our men sold three locks in 15 minutes the other day," continued Mr. Philblin. "Each sale was made to a different person, and the total cash taken in for those three locks was $7. It just happened that this salesman waited on customers wanting locks. He was able to put out the panel already sampled and there the customer had the whole range before him; it was a very easy matter to make a selection."

So well pleased are the men with this arrangement, that Mr. Philbin believes it will save them much money every yeaf. If all goods are sampled there will be no excuse for crying—"We haven't got it."

With rents soaring in Montreal for choice retail locations, Mr. Philbin pre-



Tools and builders hardware are displayed to splendid advantage by the arrangement shown in the illustration. Ladders provide ready access to the stock. Note the large amount of stock kept out where people may see it and still there is no disorder.

dicts that the hardware retailer can, if need be, carry on a very extensive and profitable business in a decidedly narrow store by using these panels. He believes that it may become imperative.

Repair Dept.—Delivery

An extensive repair business is done by the various stores. To this end expert locksmiths are engaged, and an extensive lock repair and fitting business as well as key-cutting department, is operated. Several men are constantly engaged in the workshop. One may specialize on lawn mower repairs, another on guns and rifles, another on key-cutting, etc. Glazing is an extensive work conducted, and at certain seasons this is a very active department. To inform the public that work of this kind is done, a small, neat sign is often placed in the window—"Lock and Key Hospital." This is a timely advertisement, bound to attract.

If there is one worry which the average hardware man would welcome relief from, it is that of delivery. It is one of the greatest contributors to overhead expenses that any store can have. The Philbin stores has found it a decided problem, and yet to maintain their service, delivery must be always assured.

Deliveries are made in the morning and in the afternoon. Auto trucks are used. In case there may be a breakdown in the midst of a morning or afternoon delivery, a spare truck has to be maintained. When necessary, this is sent to the point of breakdown and the load transferred with the minimum of delay.

"One of the necessary things is to have a good driver," Mr. Philbin pointed out. "In this respect we have been fortunate, but there still is much cost to keeping up cars. We have run one of our cars as much as 100 miles in one day."

Parcels are collected from the various stores and the "zone" system is used so that there is no overlapping. The Westmount trade is looked after by one car alone.

Want Better Goods

Mr. Philbin related the experiences that he had had with Westmount trade. This is really a fine section of the city, whose citizens are well-to-do, and who have the money, as a rule, to buy what their tastes suggest.

"For many years it was insisted we could not sell a high-grade of goods there. We carried a good stock, but there were fears expressed about putting in the expensive lines of hardware. But it was decided some months ago to add to the stock, not only increasing it, but adding better and more expensive lines. It has already justified this plan being followed, and the customers are anxious to have the better goods, and will pay the price."

This all means increased investment to the owner, but it really is necessary, Mr. Philbin pointed out. It takes much more money to-day to buy a stock of a given size than it did five years ago. But with the increase of price the average customer wants the better article, and when a considerable outlay is necessary the knowing buyer will spend a little more and secure the worth while and durable goods. Then is left a better impression regarding the seller.



This is the store of M. Philbin Hardware Co., of 350 Bleury St., Montreal. The store front is just 10 feet wide and will be seen good use is made of the space. A feature that will be noted is a V-shaped window between entrance doors, another window space is utilized for paint and varnishes.

Added Accessories

Specializing in tools extensively as they do, and in high-grade cutlery (the latter of which Mr. Philbin says has sold splendidly throughout the war regardless of price), it was felt that automobile accessories could be sold. A stock was recently put in, and this will be limited for the present to such lines as are easiest to sell. Wrenches, pliers, spark plugs, batteries, small tools and the like will be tried out first, and as sellers are known the line will be increased. The windows will be extensively employed in pushing the sale of these.

Electric lamps have been big sellers. Aluminum ware of the best grades sells extensively. Altogether, the Philbin stores aim to carry a big assortment and to make use of every foot of space.

STEAMER TO SOUTH AMERICA

The Canadian Manufacturers' Association is sending out the following notice in connection with steamship service between Canada and points on the East coast of South America:

"We have just received advice to the effect that the Canadian Government merchant marine service steamer 'Canadian Pioneer' will be ready to sail from Montreal to Buenos Aires on or about September 10, 1919.

"We understand that the Canadian National Railways have been endeavoring to secure cargoes for this boat, but apparently are having some difficulty.

"Any member who can ship to Buenos Aires on this sailing should get in touch immediately with Mr. D. O. Wood, traffic manager, export and import department, Canadian National Railways, Royal Bank Building, Toronto, who will be glad to arrange for space and quote rates."

Getting After Export Trade in Orient

Sending Catalogues or Mediocre Salesmen Will Not Do---Carelessness Has Been a Handicap in Past and Must Be Followed by Efficient Business Methods.

THAT there is substantial export business for Canadian manufacturers in the Far East is the conviction of representatives of the Canadian Bank of Commerce, who recently visited New Zealand, Australia, China and Japan, but, as expressed by C. F. Weed, vice-president of the First National Bank of Boston, they will have to go after it in a "sane, dignified and substantial way." Further, those who have been on the ground realize that it is not going to be child's play. There is the keenest kind of international competition to be faced, and, as characteristically stated by Mr. Weed, "this cannot be met by sending illustrated catalogues to Government representatives, or by sending out mediocre salesmen with sample trunks." He adds:

It is pathetic to see, from that end, some of the futile attempts to do business at long range. One Consul-General told me of a single mail which brought him 1,300 letters from home asking assistance in marketing American goods. Think of it! Trying to compete by mail with bright, wide-awake, courteous Japs on the spot and with solid British firms which have been established there for upwards of sixty years, owning their own office buildings in the principal cities and having godowns of their own in the interior as well as in the port cities, and staffed by men whose families for generations have been in the Eastern trade. It is puerile.

This need for sending out competitive representatives is emphasized by the representative of the Bank of Commerce who also suggests the appointment of capable local representatives. Further, a warning is given against expected immediate results:

Immediate results should not be expected and manufacturers should be prepared to bear at least a share of the cost of advertising for a few years until their goods are well established, and their reliability and durability proven. We can sell in another country only if the goods are at least equal to those of our competitors in price and quality and we should aim to have the stamp "Made in Canada" represent absolutely undoubted quality, the best workmanship and the finest materials. It is only by producing a superior article that we can hope to make rapid progress in our foreign trade.

Gross Carelessness

At the same time a warning is issued to Canadian exporters against committing in the future such gross carelessness in regard to packing, etc., as has been in evidence in the past. Typical instances are given:

1. A shipment of angles, ordered to be a certain length, was sent to the East. When the shipment arrived there were at least three length in the consignment which were shorter than the specifications called for, with the result that the shipment was of no use for the purpose required. If the shipping clerk had checked the goods carefully before they were packed he would have discovered the error, and the resulting discredit to his employer, and a great deal of inconvenience to the importer, would have been saved.

2. A shipment of goods, which required several cases to contain them, went forward with the cases numbered and a statement that certain goods were in certain numbered cases, which was just what the importer desired. When the latter proceeded, however, to open some of the cases to secure the goods he needed, he discovered that the goods were not packed as indicated, with the result that he was put to considerable unnecessary inconvenience and annoyance.

3. A shipment of hardware went to the East and when it arrived a great quantity of the goods had been stolen. This might have been avoided if the cases had been bound with metal straps.

4. A shipment made against a banker's credit on a through bill of lading went forward from the exporter's warehouse on schedule time in accordance with the contract, and the shipper paid no further attention to it. The goods went as far as the seaboard, but there they lay for months and the importer at the other end was kept waiting for them. Finally he cabled to find out the cause of the delay and the exporter then woke up to the fact that he should have followed up the shipment and ascertained that it was promptly placed on board ship, thus looking after his client's interests. The importer, in view of this experience, says that he will not pay for any more goods shipped from Canada unless on an ocean bill of lading. There were numerous complaints of this kind.

5. An Australian importer stated that he purchased a considerable amount of merchandise from Canada for sentimental reasons, but that he always had the goods forwarded through a New York forwarding house as he could then rely on the shipment being in order. He stated that Canadians were too careless about handling this business.

6. One large foreign house recently sent a man through Canada and the United States with a view to establishing connections, and after looking the situation over he came to the conclusion that he could probably buy a considerable part of his requirements in Canada, but from his point of view the Canadians lacked "pep" and initiative, and were too careless in their business methods to compete with the Americans, with the result that he gave his business to United States firms.

7. The number of complaints that Canadadian export houses fail to answer letters and even cables was really astonishing.

8. Some firms complained bitterly that they would take up a line of Canadian goods and after going to the expense of introducing them and building up a good market for them, the Canadian house would suddenly cease shipments without even a letter of explanation.

This Eastern market holds great possibilities, as indicated by the following lists of imports such as Canada can produce—by various countries:

New Zealand—Automobiles, tires, etc.; bicycles; canned fish; canned fruits, fresh fruits; drugs; dry goods; fancy goods; hardware; iron and steel products; lumber and manufactures; machinery· metallic roofing; nails; paints and varnishes; paper, stationery, etc.; rubber goods, spirits, tobaccos, wearing apparel; wire fencing.

Australia—Agricultural machinery and implements; asbestos, crude, sheet, etc.; axles, bolts and nuts; brushes; calcium-carbide; cartridges, sporting; corsets; cotton goods: blankets, ducks, canvas, drills, denims, prints, unbleached calico, bleached calico, flannelette, twill, knitted underwear, fleece-lined underwear, mercerized cotton, piece goods, silk piece goods, linen piece goods, etc.; drugs, refined and in bulk for manufacture; electrical appliances; emery stones and wheels; fire bricks; fish, in cans (salmon, herring, lobster, etc.), smoked, dried and salted; furred skins; felt roofing; gas appliances and fittings; gloves; hair cloth; hardware; machinery; electrical, mining, woodworking, machine tools, printing machines, sewing machines, portable engines, stationary engines, etc.; metals, various manufactures of, and expanded metal; office furniture; paints; paper: newsprint, litho paper, writing paper, wrapping paper, vegetable parchment, waxed paper, paper boards, wall paper, etc.; pianos and organs; reinforcing materials; rubber goods; sewing silks; slate roofing tiles; springs: steel shafting; tube piping, black and galvanized; wire, fencing wire and nail wire; wood and manufactures thereof.

Japan—Aluminum; aniline dyes; asbestos, in lump, powder and fibre; automobiles; bones, animal; chemicals: carbonic acid, caustic soda, soda ash; butter and cheese; condensed milk; confectionery; drugs, medicines, etc.; explosives: dynamite; fertilizers of various kinds; fish, salt (salmon and herring); grindstones, artificial; groceries of all kinds; gypsum; iron and steel and manufactures thereof of all kinds, including iron screws, wire nails, horse nails, galvanized wire, materials for railway construction, rails, iron anchors, shipbuilding material, etc.; lead; leather, sole, dyed and colored; lumber, pine, fir and cedar; machinery, metal or woodworking; metal and manufactures; malt; oxide of cobalt; paints; paper: printing, writing, drawing, packing, pasteboard, fancy papers; parts for cycles; pulp for paper making; salt; talc; tarred felts, paper, etc.; wines and liquors.

TRADE CHANGES IN ITALY

During the war Italy has eliminated imports amounting to $111,000,000 a year from Germany and $54,000,000 from Austria-Hungary, and in doing so has lost an export trade to those countries valued at $60,000,000 and $37,000,000 a year, respectively. Nearly half of these exports were fresh and preserved fruits and vegetables and manufactures of silk, for the sale of which, unless other markets can be found, Italy is bound to turn to the countries which composed the Central Empires.

At the present time Italy is in need of supplies of almost every description and will import them as soon as trade restrictions are relaxed by the Government. Everything Canadian is popular, and there is a strong desire that Canada shall take a share in furnishing what the country itself is unable to produce. This trade will come to Canada if an effort is made to secure it. The decision rests with Canadian manufacturers, exporters, and above all with the banks, for a cash business with Italy is almost impossible. If the banks will not finance this trade or are not in position to do so, the opportunity will be lost.

A Profit-Winning Combination

Auto Accessories and Tractor Accessories Offer Big Possibilities for Future Business —Tractor Business is Growing at a Tremendous Rate—Auto Manufacturers Unable to Keep Up With the Rush of Orders

"THE tractor business is going to develop much more rapidly than the automobile business did, for the simple reason that thousands of farmers who own autos have learned the value of motor driven equipment. By reason of their satisfactory experience with their cars, they will take for granted the value of tractors and buy them. This is being demonstrated every day. A very large percentage of the tractors sold this year are sold to farmers who also own automobiles."

This statement was made to HARDWARE AND METAL by F. I. Fox, manager of the Toronto branch of the Ford Motor Co.

It is interesting to hardware dealers particularly, because it shows how one man who is close to actual conditions, and handling thousands of orders every month, views the future of the trade.

Has a Big Future

"Is it correct that the tractor business at the present time is where the automobile business was ten years ago?" he was asked.

"No, I would not say that," was the reply. "It is in a much better position than the auto business was ten years ago. Ten years ago the auto was just beginning to come into its own. A few farmers had cars, but there was a tremendous lot of prejudice against them. All sorts of arguments were advanced, that they ruined the roads; that they were unreliable; that they were expensive to maintain and so on. There was no more bitter enemy of the automobile ten years ago than the farm. The auto has proved its value and now it has no warmer booster than the farmer. They are buying autos in such numbers that we simply cannot keep up from a production standpoint. Usually in August and September our sales start to slow up. Now they are increasing, and this in spite of the fact that we are months behind with our orders."

Will Be Big Help

"The fact that the farmers have recognized the value of the auto is making it easier to sell tractors. Of course the business is in its infancy yet, but it is making tremendous strides. When the figures are published showing how many tractors have been sold this year a lot of people are going to be surprised. The tractor is here to stay. It has just as definite a place and will render just as definite a service in its own field as the automobile has. It will be a tremendous help to the farmers in solving their two greatest problems, the labor question and the question of greater production. In my opinion the tractor has arrived at a psychological moment in the history of the world. There never was such a need of greater production. People everywhere are clamoring against the high prices of food and the only possible way they can be brought down is to produce more. In my opinion the tractor is going to do more to bring down food prices than anything else. Figure it out for yourself. A good farm tractor will do as much work as from four to six horses and two hired men. Figure the cost of the tractor and then place it alongside of the figures for upkeep of horses and men. The horses and men will cost more than several tractors, and in addition the farmer has all the trouble of looking after the horses and of getting and keeping the men.

See Their Value

"Farmers are not slow to see the value the tractor is to them. That is why sales are jumping as they are. Unless my guess is wrong the tractor business in less than five years will be as important an industry as the automobile trade is to-day, and that is one of the greatest businesses in the world. Tractors are proving just as easy to work with and just as efficient as the automobiles, and thousands of farmers to-day simply would not be without their autos. It is only a question of time, and a short time when the tractor will be just as popular."

Offers Big Future

Hundreds of hardware dealers all over the Dominion have learned in the last few years just how profitable it is for them to handle auto accessories. Many of them not only handle accessories but the autos as well. In the last year a great many, especially in the north-west have taken agencies for tractors and tractor accessories as well. Reports are that the two go together well.

The development of the tractor business presents a field that is well worth the most careful consideration of the hardware dealer whether he is handling auto accessories or not. There is little doubt that both the auto business and the tractor business are here to stay. At the present time the automobile factories simply cannot keep up with their orders. Farmers are sending in orders faster than the cars can be manufactured, and many of the firms are months behind in their deliveries.

The Tractor Business

The tractor business has not reached this stage yet, but it is growing at a rate that is really remarkable. When it is remembered that the automobile sales in Canada have doubled every two years and that the tractor business is

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This tractor will do the work of two men and eight horses. Farmers are buying tractors in ever increasing numbers and the sale of tractor accessories and supplies in a very short time may rival those of auto accessories and supplies. Many hardwaremen are giving this business careful consideration.

Labor-Saving Devices Popular

Every City Dweller, Every Farmer, Every Woman is Interested in Goods That Will Lighten Their Tasks—Big Opportunities in This Field For Dealers Handling These Lines—Business Growing Steadily

THERE never has been such a demand for labor-saving devices as there is at the present time. This is partly due to the difficulty of obtaining help that can be depended upon and partly to the important developments that are being made in the manufacture of appliances which are aimed to eliminate the drudgery in everyday working life. There is a big market for these things because everybody is interested in them. The city man is buying equipment of this kind because it makes for his comfort. The farmer is buying labor-saving devices because he wants to make his work as easy as he can, because he wants to have some of the comforts he has done without so long, and because he is getting educated to the fact that there is more in life than mere hard work. The city woman and the farmer's wife are keen for them because the installation of such equipment means their emancipation from tasks that for many years have been the bugbear of woman's existence and the cause of countless cases of wrecked health.

A Big Opportunity

There is a big opportunity in this field for the hardware men. One of the fields which the hardware man has been developing splendidly is in the sales of washers. At the present rate of increase it will only be a question of a few years when washing machines will be as common in the homes of Canada as sewing machines. There is a lot of business ahead for somebody, and the men who get it will be those who go after it.

Electrical equipment of all kinds is another big field for the hardware dealers, and one in which they are cashing in. Every year sees the business in electrical equipment increasing, and as yet the fringe of the trade is merely touched.

Farmers Big Buyers

The farmers are big buyers of all kinds of labor-saving devices. They will be bigger buyers from now on. No one in Canada is so prosperous to-day as the farmer, and the dealer who can show him how he can lighten a task, make his home better and more comfortable, or do his farming easier, is going to sell the goods.

The following from the Grain Growers' Guide shows what was found on a survey made in Manitoba. The same applies all over the Dominion and indicates the possibilities of the market.

A Wife Saver

The gasoline engine applied to the work of the farm home should not be called a labor-saving device but a "wife-saver." This, at least, is the testimony of Manitoba farmers who have tried it out. One farmer, in building his new home, paid particular attention to the equipment of the basement. One corner is partitioned off with a cement wall and forms a larder and dairy room; here are placed the cream separator and the churn. The opposite corner is partitioned off for a fuel room; here stands the circular saw. In another corner there is a small gasoline engine; along the girders runs the line shaft from which are driven the dynamo opposite the engine, the cream separator and the churn, the washing machine and the mangle, the soft-water pump for the pressure tank and the circular saw. The hard water comes from an elevated tank outdoors, to which it is raised by a windmill.

Possibilities in Remodelling

In another case we found that the farmer had simply remodelled his old home, building a lean-to at the back of the kitchen. This contained the washing machine, the separator and the churn, which were driven by a line shaft passing through the basement wall. In the basement itself stood the gasoline engine and dynamo. The old frame house, the barn and all the outbuildings were lit by electricity. The whole installation cost $500, and his wife would not be without it.

Another young farmer, whose wife was in poor health from work and worry, was intensely interested in the survey, and on finding out what others had done asked for advice on the installation of a power washing machine, separator and churn. A year later an investigator visited the house, and, in the presence of his wife, the young man said: "You did a Christian act when you advised me to put that in; my wife has been a different woman ever since."

Much of the drudgery and hard work could be avoided by the installation of these "wife-savers," and the education of women and girls in the running of gasoline engines and the adjusting of machinery by short course classes throughout the country and in the agricultural college will no doubt overcome the difficulty.

Proper Conservation

Another of the home conveniences which costs money to install, but easily pays good profit, is the water system. There is no doubt that the farmers have awakened to this fact for in eighty per cent. of the homes visited we have found either hard or soft water in the house, and frequently both; but in only fourteen per cent. of these cases did we find a running water system, and in less than two per cent. of the cases did they enjoy the luxury of a bath. It is difficult in these days of rising prices to estimate the cost of such installations, but in several of the cases the water systems had been put in for little over $100, and some had cost considerably more. The pressure tank system seems to be best fitted for the average farm conditions, and any farmer with a mechanical turn of mind can do the work himself.

Saves Much Labor

"No investment," says the commission of conservation report, "yields more in conserving the women's health and strength, in creating greater home comforts and in lifting the general tone of the material side of living, than the installation of water service of the sanitary conveniences in the home." The water system saves much labor in the carrying of water, but there is still the labor of carrying it out. Of the eighty-six per cent. who had water convenient in the house, only eighteen per cent. had drainage; ten per cent. had cesspools; four per cent. had septic tanks, and four per cent. had open drains. The remainder still laboriously carried out the waste water and spilled it on the ground. A septic tank system can be installed in the average farm for less than $100 if the farmer does the work.

Says Tendency is For Higher Brush Prices

"The tendency is towards higher prices in all lines of brushes," said A. L. Foster, secretary of T. S. Simms & Co., Limited, St. John, N.B., in discussing the outlook with HARDWARE AND METAL.

"The whole situation," he said, revolves around production costs, and these have been greatly increased. No changes in prices are being made at the present time, but indications point to advances."

Mr. Foster stated that business has been excellent not only in Canada, but abroad also.

"There has been a splendid demand for brushes from all parts of the Dominion," he said. "Our export trade is showing a nice development. We could have had a lot more business if we had cared to take it, but we are going after the business than can be developed into permanent trade, and also the business in the better grades of brushes. We find the export business developing nicely in all parts of the world."

EDITORIAL COMMENT

UNITY OF PURPOSE

A PLEA for "Unity of Purpose," made by a Toronto minister, is one which might well be taken up in the life of our country to-day. We read of the farmers' organizations, of the labor organizations, the manufacturers' organizations, the retailers' organizations, the War Veterans' organizations, and so on. Their objects are generally to further individual interests. There is no central organization composed of farmers, labor men, manufacturers, retailers, etc., to which representatives of one class can go to discuss the other fellow's problems. Each class will tell you they have the interests of the country at heart—after their own objects have been accomplished—and perhaps they have, but they have no way of accomplishing the greatest good, that is, by co-operation. Unity of purpose might well be taken as the watchword of a central organization embracing all factions. The retailer in the rural centres can do much to further this "community" spirit if he only will. The farmer has much in common with the town merchant if he only realized it. Get together with the farmers in your district and discuss your problems. The similarities of the main issues will surprise you—unity of purpose will accomplish much more good for the country than individual factions ever can. Call a meeting of your local Board of Trade and invite the farmers to sit in with you. Try it now.

WORTH INVESTIGATING

ON another page of this issue of HARDWARE AND METAL will be found a statement from the manager of a large firm manufacturing both automobiles and tractors. His views on the present situation in regard to the tractor trade are worthy of careful consideration by hardware dealers, especially those who are handling auto accessories, and might easily handle tractor supplies and accessories as well. The tractor business, of course, is merely in its infancy yet, but when we consider what a very short time it is since the automobile was in the same stage of its development and what amazing progress the business is making it might be well worth while giving a little attention to the future of tractors. The man who is quoted in the article mentioned, makes a significant and interesting point when he says that the development of the tractor business will be a great deal faster proportionately than was the auto business, for the reason that thousands of farmers now own and appreciate the value of automobiles and will not be so hard to convince regarding the value of tractors. As everyone knows, it is only a few years ago that the farmers were the most bitter enemies of the auto. There was a time when they were equally bitter over the inauguration of electric street cars and boycotted certain stores located on streets where the cars passed on the ground that their horses would be frightened. To-day many of these farmers or their sons are driving up to those stores in their automobiles. There is none of this prejudice about the tractor. It is simply a question of convincing the farmer that the tractor will make good. When he understands that with an inexpensive tractor he can do the work that now takes two men and six or eight horses it is only a question of time when the use of the tractor will be universal. It is going to take many thousands of tractors to supply all the farmers in Canada and there is going to be a lot of good business for the hardwaremen who handle tractor supplies and accessories. There is little doubt that the next five years will see some remarkable developments in this business and many hardware men are studying the outlook with much interest.

SHOWING BIG GAINS

ACCORDING to statistics retail stores and mail order houses are experiencing one of the most prosperous periods in their history. The only three classes of business comparing with them are the automobile manufacturers, the rubber companies and the woollen and cotton mills. Statistics up to the end of the seventh month of this year show gains in business of from twenty to thirty-five per cent. over last year. Hardware men are sharing in this general prosperity, and "Business is excellent" is the invariable answer when they are asked regarding conditions. One paint manufacturer stated to HARDWARE AND METAL that at the present rate of going his business will be double that of last year, and he had a good season in 1918, too. A significant factor in the business reports from the great part of the Dominion is that collections are excellent. This is due to two factors. One is that people never had so much money as they have now

and the other is that hundreds of business houses have been shortening credits. Many retailers are now doing as nearly a cash business as it is possible for them to conduct and they are finding the plan to work well as it gives them money they need for carrying on, and also saves them a lot of time, trouble and loss.

HERE IS A GOOD POINT

AN Ontario hardware dealer in his advertising recently made a point that other hardware dealers might use with profit. In urging people in his community to build and get homes of their own and get away from paying high rents he made the statement that the hardware for a $3,000 house only averages about $30 more to-day than it did in 1914. This is a point which many people do not realize. While it is quite true that it will cost a man who is going to build quite a lot more than $30 additional to build now, due to higher prices of lumber, material and labor, his hardware bill will not be materially increased. Many people who have been considering building have been carried away by sweeping general statements that everything has advanced prodigiously. The $30 more that hardware costs now is neither here nor there with the builder and the hardware dealer in talking to prospective builders, have a good point to make.

MONEY WELL SPENT

HON. DR. CODY, the Minister of Education for Ontario, will have the strong support of business men generally in the move he is making to obtain reasonable salaries for teachers. The training of the boys and girls of Canada is too important a matter to be trifled with and it is putting the case mildly to say that hundreds of really capable men and women have been lost to the teaching profession because of inadequate compensation. In the last five years there has been a great dearth of teachers and the reason is that other lines of work are offering so much better salaries that only a small number of men and women will go into teaching. It is stated, that in many places as a result of the scarcity of teachers, those on duty have to look after much larger classes than they should have to teach. They are overworked and underpaid. This situation should be remedied. Education is one of the most important matters in the national life and a penny wise and pound foolish policy in regard to paying teachers is to be deplored. It is understood also that Hon. Dr. Cody is planning important changes in the curriculum and in this also he will receive warm support. There is little question that one of the faults of the school system is that too much that is of no real value has crept in and essential subjects have been neglected. Many business men who have had boys and girls come into their stores to take positions have complained about their absolute lack of commercial knowledge, their poor arithmetic and spelling and their inability to write even reasonably accurate letters. These are important matters and instruction in them should not be skimped.

TWO-CENT POSTAGE

THE coming debate in the House on the motion of Hon. Rodolphe Lemieux, that "the time has come when a cheaper rate of postage and of cable communications should be adopted," promises to be interesting. Hon. Mr. Lemieux is personally in favor of the country going back to the two-cent postage rate. Many business men agree with him, especially since the United States postal department restored the two-cent rate. Others point out, however, that revenue is very urgently needed at Ottawa, and that although the extra cent on every letter only means between $5,000,000 and $6,000,000 per annum, that even that relatively small sum is a very welcome addition. Furthermore, it is pointed out, that paying an extra cent on letters inflicts hardship on no one.

GARDENING AS A CURE

PROFESSOR LEONARD HILL, director of the Department of Applied Psychology of the British Medical Research Committee, has aroused much interest in England by his statements that the quickest cure for the unrest that is general throughout the world is to establish garden cities where people can get outdoors, work in their gardens and eat plenty of fresh vegetables they have grown themselves. He urges the Government to see that the big cities are not added to and the conditions under which people have been living in large centres are changed. The tenement baby, over-clothed and confined indoors by its mother, for fear of its catching cold, he says, dies from troubles brought about by its environment. Countless cases of ill-health in adults, he says, may be traced to too much indoor life in crowded cities and ill-ventilated rooms. Get people outdoors, he says, and let everyone have a garden, and in a short time the high infant mortality and the high death rate of many of the large centres will be cut in half. It is interesting to note from a Canadian standpoint that since the war hardwaremen have done a greatly increased business in gardening tools and supplies, and that health statistics indicate that the national health was never better.

THE TINPLATE SITUATION

LATEST advices from England state that labor troubles in the United States are having a remarkable effect on the tinplate trade of South Wales. The market has stiffened to such an extent that many Welsh makers are refusing to quote ahead. There is a notable demand from Germany also. This is a gratifying situation in view of the conditions that have been prevailing for some time past when many of the tinplate firms of Wales did little or no export trade.

Stove Sales May Smash All Records

Dealers Have Exceptional Opportunities This Season for Getting Business — Sixty Thousand Soldier Boys Home With Brides—More New Homes Being Built Than in the Past Five Years

WITH more new homes being finished up in Canada than were built in the past five years, with nearly sixty thousand Canadian boys back from overseas with brides, and with thousands of people who were living "doubled up" because relatives were overseas starting back to housekeeping again, exceptional chances for the sale of stoves are presenting themselves to dealers this season.

In addition to this the fuel situation in itself is an incentive to people to give more consideration than ever to how they are going to keep warm this Winter. The scarcity of coal has caused people all over the country to think about stoves much earlier than many of them usually do and dealers report many inquiries and a good deal of business in hand already.

See Big Opportunities

Many dealers see opportunities offering this season for sales of stoves that are equal to the best they have ever had. People have the money, in fact the buying public never has been so flush of money as it is right now. Many of the inquiries made regarding stoves show that people are demanding the best there is and they are willing to pay for it. They want something that is going to give them the very best satisfaction and that will look well. Dealers state that as nearly as they can size up the situation this Fall efficiency, appearance and ease of operation are the three big points people are looking for in the stoves they are going to buy.

Want Good Cookers

Brides who have to cook for the soldier boys who have been putting up with all sorts of things in the trenches for the past five years insist on getting a stove that will cook well and bake well. Mothers who have the boys back home again and want to give them some of the real old-time meals insist on the same things. Many of the inquiries show that people have in their minds the advantages of getting a stove that will burn wood or some other fuel in case they are not able to get the supplies of coal they want. This is an important consideration from the buyer's standpoint and gives the dealer a real interesting talking point to play up and make the most of when he is demonstrating.

Easily Kept Clean

A lot of women are trying to get away from the job of blackleading stoves and keeping them clean by eternal scouring. They are interested in styles of stoves that are easily kept clean. In some districts this preference, it is stated, is particularly marked, and splendid sales of stoves with enamel and tile finishes are being made. These may be washed in a few minutes and kept in that condition that good housekeepers like to keep their stoves.

There seems to be a general tendency on the part of many manufacturers to break away from the extensive nickeling that was once so popular. This is partly a result of efforts to keep prices down and also a move brought about by the demands of the public in wanting a stove that will not require continual polishing.

Good Window Displays

Good window displays will always help the sale of stoves, and in arranging a display of this kind many dealers find that show cards drawing attention to various important features of the stoves help a whole lot in arousing interest and bringing people into the store to get further information.

Good window displays are excellent producers of business, but if they are



Not in many years have there been better opportunities for selling stoves than are offering this fall. With thousands of new homes being erected, sixty thousand soldier boys home with brides and the fuel situation acute, dealers who are handling stoves have some real chances for business. A good store display is a big factor in helping sales.

the supporting props in a good campaign of advertising the results will be far-reaching, especially for those dealers who wish to draw the attention of large farming communities to their stove displays.

Put on Demonstrations

Really excellent results have been obtained by many dealers who held demonstrations. The length of the demonstration varies according to the size of the territory it is desired to interest. In many of the smaller towns dealers have found that the best results have been obtained from a demonstration held on Friday and Saturday, the Saturday being a market day, when hundreds of farmers and their wives are in town. Other dealers in cities find that a three-day demonstration taking in Thursday, Friday and Saturday give the best results. In cases of this kind they frequently co-operate with the women's organizations of some of the leading churches and arrange for a sale of cooking, etc. This gives them a chance to demonstrate what the stoves will do in the way of baking and cooking and also makes for wider publicity both in the home town and in the country round about.

Bring Good Business

Various dealers have stated to HARDWARE AND METAL that they have obtained splendid results by taking stoves to the fairs in their district and talking up their good points to people interested. They say that in no other way can they get into such close personal touch with such a large number of people as by showing at fairs, and that they not only get orders but information that when followed up frequently results in subsequent business.

Second-Hand Stoves

A phase of the stove business that many hardware men are developing with excellent profits, they state, is the trade in second-hand stoves. Very frequently dealers are able to allow a fair price for an old stove in connection with the purchase of a new one and make almost as much out of the old one as they did on the new. By taking the old stove from the prospective buyer and allowing a little on it they are frequently able to close business up which might hang fire for some time or perhaps be lost altogether.

Perhaps one of the best indications of the business that is likely to develop in stoves this season is shown by the way the big mail-order houses are going after it. They are featuring stoves, it is stated, as never before and are sending out huge quantities of their catalogues. In one small Ontario town the other day nine tons of catalogues from one department store arrived for distribution. In another town smaller than the one just mentioned a bunch of catalogues came in for mailing and the postage bill exceeded $175.

Can Get the Business

The hardware man who goes after the trade can beat the mail-order house every time in price, quality, service and anything else. He will not do it though if he sits still and waits for the people who are going to buy stoves to come in and ask him about them. If he gets the stock, displays it and advertises it, in short lets the people know he has the goods, he has nothing to fear from outside competition.

During the first six months of this year the exports of steel from Sheffield to the United States amounted to £189,411, and of cutlery to £9,468. This is a fairly substantial increase upon the exports for the corresponding period last year.

Wise Profit-Sharing Succeeds; Unwise Fails

PROFIT sharing! There seems to be an extraordinary interest in this subject among employers and workers both.

To begin—profit sharing is not an experiment. We know beyond all doubt that it succeeds when properly applied, and that it fails when applied badly.

There have been many profit sharing failures. The main causes of failure are as follows:

(1) Using profit sharing as a device to make workers content with low wages.

(2) Refusing to say beforehand what proportion of profits will be given.

(3) Treating the matter as an affair of charity, not business.

(4) Installing it as a weapon against trades unions.

(5) Applying it to large bodies of rank and file workers.

(6) Giving too small a proportion of profits to interest employees.

(7) Using it as a substitute for personal contact and co-operation.

(8) Starting it without a foundation of good-will and confidence.

(9) Making it too legal and complex.

(10) Paying in non-saleable stock instead of in money.

These are the ten rocks upon which profit sharing has been shipwrecked. You must beware of these ten rocks.

Profit sharing differs from piecework because it is based upon net profits, not upon the output.

It enables workers to take the firm's point of view. It makes them partners. It increases their self-respect as well as their pay.

Extra pay for extra loyalty—that is the keynote of successful profit sharing.

When Leclaire suggested it to his 44 workmen, in 1842, they were suspicious. They could not understand it. Accordingly, Leclaire, being a Frenchman, proved his sincerity in a dramatic way.

At the end of the year he called his 44 men into a room and threw upon a table a 10 lb. bag of gold. He poured the golden pieces upon the table and said, "This is not mine. This is yours." Every man received about ten guineas in gold. That was proof.

As to how much of the net profits should go to the workers, there is a wide difference of opinion. Every one agrees that it must be at least 5 per cent.

Filene, of Boston, takes a certain percentage of profits and gives half to managers and half to his 2,500 workers.

In British firms the average profit sharing amounts to 5½ per cent. of wages.

Speaking generally, profit sharing is most successful when applied to managers, heads of departments, salesmen, foremen and small groups of high-grade workers.

It is not likely to succeed when applied to a large body of low-grade workers.

It can only be effective when there is a high degree of intelligence, confidence and loyalty.

Wherever there is a spirit of goodwill and efficiency, profit sharing comes as a matter of course. It binds a company together. It is not only the dollars and cents result of a good year's work. The market rate of wages is not supposed to pay for loyalty and personal interest. It does not pay for enthusiasm. It pays for a certain amount of work and no more.

Therefore when managers and workers take the interest of partners they should be treated as partners. They cease to be employees. They are responsible members of the firm.

Profit sharing is much more than chucking a tenth of surplus profits to the workers. It is much more than a form of insurance against labor troubles.

It means giving the workers a bit of the glory as well as a bit of the gold.

It means abolishing the caste system of industry, which regards directors as Brahmins and workers as pariahs.

It means more brain-power and heart-power as well as body-power.

It means that a firm becomes less like a despotism and more like a family circle.

Profit sharing means management sharing. It is a beneficial, profitable and inevitable development. and the sooner you move towards it the better.—Herbert N. Casson, in the Efficiency Magazine, London.

SHOULD STUDY THE SITUATION

Canadian firms who are sending cuts and other prepared material to be printed in Australia should bear in mind that newspaper facilities are not identical with those in Canada, and that local advertising agents should be consulted. Recently a fine-screen halftone block prepared by a firm was sent by its orders to a daily paper to be printed, but the quality of paper used produced simply a black smudge in place of a picture. A line cut would have been all right, but halftones can only be printed on coated paper, such as some of the Austrialian weeklies use.

EVENTS IN THE TRADE

Business Changes

Ayr, Ont.—R. A. Fleming has purchased the Lashbrook Hardware from Roy Lashbrook.

Dubuc, Sask.—Wright & Son have purchased the hardware business of Wilson McIntyre Co., Ltd.

Piapot, Sask.—R. Allen has sold his hardware and furniture business to W. Parkinson, formerly of the Union Bank staff.

Estuary, Sask.—The hardware business of Wiebe Bros. has been sold by the trustees of the Assiniboia Trust Co. to N. D Storey.

Mossbank, Sask.—The hardware and garage of E. Brink & Co. has been sold by the trustees of the Assiniboia Trust Co. to Witzke Bros.

New Firms

The Patterson hardware at Walkerton, Ont., which has been closed for some months, was reopened this week. A lease of the premises was taken by ex-Mayor A. Johnston of Walkerton and J. J. Richardson of Guelph, Ont., formerly of Walkerton. The new firm will conduct both a hardware and plumbing business.

Fire Losses

In a fire at Campbellton, N.B., which caused a loss of $50,000, the hardware store of W. Cook was completely destroyed. The fire is supposed to be of incendiary origin.

The premises of Adolphe Huot, marine supplies and tinsmithing, at Quebec, were damaged by fire. The loss is fully covered by insurance.

Fire of unknown origin completely destroyed the hardware store of John W. Kennedy at Georgetown, Ont. When discovered during the night the flames had made such progress that nothing could be done to save the building. The loss, it is stated, is only partially covered by insurance.

Obituaries

The death occurred at Montreal of A. G. MacPherson, of A. MacPherson & Son, hardware.

The death occurred at Rockwood, Ont., of James Milne, for many years the principal in the hardware business of Milne & Co., at Stirling, Ont. Mr. Milne was a native of Scotland and came to Canada as a lad of four. More than fifty years ago he commenced business in Stirling.

Personals

W. Lendon, of the hardware firm of Lendon & Cook, Leamington, Ont., is a visitor at Toronto fair this week.

S. W. Smith, manager of the Toronto branch of Brandram-Henderson, Limited, has returned after spending three weeks in Montreal.

A. L. Foster of St. John, N.B., secretary of T. S. Simms & Co., Limited, brush manufacturers, was a visitor at Toronto fair this week.

Norman D. Nairn, of the hardware firm of Armstrong & Dowswell, Regina, Sask., was a caller at the office of HARDWARE AND METAL during the week. He has been spending his holidays with relatives in Toronto and around St. Marys, Ont., his former home.

Prior to his departure for Oshawa, Ont., where he has accepted a position as manager of the Oldsmobile section of the General Motors Limited, George E. Peacock was presented by the business men of Orillia, Ont., with an address and club bag. He was the guest of honor at a banquet tendered him by the Canadian Club and Board of Trade. Mr. Peacock has been manager of the production department of the Tudhope, Anderson Co. for some time.

Trade Notes

The Levis File Company of Quebec has purchased new premises.

Foundries Buildings & Supplies Co., of Three Rivers, Que., has obtained a charter.

The Roxton Baby Carriage Co., Ltd., of Roxton Falls, Que., has obtained a charter.

The Lagare Automobile, of Sherbrooke, Ltd., Sherbrooke, Que., has been granted a charter.

The Renfrew Refrigerator Company, Renfrew, Ont., plans to build extensions which will double its capacity.

The Computing Scale Company, of Brantford, Ont., has commenced work on an addition to its factory to cost $11,000.

The Lougheed Machine Co. has sold its premises at Sarnia, Ont., to the Seagrave Co. of Walkerville, manufacturers of fire equipment.

Alex. McCarter, hardware dealer at Walkerton, Ont., has finished making alterations in the interior of his store and now will have 1,500 square feet of floor space.

The Union Cap Screw Co., Ltd., of Walkerville, Ont., has obtained a charter.

A meeting of the American Washing Machine Manufacturers' Association has been called for September 10 and 11 at Chicago.

The Goodyear Tire and Rubber Co. has purchased a site at Regina and will proceed shortly with the erection of a building to cost $75,000.

The Dominion Alcohol Company, manufacturers of charcoal and wood alcohol, is reopening its plant at Wotton, Quebec. The factory had been closed for six months.

At the picnic of the Iron Molders' Union held at Waterloo Park the tug-of-war was won by the men from Clare Bros. foundry at Preston, Ont. Preston also won the baseball game.

Montreal News

Mr. Anderson, of the Nicholson File Co., Port Hope, Ont., was in Montreal this week.

W. P. Kearney, of the Dominion Chain Co., Ltd., Niagara Falls, Ont., was in Montreal this week.

W. W. Ingersoll, vice-president and manager of the Dougall Varnish Co., Ltd., has returned from his vacation.

W. Redshaw, of the Tower Canadian Co., Ltd., Toronto, was in Montreal this week.

Mr. Weutrich, of the Charles Parker Co., who for many years has covered the Canadian territory, has been made sales manager for the company at their head office, Meriden, Conn. He is succeeded by A. Pease.

Carlin Campbell, of the Walkerville Hardware Co., Ltd., Walkerville, Ont., who was married on Wednesday of this week at Walkerville, will spend the beginning of the week getting acquainted with his new duties with the firm of Lewis Bros., Ltd., Montreal, for whom he will cover the western part of Ontario.

Incorporations

J. P. Abel, Fortin, Limited, head office Montreal, capital $200,000, plans to manufacture and deal in window sashes, paper boxes and similar products.

The Live Wire Company, Limited, head office Guelph, Ont., capital $100,000, plans to manufacture and deal in cables and wire, both insulated and not insulated.

Canadian Auto Accessories Company, Limited, head office, Ottawa, capital $40,000, plans to manufacture and deal in auto accessories.

The Anglo-Canadian Pharmacal Company, Limited, head office Montreal, capital $50,000, plans to manufacture and deal in oils, paints, varnishes, drugs, electrical and photographic goods.

VANADIUM COMPANY BOUGHT BY C. M. SCHWAB

A deal by means of which a few men control more than 95 per cent. of the world's supply of vanadium was completed when Allan A. Ryan & Company, bankers, acquired control of the mines in Peru and the mills in Pittsburgh of the American Vanadium Company in behalf of J. Leonard Replogle and Charles M. Schwab.

The company may revolutionize an important branch of the iron and steel industry. Acquisition of the American Vanadium Company includes enormous deposits of vanadium ore in the Peruvian Andes mountains, some 12,000 feet above sea level. It is stated that these rich ore beds will give the new company control of more than 95 per cent. of the world's supply of vanadium, which is now being used extensively in the manufacture of high-grade steel for automobiles and other purposes.

It is said that four pounds of vanadium will increase the strength of one ton of steel 45 per cent.

Simple Plan Helps To Boost Business

A simple plan which has resulted in greatly increased business for a Western firm which handles furniture was to put the following classified ad. in the local papers daily:

FREE.—Strangers in the city or families contemplating moving are invited to call for free rent list showing location and giving complete information about desirable vacant flats and apartments.———Furniture Co.

A new issue of the rent list comes out weekly, and it is closely checked up so that people seeking homes are not sent on a wild goose chase to places already rented. The firm has found that its business traceable to this stunt has grown so that it pays to keep a young woman who looks after the department.

People wanting lists must call for them. None are mailed and none given to children. The idea, of course, is to get the person into the store and get them familiar with it. The young woman looks after all who want lists. She knows the city thoroughly and it has been found that as a great many of the home seekers are women, it is of advantage to have a woman to talk to them. She can explain about the neighborhood, what street cars to take to get to it, and answer many such questions. While a direct appeal is never made for business to those asking for lists it is found that a surprising percentage of them remember and appreciate the service rendered, and if they have any buying to do come back to the store.

Next Annual Convention of Ontario Hardwaremen to be Held at Niagara Falls

Greatest Scenic Spot in Canada Will Be Chosen if the Big Clifton Hotel Can Be Secured—Membership of the Association Shows a Nice Increase—Preparation of Program Under Way

IF the Clifton House at Niagara Falls, Ont., can be obtained at the time required, the next annual meeting of the Retail Hardware Association of Ontario will be held there. This was decided at a meeting of the Executive Committee held in Toronto on Labor Day.

Hamilton, Toronto and Niagara Falls were considered as possible locations for holding the big gathering. It is planned at the next convention to have a larger space than ever devoted to manufacturers' exhibits. An effort had been made to secure premises in Hamilton suitable for the meeting and exhibition the Executive Committee had in mind, but as no hall or other quarters could be secured, it was necessary to secure some other place.

The general feeling was that Toronto would not be suitable. Every member of the Executive present favored Niagara Falls. The only question to be considered now is whether or not the Clifton House can be had during the third week in February of 1920. This matter will be decided by the management very shortly and it is stated that there is every likelihood that the hotel will be placed at the disposal of the hardware men.

The Executive Committee believes that in going to Niagara Falls they would be keeping the convention at a central point easily reached by all the dealers in the province. It would have the advantage of being close to Hamilton and Toronto and within easy reach of a number of important factories in the Niagara Peninsula, manufacturing lines in which the hardware trade is interested. It would also have the advantage of being one of the best known and most popular points of general interest in Canada, and would give the members an opportunity of seeing the beauty of the falls during the winter season.

If the convention is held in Niagara Falls it is felt that many hardware men would gladly come prepared to stay for four, or perhaps five days, especially when an attractive and interesting program is arranged. The question of the program is already under advisement and no efforts will be spared to make it full of interest to the hardware dealers and one of the best in the history of the association.

A gratifying statement regarding the present membership of the Ontario Association was presented at the meeting. It shows a nice increase. Plans are under way for still further increasing this. It is realized thoroughly that the stronger the membership the better work can be done for every dealer in the province.

The financial statement which was presented at the meeting was also very satisfactory.

Among those present at the meeting were President A. J. Wright, Hamilton, Ont.; Secretary W. F. Macpherson, Prescott, Ont.; Treasurer Jno. Caslor, Toronto; Executive members, Geo. E. May, Toronto; F. B. Smith, Belleville. G. D. Davis and C. E. Parsons of HARDWARE & METAL, Toronto, were also present at the meeting.

CATALOGUES and BOOKLETS

THE RENAUD MOTOR SUPPLY CO.

Catalogue No. 9, just issued by the Renaud Motor Supply Co., 326 St. Catherine St., Montreal, contains 154 pages, in which are listed a large number of motor supplies handled by the firm. The catalogue throughout is most attractively printed and illustrated. A section contains valuable information for tourists, giving the distance from many important Canadian and American points to Montreal. The catalogue is printed in both French and English. Copies will be sent to readers of HARDWARE AND METAL who are interested upon request.

S. F. BOWSER & COMPANY INC.

A folder illustrating the Bowser battery storage system for lubricating oil has been issued by S. F. Bowser & Company, Inc., of Fort Wayne, Indiana, and Toronto. The folder is attractively illustrated in colors and shows how tanks of varying capacity may be placed in battery, all being of uniform height. Copies of the folder will be sent to readers of HARDWARE AND METAL upon request.

THE CLERKS DEPARTMENT

Famous Detective Tells How We Make Things Easy For Swindlers

William A. Pinkerton Has Been Catching Criminals for Nearly Sixty Years and Has on His Payroll More Than 3,000 Employees—Do You Know How to Look After Your Own Money?

"BE careful with your checks," is the advice William Allan Pinkerton, head of Pinkerton National Detective Agency, gives to business men. Many merchants think they are careful, but in the following article from the American Magazine Mr. Pinkerton points out how people who think they are careful often make it easy for swindlers. His story as told to Albert S. Gregg is as follows:

"If people would only be more careful of their signatures," says Mr. Pinkerton, with a sigh, "they would take one mighty big step toward foiling the forger. Because this clever gentleman needs first the genuine signature of the depositor whose name he intends to forge, before he can ever attempt to imitate it.

"And yet, how many persons are careless about leaving their signature lying around loose where anyone can pick it up! They step into a bank, for instance, to make a deposit or to get a check cashed, and perhaps they make some mistake and have to write out a new check or fix up a new deposit slip. When this happens they are all too likely to fail to destroy the first check written, even the part which had their name on it. Some crooks frequent bank rotundas for the express purpose of finding signatures which they can use in forging checks.

There is Danger

"This is only one, however, of a number of things which bank depositors must remember. Naturally, you feel when you have slipped a check into a letter and dropped the letter in a mail box that it is comparatively safe. Yet there is danger at both ends of the line, particularly the receiver's end. Mail boxes in the halls of apartment houses or vestibules of buildings are never safe. Professional forgers have been known to follow the postman through the business districts of large cities early in the morning—before most of the occupants have reported for work—and to steal the entire mail delivered.

"If the stolen mail contains a check, the thief can either forge the endorsement and cash it, or else eradicate the name from the check and insert 'Bearer' or 'Cash.' Since there is a genuine signature to the check, he usually has little difficulty in putting it through. If the check is for a small sum, he raises it to a figure of his liking; if it is for so large a sum that he may have difficulty in cashing it, he makes the sum more moderate."

"But just how do forgers work, what are the inside tricks of the trade?" I asked.

"They work in many ways," replied Mr. Pinkerton. "Often professional forgers form bands consisting of the actual forger, whom they call the 'scratcher'; a confidential agent, to get specimens of signatures, and a third man, who presents forgeries at the bank. He is known as the 'presenter,' or 'layer.'

"The confidential agent works as a sort of middle man, and frequently the 'presenter' never even knows the identity of the 'scratcher.' This is done to escape the law, since the actual forger could not be convicted on the uncorroborated testimony of the middle man. The 'presenters' are usually men with prison records, so that if they turn state's evidence their testimony will have to be strongly supported to have any weight with a jury.

"The professional forger is not only an expert penman, but he usually has a thorough knowledge of the chemicals that will aid him in altering checks. Some of them are artists, too, in the way they can ply a camel's-hair brush to restore the most delicate tints in bank safety paper.

Trace the Signature

"The most usual method of the forger is to trace the signature with pencil or carbon upon the paper to be forged, and then to retouch it carefully with ink. But free-hand forgeries are the most dangerous. There are cases in which men's names have been forged so cleverly that they themstlves have actually hesitated to declare the reproduction a forgery. And I don't wonder," added Mr. Pinkerton, smiling over some of his memories.

"Coming back to the question of mail," he continued presently, "the habit of allowing letters to lie on the table of an apartment houses for the tenants to pick out their own letters is also a dangerous practice.

"Placing letters containing checks on top of office building mail boxes, where the box is full, is another careless custom. Forgers have been known to prowl around office buildings in order to steal mail. Moreover, firms receiving mail in the vestibule of their building should install a first-class very strong mail box equipped with a good lock and ample in size, so that the mail carrier will not have to pile letters on top of the box. Most private mail boxes are made of frail metal and can be easily broken open.

Don't Sign Blank Checks

"Do not sign blank checks in advance. This is done by many firms as a matter of convenience. The official authorized to sign checks will often sign a bunch of them, leaving the amounts to be filled in by a clerk or other officer in the ordinary run of business. These signed checks are safe enough if carefully guarded, but they are mighty dangeraus if they are stolen or go astray. A forger coming into possession of signed blank checks can withdraw a firm's or individual's entire account from a bank, and as the signatures on the checks are genuine the bank will not be the loser. Business men carrying signed blank checks in their pockets have often been robbed by pickpockets who turned the checks over to a forger to be negotiated.

May Be Easily Raised

"Unless you are careful how you write a check, it may be easily raised. If your office is not equipped with a check writer, fill in the amount by starting at the extreme left of the check. Write your figures and words close together so that nothing can be added to them. Even amateur forgers frequently take advantage of carelessness along this line. I recall a case in which a check was issued for $6. The six was written in the centre of the dollar line without any marks before or after it to fill up the space. A forger got hold of this check and wrote in the word 'thousand' after the six, and place '000' after the 6. The bank paid the check for $6,000.

"Also, I remember a forger who used to make out a check for five dollars, so small an amount that he had no trouble in getting a bank official to affix his O.K., thereby authorizing the teller to pay it. Instead of going direct to the teller's window to get the five dollars, this man would leave the bank and raise the check to $5,000. Since it had the bank official's O.K. he experienced no difficulty in getting the cash.

Watch the Samples

"Firms that have special checks lithographed should not allow the printer to keep any of their checks as samples, unless he prints prominently the words 'Sample Check' on the face of them. Forgers are always eager to get hold of a firm's printed check forms, as it is usually easier to pass one of these than it is to pass a plain check. One of the cleverest bank swindlers of recent years used to obtain his bank checks by calling on printers and posing as a man of affairs wanting an exclusive line of printing, and asking to see samples. If firm checks were shown him, he usually asked to see checks of another color, and while the printer was hunting for the special color he would steal one of the blanks already shown him.

"Under no circumstances should checks be written with lead pencil. Farmers are particularly prone to write checks with a pencnl, probably because of the inconvenience of going to the house for pen and ink. Some states have laws which hold that a bank is not liable for raised checks or altered signatures unless the maker writes with ink.

Watch Check Books

"Check books should be kept in the safe or in some place where they will not be accessible to anybody but yourself. If your book is left in your desk, or in an unlocked drawer, a person can easily take out several blanks toward the end of the book and you might not discover for a long time that they were missing. If you ever should find that check blanks have been abstracted from your book and you know that they were taken

out by someone other than yourself, notify your bank at once, giving the numbers of the missing checks, and warn the bank to be careful in paying checks drawn against your account.

"Beware of the stranger who calls on you for a small check to send to some distant city to pay a bill, claiming that he would buy a money order if the post office were not closed. It is likely that he is trying to get your signature to use as a model for a forgery. Canceled checks should be kept under lock. Do not let them lie around your office where a stranger may pick them up. Canceled checks serve as models for forgeries.

Beware of Strangers

"Never make a check payable to 'bearer' or 'cash.' Any presentable person finding or stealing such a check will have no trouble cashing it, unless the amount is unduly large."

"Will you tell me how you trace and catch forgers?" I asked him.

Like Setting Net

"Tracing forgers," replied Mr. Pinkerton, "is like setting a net for birds. Our bank protection system is based on a nation-wide information service, sent directly to bankers, generally by mail, but frequently by telegraph. The paying teller is the key to the system. Much depends on his memory and decisiveness, for he must cash checks or refuse them, as they are presented at his window. Strangers presenting checks should be identified by some responsible person, but tellers often take a chance on paying checks without this identification, simply because they have a hunch that the person is all right. This impression may be created by face, clothing, manners, or apparent friendliness with bank officials or someone well known to the teller. The expert swindler or forger understands the teller's point of view and plays up to it. For instance, if the teller sees a prosperous-appearing stranger in conversation with the cashier or president of his bank, and the stranger later steps over and presents a check in a casual manner, the teller hesitates to ask for identification. Many forgers work this very game in a skilful manner.

Are Hard to Detect

"Clever swindlers, who play for high stakes, take time to get into the 'atmosphere' of influential men by cultivating a speaking acquaintance with them in public places, dining at hotels where financial leaders congregate, and thus creating the impression that they belong to that crowd. They are very hard to detect until crime has actually been committed, because honest men use the same methods in promoting legitimate enterprises which depend on enlisting the backing of men with money.

"As professionals travel over the country they pick up young fellows, clever with a pen, and teach them some of the tricks, usually in return for help or information in putting over a check or a swindle. Thus a new crop is coming on all the time. So help us all you can by being careful with your checks."

Talk with any first-class, experienced city detective for half an hour on the subject of forgery and you are almost sure to pick up a number of anecdotes emphasizing the points made by Mr. Pinkerton, and a lot of other points as well, for the variety of the forger seems to be infinite.

A Smooth Scheme

The manager of a branch savings bank in a certain city was told one day that the manager of a local market, one of the bank's customers, wished to speak to him on the telephone.

"I have a friend here in my office," said the voice at the other end of the wire, "who wants to get a check cashed. I haven't time to come over to the bank myself, so I will have him step over with it." The voice then went on to state the amount for which the check was made out, the bank it was drawn on and the name of the payee. "Will you be good enough to cash it?" he finished.

The manager of the bank assented. Presently, a man claiming to be the one named in the check presented it as described, duly endorsed by the market which was named over the phone, and it was promptly paid. Later it developed that the check was a forgery, and that the telephone call was faked.

Avoided Hotels

Good men at the game show guile that is really uncanny. One very clever forger was at large for seven years, mainly because he dodged hotels and lived in a room in a private house whenever he was working a town. By doing this he avoided signing a hotel register, which prevented detectives from getting a sample of his penmanship. This man whom we will, of course, call John Smith, is now serving a term in the penitentiary.

Smith was a real artist at his trade. One day, in an Ohio town, while waiting to present a forged check at the bank, he stopped with the cashier for a moment. All he did was to make some important inquiries. But Smith knew that the teller could see him talking with the cashier. In fact, that was precisely what he intended that the teller should do. A few moments later, after Smith had taken his place in the line before the teller's window, the cashier left his desk on some errand which took him near the teller's cage. As he passed, Smith called out heartily, "How do you do, Mr. ——?" naming him, and waving his hand in salutation. Presuming that he had met the man somewhere and forgotten his face, the cashier nodded with a friendly smile and passed on. As he got nearer to the window Smith turned to a well-dressed man just back of him, and asked:

"Are you going to the football game this afternoon?"

"Sure," was the jovial reply. "Everybody who is anybody is going to the game."

When Smith handed in his check, all the teller could do was to say, "How will you have it?"

Dangerous Sometimes

You see, what Smith did was to cash in on ordinary courtesy, by creating the impression that he was on friendly terms with the men to whom he talked. Men of standing, and who are known in a bank, should be careful about being too friendly with strangers when they meet them either in a bank or in any public place. It is sometimes actually dangerous even to be courteous, for by that very act a man of influence, in speaking to a stranger, may give a clever crook a standing in the estimation of onlookers that will enable him to swindle somebody. Get the teller's point of view, and you will better understand Smith's method. The teller must read men at a glance, and decide when to cash the check of a stranger. He must take chances, and he does take chances. Theoretically he should hold up every man he does not know, but he rather prides himself on his ability to decide the matter without asking a direct question, or requiring identification, particularly if the man is well dressed, looks prosperous, and seems to be a man of affairs. Hence he comes to depend on the evident relationship between the stranger and the men he already knows.

Ingenious Method

I have heard of a clever swindler who is going about the country swindling jewelers by a very ingenious method. In one town he called at a well-known jewelry store and said he wanted a movement put in a valuable old watch case, an heirloom. There was nothing in such a proposition to excite suspicion and the watchmaker gladly booked the order. When the customer called for the watch a few days later he tendered his personal check in payment of the bill. Of course, the check was refused. The fellow offered it in such a way that it was sure to be rejected.

"Very well," he said pleasantly. "Just keep the watch until the check has gone through the bank. I am confident you will find it all right."

The check was duly deposited by the jeweler; but it came back with a slip marked "no funds." When the man called for his watch a few days later he appeared surprised and indignant to learn that his check had been dishonored. He declared there must be a mistake somewhere.

"Just let me have my check back," he said, "and I will go right over to my bank and find out about it."

The jeweler still had the watch, so he was perfectly willing to return the check, which he considered worthless. But he had forgotten one very important point: when he deposited the check a few days before he had, very naturally, endorsed it, and his endorsement enabled the swindler to cash the check. Thus was the swindle compounded out of a bogus check and a genuine endorsement.

MAKING EXCELLENT PROGRESS

Reports from Canadians who have been investigating the trade situation in Belgium are gratifying in that while there are no great possibilities of large business, they show that the Belgians, by sheer hard work, are making splendid progress in getting back to a producing basis and looking after themselves.

The number of Belgians receiving Government aid has been reduced from more than 800,000 at the time the armistice was signed to less than 200,000 at the present time. That the number has been so greatly diminished is not due to the fact that wages have been abnormally high in comparison with other European countries. It is due entirely to the well-known characteristics of the Belgians for being hard workers. Every available plot of ground, except three small strips in the north-western part of the country, which has been so terribly torn up by shell-fire, is under intensive cultivation, and the present crops will not be greatly inferior to the ones of pre-war years.

All the glass factories of the country are in operation, and 30 per cent. of the looms are now working, the number increasing from day to day as the damaged and destroyed mills are repaired.

That more rapid strides are not being made in the reconstruction of the railroads is due entirely to the lack of rails and other material, but much has already been accomplished when one considers the vast amount of damage done to the roadbeds by the Germans before leaving the country. At present there are three express trains daily to Paris and a number of trains between Brussels and Antwerp, Liege, and Ostend. All trains are greatly behind their former running schedule, but here, too, is noticed improvement from day to day. The project for electrifying all railroads in the country has been approved, and the change will be made at the beginning of 1920.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

WATER CIRCULATOR

The "Gusher" water circulator for Ford cars, trucks and tractors manufactured by the Cluley Auto Supplies Co., of 471 East Ohio St., Chicago, will, it is claimed, prevent boiling, steaming and overheating. The "Gusher," it is claimed, saves the engine, keeps the water and



Water Circulator

the engine cool, and increases power. It is stated that it is located in the proper scientific place in the engine to give the very best results and the greatest amount of circulation to the water. It is stated that it will circulate the water even though the water supply is down to an inch below the bottom of the water tank. It is claimed that it will circulate five gallons of water per minute, being seven to ten times more rapid than gravity circulation. The Gusher, it is stated, is made of the best materials, is accurately machined, and is furnished complete with belt ready to be placed in a car. It is stated that it may be installed by anyone with a wrench in a few minutes. The Gusher is made in two types: Type A, for cars prior to 1917, and type B for the 1917-1918 models.

WHEEL BEARING

The "B N Long Life" front wheel bearing for Ford and Chevrolet cars, manufactured by the Burgess, Norton Mfg. Co., of Geneva, Illinois, is, it is stated, easily installed. The construction of the cones is such, it is claimed, that the parts cannot separate and will run with a loose adjustment without damage. Ordinary bearings, it is stated, are broken because in running with a loose adjustment the cones and cups become separated and allow the steel balls to work out of their places, resulting in a jam, a broken ball or two, and damage to the rest of the bearings.

SATINETTE

The Satinette Products Mfg. Co., of Toronto, is putting on the market Satinette wallpaper, kalsomine and window blind cleaner, Satinette furniture polish and Satinette floor oil. The cleaner, it is stated, is put up in air-tight cans, and



Wall Paper Cleaner

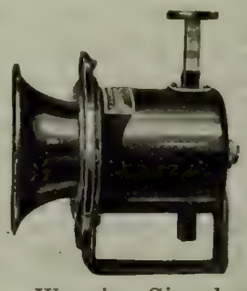
there is no evaporation of the ingredients. The furniture polish, it is claimed, is the only polish on the market finishing with a hard, dry lustre. It is stated that it will not mar the finest finish no matter in what quantities it is used. Dust, it is stated, will not adhere to the lustre obtained by using Satinette either for automobiles or furniture.



Furniture Polish

WARNING SIGNALS

"E. A." warning signals, manufactured by the E. A. Laboratories, Inc., of Brooklyn, N.Y., are made, it is stated, in many models adapted to any size and style of car or truck. All parts, it is stated, are interchangeable. The horn shown in the illustration is operated by a train of gears, case hardened, it is stated, and has an outside tone adjustment. It will render satisfactory service, it is claimed, under the most severe conditions. All

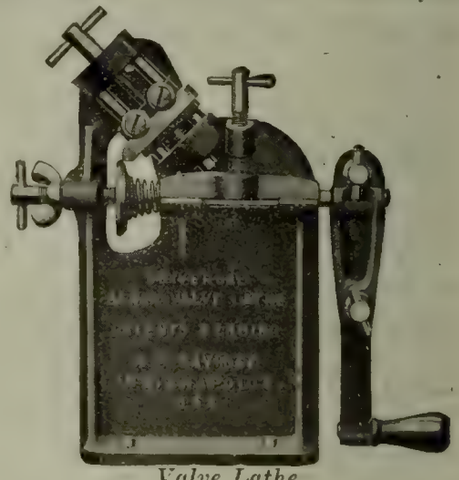


Warning Signal

E. A. warning signals, it is stated, are made of the finest materials and are tested under conditions that will never be experienced while in service.

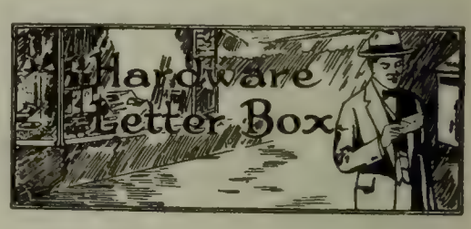
BENCH VALVE LATHE

The Savidge universal bench valve lathe, manufactured by A. C. Savidge, 611 North Capitol Avenue, Indianapolis, Indiana, has a capacity, it is stated, for valves with 45 degree or 30 degree heads up to 2½ inches in diameter and 7-16 inch stems. It is claimed that anyone



Valve Lathe

can quickly and effectively operate the device and that it will eliminate ninety-five per cent. of the usual valve grinding. It is stated that very few motors receive proper valve attention and that the excessive heat in the gas engine often warps the valve heads, causing poor compression and faulty ignition. When the valve head is true, as turned out by the Savidge bench lathe, it is claimed economy in gasoline results, as well as a smooth running engine.



HARDWARE LETTER BOX

Lendon & Cook, Leamington, Ont.—Will you advise us where we may secure the yard sticks which are distributed by some firms for advertising purposes?

These may be procured through the Copp, Clark Co., Limited, of Toronto; the Westcott Jewell Co., of Seneca Falls, N.Y.; and E. B. Estes, 362 Fifth Ave., New York.—Editor.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

A NUMBER of changes are shown in this week's quotations. The Reach line of sporting goods show an advance of twenty-five per cent. Canvas gloves are up five per cent. An advance of thirty per cent. is shown in wood hand screws. Veneer hair seats are up from five to ten per cent. New and higher prices are effective on butts and hinges.

Owing to higher production costs in both labor and materials advances of from five to ten per cent. have been made in bicycles.

The turpentine market is very strong and firm and quotations show an advance of five cents per Imperial gallon over former figures.

Linseed oil for immediate delivery is very firm and some crushers, owing to difficulties in securing supplies of seed, doubt if there is going to be enough to take care of demands until the new crop comes in. Linseed oil for November and December delivery will be from 25 to 40 cents a gallon below to-day's quotations, it is stated.

A reduction is shown in hack saw blades, the new quotations being 12½ per cent. below former figures.

Prices for black screen cloth announced for 1920 show that no change will be made, the quotation remaining at $3.25 per 100 square feet.

In ingot metals tin prices have advanced a cent and spelter shows a very slight decline. Copper is steady at 26 cents.

MONTREAL MARKETS

MONTREAL, Sept. 3—This week the holiday interfered with many changes that were expected by the jobbers and trade, but a few filtered through with one or two reductions, which on staples are being looked for particularly on 1920 delivery. The outstanding increase comes in sporting goods registering 25 per cent. on one line announced, with others getting ready to follow. Wood hand screws show 30 per cent., but the trading is light, hence the effect is negligible. Practically no increases are shown in heavy goods and in the best selling lines the prices are firm with little tendency to increase for the fall trade.

Wrought Butts and Hinges Show Advances

Montreal

WROUGHT BUTTS, HINGES.—This line has advanced to 12½ per cent. off list on No. 804, plus 5 per cent. on No. 800. No. 840 is net list. The discount on hinges is now 5 per cent. off list, which is a small advance on last week's prices.

Veneer Chair Seats, Wood Hand Screws Up

Montreal

VENEER SEATS. — Announcement from one or two manufacturers is to the effect that new prices will be at an advance of from 5 to 10 per cent. Wood hand screws are advanced 30 per cent. over former prices.

Hack Saw Blades Are Down a Little

Montreal.

HACK-SAW BLADES.—New quotations on Victor hack saw blades show a reduction of 12½ per cent.

No Change Made in Black Screen Cloth

Montreal.

BLACK SCREEN CLOTH.—Prices announced for 1920 are the same as this year, that is, $3.25 per 100 square feet.

Canvas Gloves and Sporting Goods Up

Montreal.

CANVAS GLOVES, SPORTING GOODS.—Manufacturers announce an increase of 5 per cent. in canvas gloves. The "Reach" line of sporting goods are advanced 25 per cent. according to an announcement to the trade to-day.

No Changes Shown In Cordage Prices

Montreal.

CORDAGE.—The situation shows no change. Trading is quiet. There is a little direct trading but the manufacturers can take care of this without trouble. The raw material supplies are good, and unless some shortage looms up the following prices should hold for a time. Pure manila per pound, 32c; Beaver or British manila, 28c, and sisal 25c.

Old Metals, Materials Show No Increase; Slow

Montreal.

OLD MATERIALS.—Old materials show but little movement. Traders expect that the fall season will show an improvement. The slowness of the trading does not tend to increase the prices offered. The following prices seem to hold firm:

Dealers' Buying Prices -		
Pipe scrap, ton	....	8 00
Stove plate, ton	14 00	15 00
No. 2 busheling	7 00	8 00
Old rubbers, boots and shoes	0 07	0 08
Overshoes, lumbermen's rubber boots	....	0 05
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	....	0 03½
Automobile tires	....	0 04
Yellow brass	0 09	0 10
Red brass	0 15	0 16
Light brass	0 07½	0 08½
Scrap zinc	0 05½	0 06
Light copper	....	0 15
Heavy copper	0 17	0 18
Wrought iron, No. 1, per gr. ton	....	15 00
Malleable scrap (ton)	....	15 00

Prices of Sheets Are Holding Firmly

Montreal.

GALVANIZED AND BLACK SHEETS.—Trading is a little slow, and no changes are indicated. Supplies are fairly good, and satisfaction is expressed with the condition of this market. Quotations are as follows:

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$5 50	$6 25
12 gauge	5 55	6 20
14 gauge	5 60	6 35
16 gauge	5 70	6 50
18-20 gauge	....	6 25
22-24 gauge	....	6 40
26 gauge	6 45	6 50
23 gauge	6 75	7 00
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	$8 35	$9 25
28 gauge	8 30	8 85
26 gauge	....	8 50
22 and 24 gauge	7 70	8 35
20 gauge	7 50	8 35
18 gauge	7 50	8 35
16 gauge	7 30	8 00
English Standard—		
28 gauge	....	8 35
26 gauge	....	8 10
24 gauge	....	7 40
22 gauge	....	7 30
18 and 20 gauge	....	7 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Lead Products Steady; Business Very Fair

Montreal.

LEAD PRODUCTS.—No change is shown from former quotations. Manufacturers state that business is good and no big changes in prices are looked for in the very near future.

Lead pipe	0 12½
Lead waste	0 13½
Note.—Lead pipe is subject to a discount of 10%.	
Lead traps and bends	15%
Lead wool, lb.	0 13
Lead sheets, 3 to 3½ lbs., sq., ft., lb.	0 12½
Lead sheets, 4 to 8 lbs., sq. ft.	0 09½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra.	
Solder, guaranteed, lb.	0 37
Solder, strictly, lb.	0 32½
Strictly, commercial, lb.	0 31½
Solder, wiping, lb.	0 29½
Solder wire (8 gauge)—	
40/60	0 56
45-55	0 38¾
50-50	0 41¼
Zinc sheets, casks	0 17
Do., broken lots	0 18

Steel Prices Hold; Sales Are Small

Montreal.

STEEL PRODUCTS.—Sales are numerous but in small quantities, and the market shows no change. Supplies of raw materials are plentiful. There is a dearth of large orders in the steel trade and keen competition for what there is. The following prices are quoted:

Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 22
Black Diamond too steel, per lb.	0 22
Black Diamond cast steel, lb.	0 22
Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75

Few Changes Shown In Ingot Metals

Montreal.

INGOT METALS. — With supplies plentiful trading shows an inclination to be slow. Copper prices remain unchanged. Tin has advanced a cent a pound. Spelter shows a tendency to be very slightly easier.

COPPER.—Sales are fair and quotations are on the basis of 26c a pound. There are ample supplies to take care of all demands.

TIN.—Prices are firm, and with only a fair demand sales are being made at 61c, which is one cent higher than former quotations.

SPELTER.—Business is quiet and the market very slightly easier with no permanent tone. Quotations range around 9¾ cents.

ANTIMONY.—Antimony prices are a little easier, having been reduced to ten cents. Only a fair volume of business is offering.

LEAD.—Fair activity is shown in lead with prices steady at 7¼ cents. Supplies are ample.

ALUMINUM.—No change is shown in quotations on aluminum from 35 cents per pound.

TORONTO MARKETS

TORONTO, Sept. 4—Prices adopted on lawn mowers for 1920 are now available and show no change from levels prevailing during the past season. Quotations on sleigh bells show an advance aggregating from 10 to 25 per cent. in new figures just adopted. Steel markets rule with a very firm undertone, though no actual change has been recorded in prices. Ingot tin is strong and features the metal markets, which otherwise are unchanged, with an advance.

Lawn Mowers Hold at Steady Figures

Toronto.

LAWN MOWERS.—Prices have been named, it is understood, on lawn mowers for the season of 1920, and these provide for an unchanged basis of figures for the coming year over those prevailing during the season of 1919. Booking orders are now being accepted at these figures, it is said.

Higher Prices on Cotton Gloves Noted

Toronto.

COTTON GLOVES.—Higher prices have been made on cotton and jersey gloves during the week, present quotations ranging about 10 per cent. above those formerly in effect.

Sleigh Bells Up 10 to 25 Per Cent.

Toronto.

SLEIGH BELLS.—Jobbers have figured out new prices on sleigh bells, and prices which they are now issuing range from 10 to 25 per cent. higher than those previously in effect. This is in line with information in these columns last week, the reasons assigned being the rapid advances in the copper market, along with the stiffness shown in leather.

Revised Quotations Shown on Par Plate

Toronto.

PAR PLATE.—Revised prices have been issued on par plate, which show an advance over former quotations amounting to about 6 per cent. The new quotations are now in effect.

Oakum is Higher; Waste Holds Steady

Toronto

WASTE, OAKUM.—An advance of 25c per bale has been made in plumber's oakum, which is now quoted at $4.75 per bale of 50 pounds, or $9.50 per 100 pounds. No change on other grades has been made.

Business continues to come along in very fair volume for cotton waste, with the markets holding steady at unchanged levels.

Stoves Move Better; Wares Selling

Toronto.

STOVES, WARES.—The first of the month ushers in a better movement of stoves, and manufacturers are very well satisfied with the volume of business now being handled. It is not easy to get real good deliveries, it is said, but no great shortage is yet apparent. The market is firm, but without change as yet.

All lines of wares are selling freely with prices well maintained and outlook for business considered very satisfactory.

Coal Oil Up 1c; Gasoline Unchanged

Toronto.

OILS, GASOLINE.—An advance has been named in coal oil this week, which amounts to 1c per gallon. On the new basis Royalite is quoted at 21½c per gallon, and Palacine 24½c per gallon, barrel basis. Higher crude oil is assigned as one reason for this change. Big sales are reported.

Gasoline remains without change at 32c per gallon. The demand is splendid and seems to show no sign of letting up.

Position of Cordage Shows No Change

Toronto.

CORDAGE.—There have been no new developments during the week. which prove any diversion from the steady tone of rope during the past couple of weeks. Business is considered fairly good, but could be better. The range of quotations is as follows: Pure manila, 32c per pound, base; Beaver or British man-

ila, 28c; New Zealand hemp, 28c; sisal, 25c; and sisal lath yarn, 25c per pound, base.

Demand Good For Nails; Wire Moving

Toronto

NAILS, WIRE.—Manufacturers and jobbers report a very good demand for nails. Building has come along better than generally expected, with a consequent improvement in the sales of this line. Prices are firm and well maintained, the wire selling at a base of $4.70 per 100 pounds, and the cut at $4.75.

Wire is moving very well, and prices hold without change, the smooth steel wire being quoted at a base of $5.00 per 100 pounds, with other lines taking the usual extras.

Iron and Steel Bars Holding Firmly

Toronto

IRON AND STEEL BARS.—The situation in bars reveals no new or particularly interesting features. There is a firm undertone and prices are strong, though unchanged. The demand is keeping up nicely and outlook considered quite bright. Stocks are ample. The range of quotations follows:

Common bar steel	$4 00	$4 25
Common bar iron	4 00	4 25
Angle base	4 25	4 50
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk iron	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel	4 00	4 25
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45

Wrought Pipe Holds; Boiler Tubes Firm

Toronto.

WROUGHT PIPE, BOILER TUBES.—The market on wrought pipe holds without change at firm levels. There has been some talk of higher prices being named, but these have not materialized as yet, the figures shown in the current market quotations still holding good. Supplies are none too plentiful owing to difficulty getting skelp.

Boiler tubes are firmly held with a very good demand manifest. Quotations herewith show no change:

	Per 100 feet	
BOILER TUBES—	Seamless	Lapweld
1¼ inch	27 00	.....
1½ inch	28 00	.....
1¾ inch	30 00	26 00
2 inch	30 00	26 00
2¼ inch	33 00	28 00
2½ inch	40 00	32 00
3 inch	46 00	38 00
3¼ inch	.....	45 00
3½ inch	56 00	42 00
4 inch	70 00	54 00

Sheets Hold at Unchanged Levels

Toronto.

SHEETS, PLATES.—Prices have shown no change this week, and the greatest difficulty facing the warehousemen seems to be that of getting deliveries. The railroads in the United States seem to be badly tied up, and are not getting shipments through quickly which makes deliveries uncertain. Warehouses in many instances are buying heavily, for their own stocks, and find it difficult to keep up with their range. This is especially true with regard to plate, for which there has been a very good demand, and there seems to be no let-up.

Firms that are represented in Canada claim to have no fear of a tie-up of their steel mills. The independents seem to be more certain of this than the corporation mills. They—the independents—state that whatever trouble there has been was local, and adjustment has been made. Of course they realize that it is not well to go the length of making the statement that they will not have a strike, as things all over the world seem to preclude that degree of certainty in referring to any industry or calling.

14 gauge	4 85	5 10
16 gauge	4 95	5 20
18-20 gauge	5 80	....
22-24 gauge	5 85	....
26 gauge	5 90	....
28 gauge	6 00	....
3-16 inch plate	4 90	6 25
¼-inch boiler plate	4 50	5 80

Prices shown are for full cases. An extra charge of from 25c per 1$$ lbs. is made for less than case lots.

GALVANIZED SHEETS.

10¾ oz.	$7 80	$8 00	$8 10
U.S. 28	7 40	7 60	7 70
U.S. 26	7 10	7 30	7 40
22 and 24	6 95	7 15	7 25
18 and 20	6 80	7 00	7 10
16	6 65	6 85	6 95
12 and 14	6 50	6 70	6 80

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Steady Market on Corrugated Sheets

Toronto.

CORRUGATED SHEETS.—There is a steady market on corrugated sheets. The demand is good and the same is true of eavetrough, conductor pipe, ridge roll and kindred lines. Manufacturers are satisfied with the volume of business being done, and outlook is considered satisfactory. Range of prices follows:

Corrugated Sheets—	Gal'zed	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Lead Products Maintain Activity

Toronto

LEAD AND ZINC PRODUCTS.—Business is reported good from all quarters, and manufacturers are keeping the wheels of industry turning in a way to make all feel cheerful. Prices are without change from figures shown herewith:

Lead pipe, list, per lb.	....	$0 12½
Lead waste pipe, list, per lb.	....	0 13½
Do., over 8 inches, list, per lb.	....	0 14½
Above subject to discount of 10%.		
Lead traps and bends	....	15%
Lead wool, lb.	0 11	0 12½
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 12	0 13
Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	$0 35½	$0 38
Solder, strictly, lb.	0 34½	0 37
Solder, commercial, lb.	0 32½	0 35
Solder, wiping, lb.	0 31½	0 34
Solder, wire, lb.	0 35½	0 41
Zinc sheets, per lb.	....	0 17

Little Change in Scrap Metal List

Toronto

OLD MATERIALS.—"The movement in scrap at the present time is of a very conservative character, as we are more or less in the dark as to early developments. The situation in the States, of late, has been a disturbing factor, and the market has consequently been quiet, but little weakness has developed from the lesser demand. Should conditions become more stable there is a possibility that strength will follow. In anticipation of early labor settlements we are holding firm on previous quotations." This statement by a dealer here reflects the general conditions, but coupled with this it should be remembered that August is invariably a quiet period, not only in old materials, but in other lines of industry.

The scrap metal market is really passing through a peculiar era, for which there seems no good reason, unless it be that there is some manipulation going on in the larger centres. There was a slight break in New York about ten days ago, and so far there has not been a corresponding recovery. Local dealers have not marked down their lists but they state that the figures they are quoting are only nominally correct and may change very suddenly.

Dealers' Buying Prices—		
Tea lead	....	0 03½
Heavy lead pipe	....	0 05¼
Pipe scrap	....	6 00
Stove plate, per ton	....	13 00
No. 2 busheling	....	11 00
Yellow brass	....	0 09
Red Brass	....	0 16¾
Light brass	....	0 07
Scrap zinc	....	0 06
Heavy copper	....	0 18
Wrought iron, No. 1, per gr. ton	....	14 00
No. 1 machinery cast	....	18 00
Heavy melting steel	....	13 50
Old rubbers, boots and shoes	....	0 07
Overseas, lumbermen's rubber boots	....	0 04½
Bicycle tires	....	0 02½
Automobile tires	....	0 03¾

Tin Reveals an Upward Tendency

Toronto.

INGOT METALS.—Tin is strong this week and shows an advance of about four cents over figures quoted last week. The other metals are quite steady and rule at unchanged levels.

COPPER.—The market rules with a firm undertone at unchanged levels for the week, 27c per pound being the figure quoted.

TIN.—An advance of 4c per pound is shown in prices asked this week for tin. The market is decidedly strong and may go slightly higher on the present move. Prices range from 62c to 63c per pound.

SPELTER.—The market price re-

Advances in Bicycle Prices Will Run From Five to Ten Per Cent.

Higher Costs of Labor and Also of Materials Results in Revision of Prices—Good Season Closing and Prospects For Future Are Excellent

AN advance which will average from five to ten per cent. has been made in the prices of bicycles. J. W. Gibson, general manager of the Canada Cycle and Motor Co., Limited, Weston, Ont., stated that the increases are necessitated by higher costs both of labor and raw materials.

"Bicycle sales have been good this season," said Mr. Gibson in discussing the business outlook with HARDWARE & METAL. "There has been a good demand both at home and abroad. Our export trade has been developing steadily. We are now sending bicycles to England, and have had orders for more than 2,000 machines. Our business in Australia is constantly expanding."

Mr. Gibson stated that the general outlook for bicycle sales next season is excellent. There will be good business, he states, for dealers.

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mains around 10c per pound, which is an unchanged figure. There is a very fair demand reported.

LEAD.—Prices here range around 7c per pound, this being no change from last week's level. There is a very good movement, and supplies are ample.

ANTIMONY.—New developments are lacking, sales being fair and the price unchanged at 10c to 12½c per pound.

ALUMINUM.—A somewhat improved trade is the general report on this metal, with the price showing no change from the 35c per pound level.

LONDON MARKETS

LONDON, Ont., Sept. 4—Several advances have taken place during the week, among others being higher prices on pipe fittings, mica, axle grease, Rose brick trowels, Lightning bread knives, soldering irons and turpentine. Business all through the district continues excellent. The summer lines have had an exceptionally large sale and many dealers are practically sold out. Fall lines, such as stoves, heaters, stove boards, axes, cow ties, lanterns, gloves, mitts, etc., are selling well. Prices continue very firm and it seems as if goods are getting harder to get each day.

Advance is Shown in Pipe Fittings

London, Ont.

PIPE FITTINGS.—New and higher quotations on pipe fittings are now in effect. The figures are as follows:

Malleable Fittings—Class C, black, 17 cents lb.; class C, galvanized, 25 cents lb.; class B, black, 25 cents lb.; class B, galvanized, 35 cents lb.

Pipe Fittings—Plugs, 22% off list; bushings, 25% off list; unions, 40% off list.

Higher Quotations on Rose Brick Trowels

London, Ont.

ROSE BRICK TROWELS.— New prices on Rose brick trowels show an advance. The prices are: Philadelphia or London pattern, 10½ in., $17.00 dozen; 11 in., $18.00 dozen; 11½ in. $18.50 dozen.

Lightning Bread Knives Are Revised Upwards

London, Ont.

LIGHTNING BREAD KNIVES.—An advance is shown in Lightning bread knives, the new quotations being $4.00 per dozen.

Cow Chains Selling; Also Stall Fixtures

London, Ont.

COW CHAINS, STALL FIXTURES. There is a very fair demand for these goods. Cow chains, open ring, are quoted as follows, all less 20 per cent.: No. 1, $2.40; No 1/0, $2.90; No. 2/0, $3.20; No. 3/0, $3.50; No. 4/0, $4.40; No. 5/0, $5.60; No. 8/0, $10.50. Hollow stall fixtures are quoted at $1.40 per dozen.

No Changes Shown in Lanterns or Globes

London, Ont.

LANTERNS, GLOBES.—These lines are in demand. Prices show no change, the quotations being $12.50 per dozen for short or long globe. The prices on lantern globes are: 1 dozen to case, $1.10 dozen; 3 dozen to case, $1.05 dozen; 6 dozen to case, $1.00 dozen.

Mica Axle Grease is a Little Hihger

London, Ont.

MICA AXLE GREASE.—New and higher prices have been named on Mica axle grease. The list prices are as follows, less 15 per cent.: 3 pound tins, 2 dozen to case, $7.85 per case; 3 pound tins, 1 dozen to case, $3.95 per case; 1 pound tins, 4 dozen to case, $6.20 per case.

Advance is Made in Soldering Irons

London, Ont.

SOLDERING IRONS.—Higher prices on soldering irons are now effective. The new base price is 54 cents per pound, net prices being: 1 pound to pair, 61c per pound; 1½ pounds to pair, 59c per pound; 2 pounds to pair, 56c per pound; 2½ pounds to pair, 55c per pound; 3 pounds to pair, 54c per pound.

Oil Heaters Are Finding Good Sale

London, Ont.

OIL HEATERS.—A good demand for oil heaters is noted. Prices show no change, the list prices being as follows, less 25 per cent.: No. 525, $7.00 each; No. 530, $8.25 each; No. 630, $10.25 each.

Stove boards show no change, the quotations being: Wood lined, 30/5%; paper lined, 40/5%.

Shells, Shot Guns Show No Change

London, Ont.

SHELLS, SHOT GUNS.—No change in quotations is shown in these lines for which there is now a fair demand. Quotations are as follows: Shells—Dominion black powder, add 10% to list; Dominion smokeless powder, net list. Single bbl. shot guns, plain, $11.00 each; ejector, $11.50 each. Winchester shot guns and rifles, add 25% to list. Stevens single shot rifles: Little Scout, No. 14½, $5.75 each; Marksman, No. 12, $8.50 each; Crack Shot, No. 26, $6.75; Favorite, No. 17, $10.50. Stevens repeater rifle, No. 70 x 22 cal., $17.25.

Handsleighs Quoted at 35% Off List

London, Ont.

HAND SLEIGHS.—Hand sleighs are now selling, and Canadian Buffalo sled make are quoted at 35 per cent. off list.

Fair Demand For Ash Sifters Now

London, Ont.

ASH SIFTERS.—Ash sifters are now selling. Quotations are as follows: Wood sides, $3.00 dozen; Banner, $3.20 each; Rocker, No. 1, $4.75 each.

Weather Strip Prices Are Holding Unchanged

London, Ont.

WEATHER STRIPS.—Prices on this line are holding without change, and the figures are as follows: Weather strip, wood and felt, No. 60, 5c foot; No. 61, 5c; No. 61½, 7c; No. 64, 10c, less

55/5%. Weather strip—Swan, 75c set; Frost King, $4.40 dozen packages.

Food Choppers and Bread Mixers Selling

London, Ont.

FOOD CHOPPERS, BREAD MIXERS.—There is a good demand for these lines. Prices show no change, and are as follows: Food choppers—Gem, No. 20, $24.00 dozen; No. 22, $30.00; No. 24, $40.50. Universal, No. 0, $21.00 per dozen; No. 1, $25.50; No. 2, $31.00; No. 3, $39.50.

Bread Mixers—Universal, No. 4, $40.-75 per dozen; No. 8, $49.75.

Building Makes Brisk Demands For Nails

London, Ont.

NAILS.—Building activity continues to create a brisk demand for nails. Prices are: Wire, $4.75 base; cut, $4.75 base.

Glass Prices Are Holding Unchanged

London, Ont.

GLASS.—Merchants are sorting up for the fall trade, and report good sales of glass. Quotations are unchanged, and are as follows: Single diamond, 25%; double diamond 25%; cut lights 10%.

Linseed Oil is Holding Unchanged

London, Ont.

LINSEED OIL.—Good sales of linseed oil are being made. Prices show no change, and are as follows:

	Raw.	Boiled.
1 to 2 barrels, gal.	$3.22	$3.25
3 to 5 barrels, gal.	3.21	3.24
6 to 9 barrels, gal.	3.19	3.22

Less barrels, add 10 cents per gallon.

Good Demand For White Lead in Oil

London, Ont.

WHITE LEAD IN OIL.—Business is good in white lead in oil. Quotations are holding unchanged, the prices being, for pure in tons, $16.35 per 100 pounds; less tons, $16.70.

Turpentine Higher and Sales Active

London, Ont.

TURPENTINE.—Turpentine continues to move upward. Business, however, has been excellent. The new prices are:

1-barrel lots, gal.	$2.55
2 to 4 barrels, gal.	2.54
5-gallon lots, gal.	2.65

WINNIPEG MARKETS

WINNIPEG, Sept. 4—Price changes during the past week again include many staple lines of interest to the hardware dealer, among which will be noticed: Tinware, enamelware, galvanized ware, coal hods, stove boards, pipe fittings, valves, clay picks, crow bars, mattocks, grub hoes, etc., the majority of the lines showing slight increases, while the balance have decreased. However, markets in general are reported very firm and it is felt that price changes in the future will have an upward trend.

Business in all lines is reported to be good and as the harvest progresses crops seem to be panning out better than expected, with the result that a big fall business is anticipated. Particular activity is noted in the movement of horse blankets, lanterns, stove pipes and elbows, stove boards and all such seasonable lines.

Slight Reduction is Made in Clay Picks

Winnipeg.

CLAY PICKS.—A slight revision downward is recorded during the week in prices of clay picks, mattocks and grub hoes, based on new costs, and are selling to-day at the following figures, f.o.b. Winnipeg: Clay picks, 5-6 pound, $11.75 dozen; 6-7 pound, $12.75 dozen; long cutter mattocks, $13.75 dozen; grub hoes, 3½ pound, $11.00 dozen.

Crow Bars Decline 75 Cents Per Hundred

Winnipeg.

CROW BARS.—Prices on crow bars have also been revised during the week, and register a decline of 75c per 100 pounds, due to recent prices issued by manufacturers. To-day's ruling prices are given herewith: Crow bars, wedge point or chisel point, $10.50 100 pounds.

Pipe Fittings Show 10 Per Cent. Advance

Winnipeg.

PIPE FITTINGS.—New prices have just been issued on pipe fittings, both cast and malleable; nipples, unions, values, etc., which with the exception of nipples, show a general advance of approximately 10% over former prices, due to increased costs of production. To-day's ruling discounts on the various lines are given herewith, and apply to piece price list issued by the manufacturers in 1918: Wrought couplings up to 4 in., 40%; over 4 in., 20%; pipe fittings, class A, 60%; class B and C, 60-10 per cent.; rail fittings, 40%; cast iron fittings, "net list"; drainage fittings, 30%; companion flanges, "net list"; floor and ceiling plates, 40%; cast iron floor plates, 60%; nipples, wrought, up to 4 in., 75%; over 4 in., 65%; plugs and bushings, 10%; radiator values, 50%; eccentric reducers, "net list"; steam cocks, square head, 25%; branch tees, "net list"; unions, malleable, 30%; flange unions, "net list"; flange fittings, "net list"; standard valves, globes and angle, 5%; standard gate valves, 20%; Jenkins' valves, globe, angle and check, 5%; iron body gate valves, 15%; pet cocks, 45%.

Black Wire Cloth Shows 25 Cent Drop

Winnipeg.

BLACK WIRE CLOTH.—Bookings are now being taken by Winnipeg jobbers on black wire cloth for spring delivery, the new price just announced being 25c per 100 square feet below last year's quotations. Owing to extensive building programmes planned for next year, dealers would be well advised to get specifications in early, so as to have stocks on hand when required. The new price just announced is $3.25 per 100 square feet.

Harvest Tool List Shows Little Change

Winnipeg.

HARVEST TOOLS.—Harvest tools are now being booked by Winnipeg jobbers for spring delivery, the discount remaining the same as this year, namely, 17½% off list. New lists have been issued by the manufacturers, dated August 22, 1919, which show several minor advances in scythes, etc., but prices for the line in general remains practically the same as this year.

Tinware, Enamelware is Slightly Higher

Winnipeg.

TINWARE, ENAMELWARE.—Following the wage increases made by manufacturers, new prices have been announced on tinware, enamelware, stamped ware, pieced ware, galvanized ware, etc., all lines showing a slight increase averaging from 2 to 3% over former quotations. To-day's ruling prices on the various lines are given as follows: Enamelware, Scotch grey, 50%; Imperial, 25-2½%; Canada ware, 2½%; White ware, 40-10%; White ware decorated, list plus 32½%; Japanned ware plain, list plus 32%; Japanned ware, white, list plus 42%; Stamped ware, plain, 30-20-2½% off list; Stamped ware, retinned, 20-20-7½% off list; Tinners' trimmings, plain, 33 1-3-20% off list; Tinners' trimmings, retinned, 40-2½% off list; Railroad cream cans, list plus 34%; Factory milk can, list plus 29%; Pieced tinware, list plus 43%; Sheet iron and steel ware, list plus 21½%; Acme fry pans, 25-15-10% off list; Stove shovels, list plus 21%; Light galvanized pails, list plus 31½%;

Light galvanized tubs, list plus 32%; Heavy galvanized pails, list plus 21%; Heavy galvanized tubs, list plus 21%; Galvanized ware, general lines, list plus 30%; Galvanized coal hods, list plus 51%; Stove boards, paper lined, 25-16-2-3% off list; Stove boards, wood lined, 12½-12½% off list.

Turpentine Prices Remain Unchanged

Winnipeg.

TURPENTINE—Turpentine prices remain unchanged during the week with only a very limited demand, and from present reports from producers no immediate change is anticipated. To-day's ruling prices are given as follows: Barrel lots, $2.70 gallon; ½ barrel lots, $2.73 gallon; 5 gallon lots, $2.75 gallon; 1 gallon lots, $2.75 gallon, plus the usual extras for containers.

Linseed Oil Prices Holding Unchanged

Winnipeg.

LINSEED OIL.—Linseed oil prices still hold firm on the local market, there being no change during the past two weeks. To-day's prices are confirmed as follows: Raw linseed oil $3.10 gallon; boiled linseed oil, $3.13 gallon.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Sept. 4.—Possible labor troubles in the steel industry have been even more the dominant factor in the iron and steel market in the past week. This does not mean by any means that at any time the balance of probability has been that there would be labor troubles. If there were only one chance in 10 or 20 of there being a strike or a voluntary closing of mills (and producers certainly would close their works themselves rather than leave it to the workers to do so) that would be the dominant factor, for the reason that in this dull season there are no other factors or influences of the least importance.

The labor situation, moreover, has had various important ramifications. Its most important is its influence upon prices. Nothing could more thoroughly stabilize prices on their present level than this. On the one hand, with the bare possibility of production being curtailed by labor troubles, no steel manufacturer would think of shading existing prices for the sake of securing an order, for the mills are already fairly well filled with business, and in some lines are crowded, while on the other hand the labor unrest that unquestionably exists, even though it is altogether improbable, there will be any disturbance, is such that any price advancing tendency in the market would be harmful in the extreme. It is the common opinion of nearly all manufacturers, and those who hold the opinion assert it is the opinion of all intelligent manufacturers, that no price advances, even of minor character, are permissible in present circumstances. Price advances would arouse labor to make demands, and would create public antagonism, for the public is now coming to realize that the high cost of living, against which there is so much outcry, is all one thing, made up of many parts, including all wages and prices of all commodities. An advance in any wage rates, or in any commodity, or in any transportation rate, is recognized as affecting the whole structure in which the cost of living is involved.

Thus iron and steel prices may be regarded positively as at a dead level. Recently a few sheet manufacturers started quoting higher prices for their product, but they were very anxious that their names should not get into the trade papers, let alone the daily papers, and now if they do not wish to sell they are much more likely to say simply that they are out of the market than they are to quote a price above the recognized market level.

In some pig iron districts furnaces have been attempting to spread the idea that pig iron prices are higher for next year than the level prevailing for some time past, for this year's deliveries. Assertions have been made that sales have been put through at advances of from 50c to $2 a ton. Generally speaking, such references are undoubtedly incorrect. In occasional instances a buyer of foundry iron may have had occasion to contract for next year in order to cover contracts for the sale of their finished products, but such transactions would be entirely exceptional. Never in the past has the pig iron market advanced that way. When higher prices come, they come first for early delivery, representing in substance a delivery premium, and then if the market is strong enough the higher price gradually extends to the later delivery.

The special committee of the general committee for organizing iron and steel workers, appointed to seek a conference with the iron and steel producers in regard to enforcing the 12 points in the labor platform enunciated July 20, and empowered, in case no conference could be secured, to call a strike, failed to get the conference and thus far has failed to call a strike.

Whether the iron and steel workers have an organization or not is debateable, the manufacturers asserting that the strike vote announced Aug. 20 as 98 per cent. affirmative, did not represent more than 15 per cent. at the outside of the workers. The men soliciting a conference, however, claim they are an organization. In this they have the advantage of the manufacturers, who have no organization, and thus the special committee had to approach Judge Gary, chairman of the Steel Corporation, as the leading man in the trade. When they went to his office Judge Gary sent out word politely declining a personal conference and suggesting that the committee put what it had to say in the form of "a written letter." In writing a letter the committee could not ask Judge Gary, as doubtless it wanted to, to invite all the iron and steel manufacturers to gather for a conference, as Judge Gary would undoubtedly have replied promptly that he was minding his own business and did not care to be the committee's representative in seeking a conference with other manufacturers. The committee, therefore, simply asked for a conference with Judge Gary and Judge Gary replied, refusing, and saying the Steel Corporation stood for the open shop as against the closed shop and would not discuss business mattters with labor unions. Judge Gary referred to the many things the Steel Corporation had done for its employees, in welfare work of many kinds. The committee replied saying that if these claims as to good treatment were true "even in a minor degree" (and they are absolutely true) the committee would not be seeking a conference. A few days were left and Judge Gary was urged to grant a conference. As he denied that the committee represented the Steel Corporation's employes, they could only prove the point by calling the strike.

The committee then went to Washington, and President Gompers, of the American Federation of Labor, had a conference with President Wilson, who, several days before, had issued a very strong statement, calling for a truce as to all labor demands and during that every citizen co-operate to stop this whole thing. Apparently there was a forlorn hope that the President could be induced to use his influence with the steel manufacturers to get them into conference with the labor leaders, and, obviously, it failed. In bringing the issue before the President the committee burned one of its bridges behind it. It burned another when it wrote to Judge Gary that only a few days were left in which to avert a strike. It burned another, between it and the 12-plank platform enunciated July 20, when it wrote to Judge Gary, "There has not arisen anything between your corporation and your employees, whom we represent, in which the question of 'closed shop' has even been mooted." The fact is that one of those 12 planks was nothing less than a demand for the "check-off," which is the most extreme form of closed shop labor leaders have been able to conceive, and which they never succeeded in establishing, except in some of the union coal mines.

The prevailing view now is that labor demands have just passed their crest and that progress has now commenced towards saner counsels.

Do You Pay Yourself a Salary?

If You Do, On What Basis? Read What Hardware Dealers in Various Parts of the Country Have to Say About This Question

SHOULD a retail merchant pay himself a salary? If so, on what basis? This question put to a number of hardware dealers in various parts of the country brought some interesting answers. All are agreed that the man who looks after the business is entitled to a salary, but on what that salary should be based there are varying opinions.

Here are the views of the hardware men as expressed to HARDWARE AND METAL.

Thomas Jones, manager of the Cowan Hardware Company, London, Ont.: "I should say store owners should draw a salary and I fail to see any good reason to the contrary.

"Put the thing in this light," Mr. Jones went on. "Supposing the proprietor is taken with a long illness or dies, so that someone has to be engaged to manage the business in his absence, do you get that outsider for nothing? No, you have to pay a good round sum for his services, and therefore it stands to reason that the proprietor is entitled to a salary just the same as any other employee, as he is devoting his time and attention to running the business even if it is his own.

From Three Angles

"As to how much he should be paid, I would base that on three different angles.

First: How much would he be able to command, doing the same work for someone else in the same sized business.

Second: How much would he (the proprietor) be prepared to pay someone else to do the same work as he does for himself?

Third: How much will his business stand?

The third angle may not seem to fit in with Nos. 1 and 2, but the business may not warrant paying him all he feels he is worth and therefore it behooves Mr. Boss to get out and hustle and then hand himself a substantial raise.

Should Find Out

G. A. Stanley, of the G. A. Stanley Hardware Co., Lucan, Ont: "It has been quite plain to me that business men generally do as much haphazard business as any class of people in the world—hence the lack of real success so often evident. A departmental store always figures the manager's salary. If a joint stock company does a hardware business it figures a manager's salary, and there are many of them in the country. A milling company figures the manager's salary, and on the same principle if a hardware man manages his own business he ought to figure in his salary, and he ought to do it honestly, just according to what he is worth on the job. If he is big enough man to make it pay him $3,000, or if only $2,000, or if only $500, he ought to know his real worth, and it is the only way of finding out. Altogether, too many men never find out what salary they are worth. Never did know, or try to know. Advise in HARDWARE AND METAL that they try it out and it will amaze many of us in the trade."

How He Would Figure It

Arnold N. Smith, of the Smith Hardware Co., Cornwall, Ont.: "I certainly think a merchant should pay himself a salary as it is the only sound method of doing business. He should draw out what he would be capable of earning were he out working for someone else. If his business is not capable of paying him a decent living salary then he is not making money and ought to give up business and get a job with someone who can pay him."

Certainly He Should

J. W. Fleming & Son, Blenheim, Ont.: "Why not? Does he not work? Doesn't he earn his wages? Doesn't he take cash weekly, or daily or at intervals (either regular or irregular)? Certainly he should.

"On what basis? How much does he pay his best clerk, or salesman? Who is more important to that business, that clerk or the merchant? Why, the business would not last without the merchant. He is at least twice as necessary as the clerk. The clerk could be more easily replaced. If this is not the case, Mr. Merchant had better quit. Well, then, his salary should be more than his highest-paid clerk—probably twice as much."

They Pay Themselves

Dakin Bros., Digby, Nova Scotia: "The proprietors of this firm draw a salary and we do not know of any reason why they should not considering that they do most of the work. The firm that will not pay its hardest working employees a salary can hardly be called a firm."

F. E. Hendershott, of the Hendershott Hardware, Mount Forest, Ontario: "I certainly think a merchant should pay himself a salary and take it out of the business regularly, enough to comfortably live on."

Makes Business Pay Salaries

John H. Lee, Stoney Creek, Ont.:—I believe a retailer should pay himself a salary, and pay it every week. Circumstances may alter cases, but it seems to me to be the only safe way to run a business. After a careful survey of the business field it seems a likely spot to locate, then if he cannot make the business pay him a salary the fault lies with the man, for perhaps he isn't fitted for that kind of business and the best thing for him to do is to get into something that he is fitted for, as if the business can't pay him a decent salary he isn't a good business man.

I tell the boys who work for me it is not I who am paying their salaries, it's the business. If they are not worth so much a week to the business how is the business going to pay their salary? In other words, if they don't make their salary and a little more for the business, the business can't pay them the salary, and generally I have no trouble in getting them to take an active and personal interest in the business."

Salary and Bonus

Mills Hardware Co., Ltd., Hamilton, Ont.—"Yes, most decidedly. The basis would be hard to determine, but the merchant should draw enough to live on. I should say at least from $1,500 per year and up according to the business, and at the end of the year, if there are any profits, then declare himself an extra bonus."

Sole Owner and Partnership

W. F. Macpherson, Prescott, Ont.—"Where a merchant is sole owner of his business, any withdrawals which he found necessary to give himself a comfortable living might be taken as the occasion arises rather than taking a stated salary. In a joint stock or partnership concern the situation is changed and stated salaries should be drawn with the division of the profits at the end of the year."

Class of Business Should Determine

Albert T. Taylor, manager of the Cochrane, Ont., branch of the Geo. Taylor Hardware, Ltd.,

"I realize that this question is a very serious one with a great many merchants and I certainly feel that the merchant who does not pay himself a salary is most assuredly making a costly mistake.

In regard to the amount of salary, this depends entirely upon the class of business and the amount of turnover. It is a very poor business indeed which will not allow a man to pay himself at least the same salary at which he would have to hire another if he was unable to perform the duties which naturally fall on the proprietor."

A hardware dealer who did not wish his name published expressed his views as follows:

My method of handling this troublesome question is:

1st—I draw out the salary of a first-class hardware clerk. This amount I present to my wife on January 1, which is in the form of fifty-two cheques.

2nd—All large amounts, such as taxes, life insurance, coal, upkeep of motor car, and personal expenses are paid out from the business as they become due.

By this time I have drawn quite a modest salary for a business man in my position.

I have found this system work very satisfactorily and it has two special advantages to my mind:—

1st—It gives a businessman's wife free spending money of her own.

2nd—It distributes his important expenses evenly throughout the year.



Paint as a Factor in Social Content

Need of Paint Outlined by Writer—Encourage Public to be Brush Wielders—Visions of Paint Pot Making World Better Place to Live In—Get Down to Facts

TOM GEGGIE, in a weekly letter from London England, to a Canadian daily paper, reviews some of the remedies for industrial unrest, suggested by various ingenious minds, who are casting about for an antidote to offset Britain's present complex labor problem.

Even "more beer" and more "horse racing" have failed to distract the mind of British labor from their troubles fanciful or real.

Suggests More Paint

Someone with a combined sense of both the artistic and economical has hit upon the idea of encouraging the use of "more paint," which would make it seem as though Britain too, was ripe for a "Save the Surface Campaign," such as is now being waged both in Canada and the United States.

Geggie says:—"During the last few days I have seen at least two notions which lift the matter from the realm of drab suggestion on to the higher plane of poetic fancy. One is that we need paint. The thought was evidently born among the waving flags and blazing colors of last week, when London was welcoming home the dove of peace. Amid the cheery, happy faces of the holiday makers, the boisterous camaraderie, the slap-em-on-the-back, hail-fellow-well-met spirit of joviality which ran through this city for three or four days, this enthusiastic butterfly chaser reached out his net and brought to earth his great idea. 'Democracy may be saved from itself only by paint.' He remembers that discontent is most rife in the unlovely industrial cities of the earth, where the eye has no relief from long lines of dreary streets, each of dull brick—red monotony."

Public as Brush Wielders

"The visionary would invade those dismal thoroughfares with enormous pots of paint and invite the inhabitants to become fanatical brush wielders. Bradford, he thinks, would cease to be known as a socialist school of thought and would turn vivaciously to camouflaging itself as a Dutch village with a color scheme that changed with every dying season. Long ago someone made the discovery that long hours of meditation transformed every shoe cobbler into a revolutionary, but who, as he lays bright vermilion streaks, good and strong on his garden fence could be other than filled with the noblest thoughts and exalted by the spirit of the purest patriotism?"

Safe For Democracy

Shades of the paint brush! Who can say that the paint trade is a dead one?

We have had our "Paint Up and Clean Up" campaigns, we have had, and are having, our "Save the Surface" campaign, we have sold paint for sanitary reasons for insurance purposes, for protection and for decoration and now we see visions of the paint pot making the world safer for democracy.

Europe has had her fill of bread lines, and municipal soup kitchens, but yet comes the corporation paint pot of such proportions that he who wills may come with his brush and dip in freely.

Starts Him Painting

Wherever an artisan sits and broods over the world's social and political ills, and is likely to break forth into agitated palaver to rouse unwarranted consternation and commotion in the minds of his fellow workmen and citizens; set him to work with paint pot and brush to restore the rosy hue of contentedness with the myriad colors of the rainbow.

Teach all mankind to paint, for by so doing, democracy will again become firmly established on a social basis upheld by the soothing influence of color, color schemes and all that gladdens the eye of humanity from the myriad hues of the spectrum.

Paint the Peace Offering

Wherever capital and labor disagree, wherever industrial deadlocks occur, where arbitration fails, a pot of paint shall be the peace offering, the dove of peace, that will wipe away all differences, and send each happily to his own work.

Verily, the potential power of paint is great.

A New Advertising Angle

Paint advertisers had seemingly exhausted every possible talking point for the advancement of the use and sale of paint, but lo and behold, out of the world's bitterest struggle comes a mighty social unrest that can be solved by the use of paint.

Will paint possibilities have no end? Seemingly not!

Environment Does It

Laying all joking aside, there is at the bottom of this man's suggestion a kernel of psychological fact that bears strongly on the influence of environment.

Europe is hungry for paint. More than one writer of fiction has called attention to the shabby condition of London, Paris and other European cities. To what extent

(Continued on page 74)

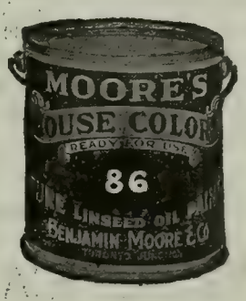


MAKE THEM PERMANENT CUSTOMERS:

GIVE THEM "VALUE FOR THEIR MONEY":

Sell Them MOORE'S PAINTS and VARNISHES.

They are dollar for dollar value. They are sold with a **Guarantee** of **Absolute Satisfaction** or **Money Refunded,** a guarantee which is backed by the manufacturers.



Better Prices and Bigger Profits

We offer you an **Agency Proposition** whereby you can successfully beat competition, and at the same time, reap **Bigger Profits** in your paint Department.

We Can Do This Because,---

We use only the most efficient and economical methods both in the manufacture and marketing of **Our Products.** Also, we do not ask you to pay high prices to help cover the cost of a lot of expensive and ineffective advertising.



The details of our Agency proposition are worthy of your serious consideration.



Always glad to furnish Prices and Descriptive matter on request.



Save the surface and you save all" *Paint & Varnish*

Benjamin Moore & Co., Limited

HALIFAX **Toronto** WINNIPEG

PAINT AS A FACTOR IN SOCIAL CONTENT

(Continued from page 72)

the drab, dreary, uncolored condition of their surroundings has brought about the present labor unrest it would be difficult to say.

To what extent paint might have an influence in allaying this unrest it would be as difficult to estimate.

Appearance Exerts Influence

But whether he be rich or poor, high or low, workman or capitalist, a man and his family are influenced in their contentedness by the appearance of the dwelling in which they may be housed.

Certainly the wielding of the paint brush engenders content rather than discontent. It means improvement which fosters optimism rather than brooding over troubles which may be fancied or otherwise.

Clean up and paint up campaigns have promoted civic and communal pride in the home and the home town.

Perhaps after all, if Europe could be treated to one grand coat of paint, it would brighten up the perview of Europe's labor and assist to promote a brighter outlook.

This suggestion may appeal to the humorous sense of many paint dealers, but after all there is a sound business idea pervading it. Have we exhausted every means and opportunity of promoting the sales of paint? Contrast the man with the slovenly run-down, unpainted home with the man who keeps his place neat and trim and painted. Which is the more proressive of the two? Doesn't the appearance of the home about indicate the character of the man?

Exerts Influence For Good

If a well-painted home has its influence on the individual, will not a well-painted town have its influence on the mass of its citizens. Extend this ideal all over the country. A slave has no interest in the upkeep of his hovel. A free citizen of a democratic country has. The idea that democracy would have a better meaning to us all if all homes were well painted and painted frequently is probably not so far fetched after all.

Then, let every paint dealer ask himself this question, what is being done in my paint department to further the sales of paint in the interests of my fellow citizens as well as my own purely business welfare?

PRACTICAL POINTERS FOR PAINT SELLERS

There is such a wide range of uses for both paints and varnishes; at the same time the use of one class for many purposes, is so similar to the use of the other class that every paint seller should bear clearly in his mind some general distinction between the two classes.

In many instances the two are not clearly differentiated. Where an opaque color varnish or an oil paint may be used on the same surface, there must be a distinct treatment in preparation of the two classes for application.

In thinning, for instance, an oil paint to be used on an exterior surface should be thinned with raw linseed oil, where a long oil enamel is to be used it should be thinned with turpentine. All enamels and varnishes should be thinned with turpentine only.

Confusion is often brought about, though unintentionally, by manufacturers labelling materials which are purely varnishes, such as enamels, as enamel paints. Enamels, properly labelled, are based on varnish liquids and should be treated as such.

Care should be taken by the paint seller to take every precaution against selling an interior enamel, whatever it may be called, for exterior use.

A clear understanding of the fact that very few enamels or color varnishes can be used for exterior use will assist the seller avoiding giving the buyer this material for outside use.

The proper distinction between a paint and a varnish is that the latter is characterized by the presence of a gum or a resin or some organic material so treated that it assumes the characteristic qualities of these. The directions on the label indicating that it should be thinned with turpentine only shows that the material in the can is in the varnish class.

Where there is any question in the mind of the seller, concerning a clear understanding of the buyer about the use of his purchase, the differences and uses and application should be explained and the buyer advised to purchase the proper material for the object he has in mind.

This distinction between the two main classes in the paint and varnish trade naturally leads to the necessity of more detailed explanation of the various materials entering into their manufacture.

Oil paints or paints of the class that has been defined are made up principally of basic carbonate of white lead, basic sulphate of white lead, zinc oxide, littropone, inert pigments, earth colors or natural pigments, chemical colors, linseed oil, turpentine, mineral spirits and dryers.

Most of these materials are also used in varnishes and enamels, but the process of manufacture is somewhat different and is designed to meet the ultimate use of the finished product.

Incident to this explanation comes the question as to whether the old time painters' paint (pure linseed oil and pure white lead) or ready mixed paint should be used. Where it is at all possible advise the customer to have any considerable quantity of painting done by the experienced hand of the expert painter. But time and expert tests by many experienced painters have proven that good paint implies more than pure linseed oil and pure white lead. The addition of zinc to lead makes a paint cover more surface, looks better and last longer. Zinc oxide is unquestionably a necessary ingredient of any good wearing paint.

As to whether it shall be mixed by the painter or ready-mixed needs some indication of the modern trend in the use of paint. An ever-increasing number of painters are using prepared or ready-to-use paints in their work. These paints contain practically all the necessary ingredients and because they are made on standard formulas by machinery are more uniform, better made, and better mixed than the hand-made paints of the painter. Generally speaking they have proven superior in both composition and preparation to the individually mixed paints. Certainly they are vastly better and handier for the man who is obliged to do his own painting about the home.

PRIZE WINNING COMBINATION

Continued from page 54

likely to grow even faster, it is obvious what it will mean in a short time. When the dealer stops to think that every automobile and every tractor that is sold will need supplies and accessories and need them continually, it may be seen what splendid opportunities for business are presenting themselves.

Many hardware men, when they saw the way automobile sales were increasing, very carefully and very cautiously ventured into the business of handling accessories. They bought only a very small stock so as not to lose money. They tried the business out from every angle, and these same hardware men will tell you to-day that auto accessories have proven one of the nicest lines in the whole store and one of the most profitable. Many of them are at the present time going over the same ground with tractor accessories. They realize that the business is young yet and that it is well to go carefully, but the main thing is that they have given it their attention and made a start. From their experience so far there is every indication that auto accessories and tractor accessories can be handled together and make a profit-winning combination that is growing every year.

Established since 1856

Brushes that Give the Best Service





Every time you sell a Boeckh Rubber-Set Paint Brush you sell your customer a dependable article, one that will give continuous satisfactory service, under the hardest conditions.

The greatest care in manufacture, and the finest materials procurable, make

BOECKH'S RUBBER-SET BRUSHES



the ideal brushes for all kinds of paint and varnish jobs.

Dealers who handle the Boeckh line are enthusiastic and loud in their praise. Besides, Boeckh Rubber-Set Brushes are so easy to sell and give a good profit. They are worth while stocking and pushing.

Write us for interesting particulars. We will be pleased to co-operate with you.

BOECKH TRADE MARK Estab 1856 TORONTO

THE BOECKH COMPANY, LTD.

TORONTO, CANADA



The Old Time Painter Knows MAPLE LEAF

M L QUALITY

Paints and Varnishes

and knows what they do for him, for the dealer and for customers.

It takes time to judge paint. The old-time painter has had the years of experience and consequent opportunity to learn the merits of the Maple Leaf line.

He knows that customers are satisfied; that high quality and purity of material enhance his skill, and he knows that dealers are satisfied with their profit.

Write us for our MAPLE LEAF proposition.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

SAYS APPEALS WILL ACCOMPLISH NOTHING

In a recent issue of the "Oil, Paint and Drug Review," published in Chicago, the following appeared:

"Some local paint and varnish men are said to have taken steps to urge the Federal Trade Commission at Washington to investigate conditions in the turpentine market at Savannah which have been potent in forcing up prices. Strange to say, this movement does not come from the manufacturers, but from retail men who feel a sincere desire to go as far as they can to correct a situation which forces them to face uncomplaining but often embarrassed customers with prices that are not altogether fair."

Replying to the above the Savannah "Weekly Naval Stores Review" says:

The naval stores producers are now selling their products on half of a normal production, at prices that yield them, for the first time in years, very substantial profits. Every barrel they make of either rosins or turpentine will be demanded by the world, and, the world will pay the existing or better prices for them.

The endeavors of the varnish and paint men referred to will be of no avail. Two years ago when the producers of naval stores faced absolute ruin, when a number of them were forced out of business, when it looked as though the industry were doomed, the paint and varnish manufacturers sat back, smiled, got their supplies at prices that meant the destruction of the naval stores industry if continued. To-day they are paying for the unprofitable prices of 1914-'15-'16-'17. The Federal Trade Commission or no other body can force the producers to sell their small production of this year at lower prices than competitive conditions establish. The Federal Trade Commission did not lift its hands to save the industry from almost ruin during the first three years of the war. It is too late for the consumers to appeal to it now to overthrow natural conditions that have come about from price depression in the past.

High prices this year may bring better production next year and somewhat lower prices, but even that is problematical with the difficulty experienced in getting and holding skilled negro labor. For the next eight months though, prices will be governed by the law of supply and demand. It is the old minus supply and plus demand producing an extraordinarily high market. The conditions and the results are seen in other commodities than naval stores.

THOUGHT HIS CLAIM MODEST

"Speaking of the false claims of fakers who pretend to sell automobile tires and other accessories for less than they are worth," says a bulletin which the National Vigilance Committee of the Associated Advertising Clubs recently sent to its local advertising clubs, "we have observed that there is scarcely any limit to what such a faker may claim.

"For example, one of the local vigilance committee handled a case where such a dealer had said he would save the motorist 75 per cent. on tires.

"This fellow was taken to task, of course. He admitted that he could not possibly make any such reductions, yet he declared that the statement was modest, comparatively speaking, and he produced a piece of advertising matter used by a similar faker in another city—from which he said he had copied his advertising matter—in which the other faker declared he would save the car owners 100 per cent.

"'I liked that advertising matter,' the faker told the local advertising club member who protested against the claim he had made, 'but I thought 100 per cent. was a little strong, so I toned it down a bit and had my printer copy it.'

"Eternal vigilance is necessary in dealing with the claims of the average cut-price tire store," says the bulletin from the advertising association, "for there seem to be plenty of people who are willing to believe, even in this enlightened day, that they will in some mysterious manner find a stranger who will give them something for nothing, or sell them something at a price considerably below what it is worth."



Employs Effective Methods For Displaying Paint Paddles

An effective method of displaying paint paddles is that used in the hardware store of McPherson Bros., at Medicine Hat, Alberta. The paddles are suspended from the ceiling and by the use of counter-weights may be pulled down to the level of the counter for inspection when required and run up out of the way to make room for other things when they are not. By this simple arrangement good display is obtained and valuable space is conserved.

This firm has adopted also the system of placing in a wall cabinet behind the counter just inside the door at the front left of the store, a very complete stock of the articles on display in the window. They are, therefore, able to give speedy service to all who step inside to make further inquiries. The windows are changed every week, and in dressing them the firm has adopted the policy of featuring one line of articles at a time. The greatest pains are taken to create an alluring display which will catch and captivate the eye. In June there was a very marked response to a display of fishing tackle; later, as the hot weather came along, vacuum bottles were featured, and this was followed by auto accessories. The photograph above gives a fair view of one side of the store interior.

The Muskoka Foundry, Ltd., of Bracebridge, Ont., has obtained a charter.

F. S. Reed and J. Coombs, formerly with the Copp Stove Company, of Fort William, Ont., before the plant was burned, have secured the right to make all the parts for Copp stoves and ranges and have opened a shop on Empire avenue, Fort William.



Varnish Knowledge

Even the greenest varnish buyer realizes there is a vast difference in quality values, and that poor or unsuitable finishing materials may spoil the looks of an interior. In spite of this, comparatively few know enough in a practical way about wood finishes to enable them to choose them wisely. This is the dealer's opportunity to protect his customers against inferior finishes.

It is safe to recommend Berry Brothers Varnishes, Enamels and Stains. They satisfy completely, and the big demand for them is always growing greater.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.	A. M. Bell & Co., Ltd. - Halifax, N.S.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.	Lariviere, Inc. - - - - Montreal, Que.
Frank A. Gillis Co. - - Halifax, N.S.	L. H. Gaudry & Co. - - Quebec, P.Q.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.	Wood, Vallance, Ltd. - Winnipeg, Man.
Whites, Ltd. - - - - - Collingwood, Ont.	Wood, Vallance & Adams, Ltd., Calgary, Alta.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.	Revillon Wholesale, Ltd. - Edmonton, Alta.
Townsend Paint Mfg. Co. - - - - - - Montreal, Que.	

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

Walkerville, Ont.

NO. 34

Liquid Granite FLOOR VARNISH

Luxeberry WHITE ENAMEL

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Sept. 3.—Manufacturers are getting down to fall production and a bigger fall business is expected than any year since the war, with an even tone expected in prices. Present levels should hold for several weeks for linseed oil and unless the flax crop is an utter failure, no great fluctuation will result. Most of the raw materials needed for paint production are coming slowly, with no other shortages reported other than the linseed oil and turps.

Linseed Oil Supplies May Be Insufficient

Montreal.

LINSEED OIL.—While no changes have been made in quotations on oil, few firms are running to capacity, owing to the impossibility of securing sufficient quantities of seed. In some quarters doubt is expressed as to whether there will be enough oil to meet demands until the new crop of seed is in. Business has been good. Quotations are as follows:

Raw—	Imp. Gal.
1 to 4 barrels	$3 05
5 to 9 barrels	....
10 to 25 barrels	....
Boiled—	**Imp. Gal.**
1 to 4 barrels	$3 07½
5 to 9 barrels	....
10 to 25 barrels	....

NOTE.—Owing to fluctuating seed markets jobbers, generally, are not quoting. The basis is decidedly nominal.

Turpentine is Short With Prices Firm

Montreal.

TURPENTINE.—The indications are that no relief is in sight from the shortage, and very few firms quote at all. Very small quantities are being offered, and even then the sale of a gallon is discouraged by the majority of dealers.

The same prices as last week are being quoted.

Turpentine—	Imp. Gal.
1 to 4 barrels	....
Small lots	2 65

(Packages extra.)

Putty Prices Same; Supply About Even

Montreal.

PUTTY.—No change has been made in prices of putty. The demand is fair, with the supply about even. Plenty of small sales are being made, but the larger orders are being held back for a possible decline in prices, which hardly seem likely within fall season.

	5 ton	1 ton	Less Quanty.
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do. 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Slight Change in Glass; Deliveries the Same

Montreal.

GLASS.—Discounts on case lot orders of glass tighten up, the discounts now reading 15 to 20 per cent., with plate glass discounts on city deliveries changed to 35 per cent.

TORONTO

TORONTO, September 4.—A very firm market for linseed oil for immediate delivery exists and crushers are experiencing much difficulty in getting supplies of seed. Quotations show a range of from $3.15 to $3.27 for raw oil and from $3.17½ to $3.30 for boiled. During the week turpentine has moved up five cents, quotations now being made on the basis of $2.55 per Imperial gallon. Reports from primary points indicate a strong and very firm market.

Linseed Oil Prices Are Holding Firmly

Toronto.

LINSEED OIL.—Prices of linseed oil are remaining steady. Crushers continue to experience difficulty in getting supplies of seed and in some cases their troubles are added to by slow deliveries of the seed obtainable. There is a very fair volume of business offering. Reports show that seed from the Argentine is continuing to move overseas steadily. As far as prices of linseed oil in Canada are concerned, it is stated that there will be no changes for immediate delivery. A decline of from 25 to 40 cents is expected on oil for delivery in October, November and December. Quite a good volume of export business is available, but crushers are adopting the policy of taking care of the needs of the home market first and then if they have any surplus it will be sent out. Crop reports from the West show a wide variance, and it is difficult so far to gauge the condition of the seed at the present time, or the amount that will be available. Quotations are as follows:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	$3 15	$3 27
3 to 5 barrels, gal.	3 14	3 26
10 barrels and over	3 12	3 24
	Boiled	
1 to 2 barrels, gal.	3 17½	3 30
3 to 5 barrels, gal.	3 16½	3 29
10 barrels and over	3 14½	3 27

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

Mixed Paint Trade Continues Very Active

Toronto.

MIXED PAINTS—Repeat orders continue to come in steadily from all parts of the country for mixed paints and manufacturers are more than satisfied with the business they are doing. Their gallonage for the season will show a splendid increase and an unusual feature of the trade for August is that during a period when business usually slackens off some firms are showing as high as 100 per cent. increase. No changes are noted in prices.

No Change Shown in White Lead in Oil

Toronto.

WHITE LEAD IN OIL—Business in this commodity has been good. Quotations show no change and are as follows: Five ton lots, $15.85 per 100 pounds; one ton lots, $16.35, and in smaller quantities, $16.70.

Turpentine Prices Advance Five Cents

Toronto.

TURPENTINE.—During the week turpentine has moved up another five cents and quotations are now being made on the basis of $2.50 per Imperial gallon Local dealers have been getting deliveries much better than formerly and are in good shape to take care of the brisk volume of business that is offering. Reports from southern points state that lowness of stocks of turpentine continues to be one of the great elements of strength to the market. This coupled with activity in orders for overseas has sent prices to new high levels. The prospects of American crops showing up any larger as the season progresses are



THE strong feature of the B-H proposition is the way the product **backs up** all that we say about it in our advertising. We can afford to be enthusiastic—and so can you—about a paint that we know to have superior spreading qualities and to give particularly fine finish—the paint, moreover, of greatest durability.

For almost 200 years Brandram's Genuine B.B. White Lead has been the world's standard lead. One of the reasons why B-H "English" Paint is the best on the market is that this exceptional White Lead is used in making it.

While it's the quality of our product that makes the B-H Agency so desirable and so profitable, nevertheless it would be idle to expect Quality to win out against more aggressive advertising of competing brands. The B-H Agency is one outstanding example of "Good Products" and "Good Advertising" going hand in hand. The B-H line is so fine a line that we have felt justified in extensively advertising to tell the public of its merit. And the result has proved that we were right—a huge business has thus been built up.

Now, in further extending our business and in adding more Agents, we are able to approach merchants with a proposition that far overshadows all others in the Paint Business.

Write us for full particulars of our Agency proposition

"Save the surface and you save all" *Paint & Varnish*

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

slim. Half of the crop is in now and is on the way to all parts of the globe. The outlook is for a very strong market. Rosins are also strong and business active. Quotations on turpentine are as follows:

Turpentine—	Imp. gal.
1 barrel (barrel included)	$2 55
2 to 5 barrels (barrel included)	2 54
5 gallon lots	2 65

Changes Likely in Window Glass Prices

Toronto

WINDOW GLASS, PUTTY.—Window glass prices will likely be revised very shortly and it is expected they will advance. In the meantime quotations show no change. Owing to natural conditions in the building trade a brisk demand for glass is being experienced.

Putty quotations show no change and are as follows:

Standard Putty	5 ton	1 ton	Less
Bulk, in barrels	$ 35	$5 60	$5 95
Do., 100 lb. iron ...	6 20	6 45	6 80
Do., 25 lb. iron	6 45	6 70	7 05
Do., 12½ lb. irons..	6 70	6 95	7 30
Bladder, in barrels ...	7 10	7 35	7 70

Markets in Chile For Hardware Goods

The Canadian Manufacturers' Association has issued the following for the information of firms wishing to go after export business in South America:

Steamship Service, Canada to South America (West Coast)

The Pacific Steam Navigation Company are contemplating the establishment of a service from Halifax to ports in Chile. At the moment they are not in a position to definitely decide the question owing to the fact that the Imperial Government has a considerable number of their boats under requisition. However, as these boats will be released from time to time they will be in a position sooner or later to establish this service, provided there is sufficient tonnage offering from Canada. The thought is that perhaps a monthly service would take care of the requirements.

As the association has been approached by the Royal Mail Steam Packet Co., a sister company, for the purpose of detemining what traffic would be offering, the above information is being placed before you, and it is requested that you advise as soon as possible information along the following lines:

1. Number of tons weight and measurement shipped annually to Chile.

2. Number of tons weight or measurement you expect to ship within the next year or any other period you may state.

If you have never had any trade with Chile, but expect to enter the market, or feel that you could do so if the service mentioned were established, I shall be glad if you will let me have information to that effect.

We understand that there is quite a market in Chile for manufactured goods such as agricultural machinery, belting, automobiles and trucks, railway equipment, flour, cement, cotton and wool cloth, knit goods, thread and yarn, electric machinery and supplies, mining machinery, dynamite, jute sacks, iron and steel bars and beams, galvanized and plain iron and steel sheets, industrial machinery and supplies, wire, leather, boots and shoes, newsprint and writing paper, furniture and several other articles. Chile is also in a position to export considerable quantities of iodine, nitrates, hides and wool as well as a number of other articles.

As the information which we are able to supply the steamship company will determine whether or not a service will be established it is desirable that you give this matter your attention and let us have a reply to this circular at your earliest convenience.



"Ain't it ever going to drop?"

—"Retail Public Ledger."

AUTOMOBILE PRICES TEND UPWARD

NEW YORK.—While the war was in progress and automobile prices were steadily mounting higher, it was a popular belief that cessation of hostilities would witness reductions almost as rapid as the advances had been. It seemed that this belief was justified when not long after the armistice several manufacturers announced substantial price cuts. Since, however, the true condition of this country's automobile industry has been more clearly recognized. Costs of labor and material have not declined as it was expected they would. Many manufacturers have not been able to speed up production to the point they had hoped to reach and the enormity of the shortage of motor cars, not only here, but abroad, is daily becoming more apparent.

BUY W-S-S WAR-SAVINGS STAMPS

"Save the surface and you save all" *Paint & Varnish*



Dress Your Window For Fall Business With

Ramsay's Surface Savers



PLACE A CAN OF EACH ON YOUR COUNTER AND WATCH THEM SELL THEMSELVES

The Ramsay Line

of

Paints Varnishes Stains Enamels

There is a large Fall paint business for you by attractively displaying

"THE RIGHT PAINT TO PAINT RIGHT"

They decorate as well as preserve

It's a good idea to get our dealer proposition

A. RAMSAY & SON COMPANY

Makers of Property Preserving Paints and Varnishes for 77 years

Toronto **MONTREAL** **Vancouver**

Edmonton District:
Revillon Wholesale Limited, Edmonton

Calgary District:
The McDonald-Baker Co., 818-8th Ave. W., Calgary

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — —B.B. Caps 25%, B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; zz short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; centre fire pistol, add 35% list; centre fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M. net; empty shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers——Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, add 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	$13 25	$16 00
Hunters' Axes	11 00	12 00
Boys' Axes	12 00	14 00
Double Bit	16 50	19 50
Bench—No. 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 9 60
No. 2, dozen	12 00
No. 3, dozen	9 60
No. 4, dozen	1 00
No. 5, dozen	13 00
No. 6, dozen	15 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100, lb.	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, SLEEVE—

No. 3, dozen	$ 5 50

BOARDS, IRONING— —

No. 1, dozen	$21 00
No. 31, dozen	$11 00
No. 32, dozen	12 00
No. 35, dozen	26 00
No. 36, dozen	30 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and larger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends, 25%.
Plow Bolts, 30%.
Elevator Bolts, 25%.
Fancy Head Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list), 25%.
Whiffletree Bolts, 25%.
Nuts, square, blank, add to list, 75c.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list $1.25.
Stove Bolts, 65%. Tire Bolts, 50%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 41
Rods, base ½ to 1 in., round	0 39
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$12 50
30-gal., Standard	11 00

BOARDS (Wash) Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond Ring (glass)	6 30

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	Net
No. 800	add 5%
No. 838	5%
No. 808	5%
No. 804	12½%
Nos. 802, 842, 844	5%
No. 810	add 12½%
No. 814	add 25%
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 10%.
Triplex Spring Hinges, 5%.
Chicago Mortise Floor (5,000), 15%.
Chicago Relax Floor (6,000), 20-20%.
Chicago Premier (4,000), 7½%.
Chicago Ajax (3,000), 20-5-2½%.
Lavatory Door Hinges, 5%.
Chicago Screen Door (2,000), 40-5%.
Chicago Screen Door (3,000), 25-5%
Sagless Gate Hinge, 20-20%.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

CHAIN

	Proof Coil Mont'l	Proof Coil Tor'to	Welded Mont'l	Welded Tor'to
3-6 in.	$22.75	$21.40	$.....	$27.40
¼ in.	16.75	17.75	20.60	23.60
5-16 in.	14.75	14.60	16.40	18.40
⅜ in.	13.00	13.40	15.00	17.25
7-16 in.	12.75	13.15	14.40	16.65
½ in.	12.50	12.80	14.15	16.50
⅝ in.	12.35	12.75	13.85	16.15
¾ in.	12.25	12.70	13.50	16.00
⅞ in.	12.05	12.40	13.40	15.80
1 in.	11.90	12.30	13.30	15.65

Electric Welded

	B.B.		B.B.B.	
⅛ in.	19.00	.....	22.00	.....
3-16 in.	18.00	.....	20.00	.....
¼ in.	15.00	16.00	18.00	.....
5-16 in.	13.50	13.50	16.50	.....
⅜ in.	11.60	12.25	14.60	.....
7-16 in.	11.50	12.00	14.50	.....
½ in.	11.25	11.80	14.25	.....
⅝ in.	11.00	11.55	14.00	.....
¾ in.	9.75	11.25	12.25	.....

F.O.B. Toronto, Montreal

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$17 25	$.....
5-16 in.	14 25	17 25
⅜ in.	13 00	16 00
7-16 in.	12 75	15 45
½ in.	12 55	15 25
⅝ in.	12 25	.....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12; f.o.b. Toronto.

Cow ties, 20%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 8 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen	$33 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 15% f.o.b. St. John, N.B.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $21.00; No. 1, $25.50; No. 2, $31.00; No. 3, $39.50.

Ruswin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F.o.b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths	$6 85
17—7strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 66
18—6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER Montreal, Toronto

Casting ingot, see weekly report.

Rods, ½ to 2 in.	0 41	0 42
Soft sheets, base, 16 oz. and heavier	0 42	0 43
Tubing, lb.	0 46	0 47

Above prices are full sheets and bare. Cut sheets and bars are 5c per lb. higher.

COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal, Montreal, Toronto

Ordinary, 52 sheets	$7 75	$7 35
Do., 60 sheets	7 85	7 45

COKE, TIN PLATES

	Per box
IC, 20x28 base	$16 00
IX, 20x28 base	21 00
IXX, 20x28 base	23 00
IXXX, 20x28 base	26 00

F.O.B. Toronto.

TERNE PLATES

IC, 20x28, 112 sheets $19 00
F.O.B. Toronto

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$16 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

I STAND SPONSOR FOR OUR PRODUCTS

W. G. Harris

PRESIDENT





WINNIPEG



MONTREAL



VANCOUVER



Babbitt Metal

For All Requirements

Imperial Genuine Bearing Metal

For High Speed Heavy Engine Bearings

Harris Heavy Pressure

For General Machine Bearings

Aluminoid

For Light Countershaft Work

Solder

Wire Bar Block

All Ingot Metals

Canada Metal Co.

LIMITED

Toronto Montreal
Winnipeg Vancouver

CLOCKS

Big Ben	$3 20
F.O.B. Montreal, Toronto, London	
Good Morning, each	1 30
Lookout	1 75
Sleepmeter	1 84

Hamilton

CROWBARS, $9.60 per 100 lbs.

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank.

List each.			
1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
1/4	.60	23/32	1.60
9/32	.65	3/4	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.85	7/8	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
1/2	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—			
3/32	$2 70	3/4	$ 8 50
1/8	3 00	7/16	10 50
5/32	3 50	1/2	13 00
3/16	4 00	9/16	15 50
7/32	4 50	5/8	18 00
1/4	5 00	11/16	21 00
9/32	6 00	3/4	24 00
5/16	7 00	7/8	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	40%
Straight Shank	40%
Straight Shank, wire	40%
Taper Shank	40%

DOORS

See Screen Doors.

F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list. Net prices Class B, black, 26c lb.; Class C, 17c lb.; galvanized, Class B, 36c lb.; Class C, 26c lb.

Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 50
Under 40 lbs.	4 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼".	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼".	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $9.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can. 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto. St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices. Figured at 5% off list.

	Strap Doz. pairs.	Tee Doz. pairs.
4-inch	$ 2 85	$ 2 23
4½inch	$ 2 85	$ 2 43
5-inch	3 52	3 04
6-inch	3 80	3 42
8-inch	5 13	3 90
10-inch	9 12	6 94
12-inch	11 31	11 02
14-inch	12 92	11 20

Light, Net Prices. Figured at 5% off list.

3-inch	$ 0 95	$ 0 95
4-inch	1 14	1 05
5-inch	1 33	1 24
6-inch	1 62	1 43
8-inch	1 70	2 35
10-inch	2 25	3 30

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 35%.

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 75
Lightning	13 25
Heath's	13 25
HOES, Grub	$10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 40	$5 00 $5 50
No. 3, per doz.	4 50	5 50 6 40
No. 4, per doz.	4 60	6 00 7 40
Little Giant	6 25	
Barden Patent	6 25	

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	
Special-countersunk	0-4	10 10	
Toe-weight (front only)	1-4	10 60	

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ¾ in., 100 ft.	20 50
Corrugated ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.10 gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	
72x30, 26 gauge, case lots.	

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 85
Mrs. Potts, No. 50, nickel-plated, set	1 90- 1 95
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated.	5 50
Princess Electric, each.	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 34
Hercules, 4 to 10 ft.	0 36
Hercules, 12 to 14 ft.	0 41
Faultless, 4 to 10 ft. only	0 32
Ontario, 4 to 10 ft. only	0 29
Shelf Lock, 4 to 8 ft. only	0 24
Gardner, No. 1	0 21
Do., No. 2, bolted	0 21
Dominion, No. 3	0 25
Do., No. 4, bolted	0 28

Single and Fruit Picking

10 ft. to 16 ft.	22c ft.
18 ft. to 20 ft.	25c ft.

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension

Ladders	Per ft.
20 to 32 ft.	$0 26
36 to 40 ft.	0 29
44 ft.	0 32
Over 44 ft.	0 42

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London. Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby	$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$11 00
Dowswell	11 25
Noiseless	15 50
Hamilton	12 50
Ottawa	11 50
Peerless	11 50
Snowball	17 00
Momentum	18 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	110 00
Seafoam, engine drive	50 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	11 50
Popular, No. 2	11 00
Economic	13 50
Champion	18 50
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	51 50
Do., do., electric	111 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	59 50
Perfection, electric	119 50
Gem	18 50
Winner	17 00
Connor Improved	10 75
Jubilee	10 25
Canada First	21 00

Discount, 30% and 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$13 00
Pick, doz.	13 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1½ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40e	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

Freight equalized on above points.

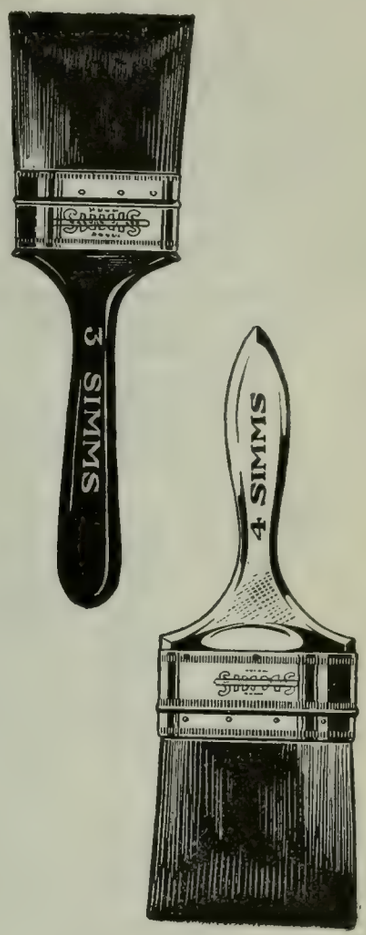
Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

TRADE SIMMS MARK
SET IN RUBBER

Simms' Paint Brushes

Sold All Over The World



The demand for Simms' Set-in-Rubber Paint and Varnish Brushes extends all over the world. There are none like them anywhere.
Your customers know this. See to it that you have a full stock on hand.
The worst treatment cannot hurt Simms' Set-in-Rubber Brushes. The bristles are set in vulcanized rubber, and are guaranteed to hold firmly **forever.**
People don't cover their houses with loose bristles when they use Simms' Brushes. Push the sale of this line and your reputation won't suffer.
Send for price list. Look over your stocks without delay. Insure big profits and satisfied customers by having all Simms' Better Brushes on your shelves. Order to-day.

T. S. SIMMS & CO., LIMITED

ST. JOHN, N.B.

Branches: Montreal, Toronto, London

THE varnish that gives floors a hardwood finish—brings out the natural grain perfectly.

Specially made for the hard usage to which floors are subjected.

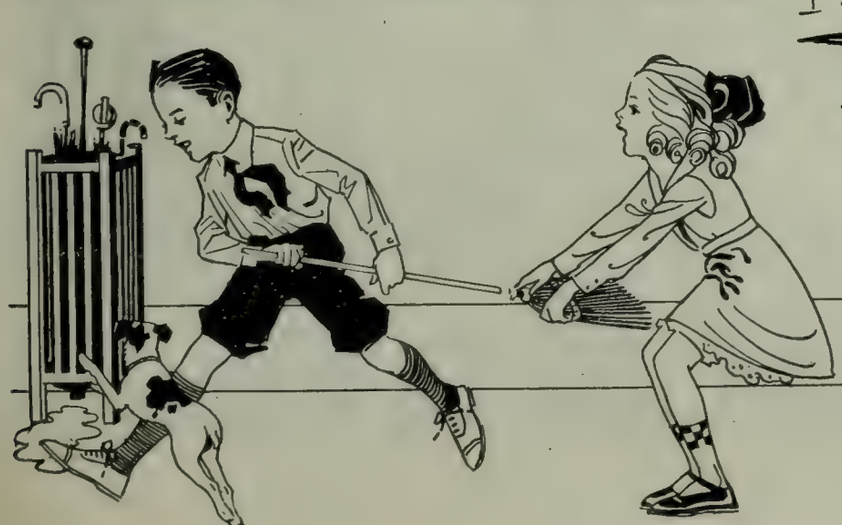
—impervious to water—even boiling water won't hurt it;
—elastic—don't show tell tale heel marks;
—durable—don't show white marks when scratched.

The Floor Varnish that Satisfies the Customer.

BRITISH AMERICA PAINT CO., LTD.

VICTORIA VANCOUVER CALGARY EDMONTON REGINA





Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 85
36-inch, per roll	6 25
48-inch, per roll	7 25
60-inch, per roll	8 60
72-inch, per roll	9 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	....
U.S. Navy (spun)	21 50
Plumbers (spun)	9 50

F.o.b. Montreal, Toronto.

OILS

	Montreal	Toronto
Royalite, gal.	0 22½	0 21½
Palacine, gal.	0 25½	0 24½
Gasoline, net, gal...	0 33	0 32
	List	Gallon
Black oil (Summer)	0 14½	0 13½
Black oil (Winter)..	0 16	0 15
Imperial Kerosene		
Tractor	....	0 59
Capital cylinder ..	0 62	0 58
Machine oil, regular grades	0 36	0 36
Standard gas engine oil	0 40½	0 37
Parafine	0 25	0 21

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list.	0 90
Polarine A, list....	1 00
Gargoyle Mobiloil, list ...	1 30

List, less 25% on above.

Fuel oil, bbls. net	0 08
Fuel oil, tank cars, net...	0 07

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll..	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red..	1 05
Do., blue	0 70
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 78
Surprise Fibre	0 66
Tarred felt, per cwt.	3-80-90
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliette (dry fibre)	0 60
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.) 13½	0 15
Carpet Felt, 16 oz. per 10 100 lbs.)	4 75
Straw, sheathing, dry, per cwt.	3 05
Do., Do., tarred, per cwt...	3 20

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast	
1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—		
5 to 6 lbs., doz.	$11 00	$11 25
6 to 7 lbs., doz.	12 00	12 25
Rock—		
7 to 8 lbs., doz.		13 00

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in....	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$....
¼ in..	4 53	6 66	5 13	7 26
⅜ in..	4 53	6 66	5 13	7 26
½ in..	5 99	7 57	6 84	8 42
¾ in..	7 53	9 66	8 68	10 81
1 in..	11 14	14 28	12 84	15 98
1¼ in..	15 07	19 32	17 37	21 62
1½ in..	18 01	23 10	20 76	25 85
2 in..	24 24	31 08	27 94	34 78
2½ in..	38 90	49 73	....	....
3 in..	50 87	65 03	....	....
3½ in..	64 86	81 88	....	....
4 in..	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$27 94	$34 78	$31 64	$38 11
2½ in..	40 66	51 48	46 51	57 35
3 in..	53 17	67 32	60 82	74 97
3½ in..	66 70	83 72	75 90	92 92
4 in..	79 03	99 19	89 93	110 09
4½ in..	88 00	113 00	107 00	132 00
5 in..	103 00	132 00	125 00	154 00
6 in..	133 00	171 00	162 00	200 00
7 in..	175 00	224 00	211 00	259 00
8 in..	184 00	235 00	221 00	273 00
8 in..	212 00	271 00	255 00	314 00
9 in..	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in..	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 80%.

4½" and larfer, 70%.

4" and under, running thread, 50%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list.	3 00
12-oz. bottles, doz., list.	6 00
1-qt. can, doz., list.	15 00
½-gal. cans, doz., list.	24 00
1-gal. cans, doz., list.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton Size	Case	Doz.	Case
¼ pts.,	3 doz.	$1 15	$3 40
½ pts.,	3 doz.	2 10	6 00
Pints,	2 doz.	3 15	6 00
Quarts,	2 doz.	4 65	9 00
½ gal.,	1 doz.	8 40	8 40
Gal.,	½ doz.	....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 40 and 5%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Amazon, 1 ply	$2 05
Amazon, 2 ply	2 35
Amazon, 3 ply	2 70
Samson, 1-ply roll	2 50
Samson, 2-ply, roll	2 95
Samson, 3-ply, roll	3 50
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Everlastic, 1-ply	1 90
Everlastic, 2-ply	2 20
Everlastic, 3-ply	2 55
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 45
McCombe, Sp., 1-ply	1 70
McCombe Sp., 2-ply	1 95
McCombe Sp., 3-ply	2 30
Panamoid, 1-ply	1 70
Panamoid, 2-ply	(95
Panamoid, 3-ply	2 30
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 70
Black Diamond Ready Roofing, 2-ply	....
Black Diamond Ready Roofing, 3-ply	....
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 25
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto and Montreal.

ROPE

	Lb.
Pure Manila basis	32
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	25

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	25
Double lath yarn	25½
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis.	On application
Cotton, ⅛ in.	0 82
5-32 in.	0 81
3-16 in.	0 74-77½
¼-in. and up	0 73-76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.20 dozen; 751 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 752B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $5.00.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge, Steel	$4 35
103, 50 ft. Reliable Jr., Steel	4 45
243, 50 ft. Rival, Steel	3 85
1243, 50 ft., Rival Jr., Steel	3 60
603, 50 ft., Metallic	3 25
604, 66 ft.	3 65
403, 50 ft., Linen	2 35
	Dozen
713, 50 ft., Ass Skin	6 00
714, 66 ft., Ass Skin	7 00
143, 3 feet, Steel Pocket	7 50
145, 5 ft., Steel Pocket	10 20
175, 5 ft., Linen Pocket	5 85
165, 5 ft., Cotton Pocket	1 50

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$15 75
Golden Clipper	16 75
Little Giant	17 75
Bush	16 25

F.O.B. London, Tronto, Montreal.



Turn-overs Instead of Left-overs!

WHEN you figure it up at the end of the year, the line that fattens your profits is the line that makes a quick turn-over — and *does it often!*

When a small dealer takes on a new line for the first time, and inside of a year re-orders from three to four times, exceeding his initial order each time — *he's handling a live one.*

Hundreds of Pratt & Lambert Dealers are doing this every year because "61" Floor Varnish is a varnish with a million friends. For 30 years people all over this continent have been buying "61" and telling their friends how good it is! This Fall a lot more people will know about "61" through a big, hard-hitting series of full-page advertisements in the magazines going to millions of householders.

Hundreds, perhaps thousands, of these readers are right in your own community and they're going to spend money for "61" *somewhere* in your town!

You are going to buy varnish of *some kind* before Fall and your stock will make a quick turn-over if you're prepared to sell your customers the kind of varnish they'll want! The money you spend for "61" Floor Varnish will return to you quickly with a nice profit and you'll have a clear conscience about it because "61" will stand hard knocks and water without cracking or turning white.

It's a varnish with the good-will of a million people and a quality reputation of over 30 years' standing. Cash in on it now! Just a postal will bring the details!

PRATT & LAMBERT-INC.
VARNISH MAKERS 70 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONTARIO
Factories
Bridgeburg, Ontario New York . Buffalo Chicago

"61" FLOOR VARNISH

for floors, furniture and all Woodwork

Made in Eight Colors

SCREEN DOORS

Kasement No. 1—2 ft. 8 in., $28.80; 2 ft. 10 in., $30; 3 ft., $31.20; Nos. 2, 3 and 4, 2 ft. 8 in., $31.20; 2 ft. 10 in., $32.40; 3 ft., $34.20 dozen.

SNATHS

	Doz.
00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	77½%
Wood, R.H., bright	75 %
Wood, O.H., bright	75 %
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	20

Wooden Bench Screws

Dozen $7 00

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 10
18 and 20	7 10
16	6 95
14	6 80

F.O.B. Hamilton and Toronto.

SHINGLES, METAL

Standard, galvanized $10 00
Standard, painted 8 00
Discount 7½%.

SIDING, METAL

Standard, galvanzed $8 50
Standard, painted 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS

Base, 3 to 8 lbs., 56c, f.o.b. Toronto and Hamilton.

SOLDER, BAR

See weekly report

SPOUTS, SAP

Eureka, per M.....$13 50 $16 50

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.
Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	$ 7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz. $2 60
Sampson, doz. 7 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	45 and 5	45 and 5	45 and 5
Draining Tools	45 and 5	45 and 5	.....
Hollow Back Scoops	45 and 5	.....	45 and 5
Sand Shovels	45 and 5	.....	45 and 5
Hollow Back Shovels	45 and 5	.....	45 and 5
Hollow Back Coal Shovels	45 and 5	.....	45 and 5
Riveted Back Scoops	45 and 5	45 and 5	45 and 5
Miners' Spring Point Shovels	45 and 5	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's Doz.
American Queen, nickeled fittings, Cyco ball bearing	$51 00
Club, jap. Cyco bearing	108 00
Champion, nickeled fittings	43 00
Champion, japanned fittings	36 00
Grand, nick., Cyco B.B.	64 00
Grand, jap., Cyco B.B.	57 00
Grand Rapids, nick., Cyco B.B.	48 00
Grand Rapids, jap., Cyco B.B.	41 00
Parlor Queen, nick., Cyco, B.B.	54 00
Princess, nick., Cyco B.B.	49 00
Standard, nickeled fittings	45 00
Standard, jap. fittings	38 00
Universal, nick., Cyco bearing	46 00
Universal, jap., Cyco bearing	39 00

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, nickeled	$124 00
Household, japanned	110 00
Suverba, nickeled	140 00

F.O.B. factory, Niagara Falls, Ont.

SWEEPERS (ELECTRIC)

Steel frame $36 40
Aluminum frame 43 90
Attachments, set 8 25
F.O.B. Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 and 10%
Shoe findings list adopted July 5, 1917	Net List
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares

TOASTERS, ELECTRIC

Canadian Beauty $4 50
Upright, with rack 6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)

	Doz. with chain
Victor, No. 1	$ 2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (BINDER)

	Per lb.
500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.
F.O.B. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb	0 71 -0 77
4-ply wrapping, lb.	0 73½-0 80

Montreal.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 30
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.O.B. Newmarket.

VALVES

	%
Compression work, standard	44
High grade	40
Fuller work, standard	40
Basin cocks, No. 0, standard	35
Nos. 1 and 2	35
Bath cocks, compression	45
Flatway stop and waste cocks, standard	44
Roundway stop and waste cocks, standard	44
Brass steam cocks, standard	Net list
Radiator valves, standard	31
Do., removable seat	Net list
Globe, angle and check valves, standard	20-22½%
Do., Jenkins Disc	22
Jenkins Valves	No list
Standard Gate	25

F.O.B. Toronto.

Penberthy Brass Valves

Compodisk Valves	5-2½%
Gate Valves	15%
Regrinding Valves	5%
Swing Check Valves	Net List

WARES, ETC.

Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%; White Ware, 50%
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30% and 5%.
33 1-3%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Nickel-plated Ware, 50%.
F.O.B. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Rain plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00, 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$4.75	$4.60	$4.75
Section, ½ lb., per 100 lbs.	4.75	4.50	4.50
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

WHEELBARROWS

Navvy, steel wheel, doz.	$63 00
Garden, steel, doz.	64 25
Light garden, doz.	46 80

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

Cut Hay Wire.	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	5 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.

Smooth Steel Wire.

Nos. 0-9 gauge, base 5 60

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

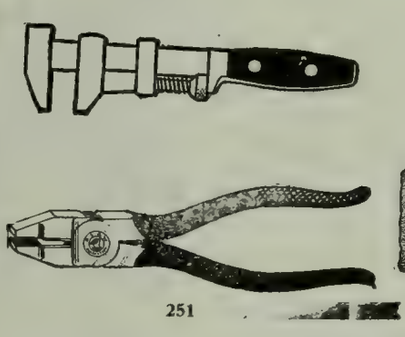
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

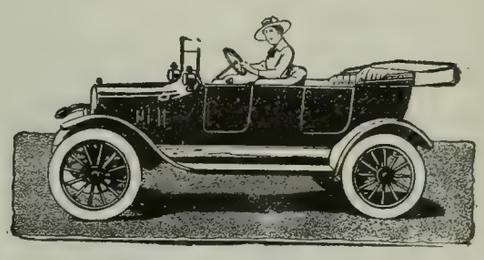
Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.

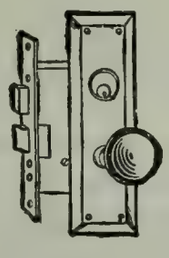

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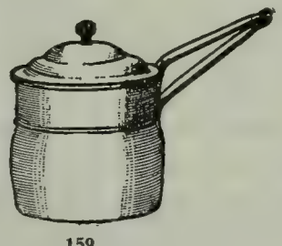

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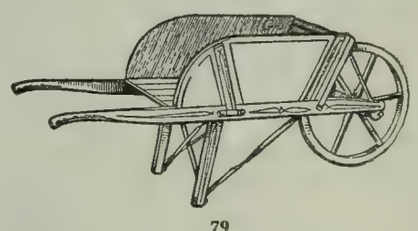

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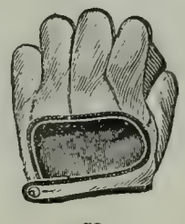

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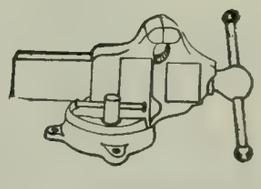

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THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 25c. each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 0lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE Montreal Toronto
Per lb. 12c 12

COLORS (DRY) Per lb.
Raw Umber, No. 1, 100-lb. kegs 0 09½
Do., pure, 100-lb. kegs... 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 09½
Do., pure, 100 lb. kegs.. 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 09½
Do., pure, 100-lb. kegs.. 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 09½
Do., pure, 100-lb. kegs.. 0 15
Imp. green, 100-lb. kegs.... 17-19
Chrome green, pure..... 0 35
Chrome yellow 25-41
Brunswick green, 100-lb. kg. 12-14½
Indian red, 100-lb. kegs... 15-20
Indian red, No. 1, 100-lb. k. 06-10
Lamp black 0 23-0 25
Venetian red, best bright.. 07-09
Venetian red, No. 1 ..... 0 05½
Drop black, pure dry 0 09½
Golden ochre, 100-lb. kegs.. 0 12
White ochre, 100-lb. kegs. 05½-06
White ochre, barrels.....0 04½
Yellow ochre, barrels 0 03½
French ochre, barrels..... 06-10½
Spruce ochre, 100-lb. kegs.. 0 07-8
Canadian red oxide, bbls.. 0 03½
Super magnetic red 0 05
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1 lb. tins—
Venetian red 23-30
Indian red 0 30
Chrome yellow, pure 0 53
Golden ochre, pure 30-32
French spruce ochre, pure. 25-28
Greens, pure 28-38
Siennas 0 34
Umbers 0 34
Ultramarine blue 45-48
Prussian blue 1 00
Chinese blue 1 00
Drop black 0 35
Ivory black 0 36
Signwriters' black, pure.... 38-40
Lampblack 38-40
Marine black, 5-lb. irons... 0 20
F.o.b. Montreal, Toronto

ENAMELS (white) Gal.
Duralite $7 47½
B-H "White" Enamel 7 47½
C.P.C. Albagloss 5 75
Moocamel 7 00

GLUE Per lb.
Discount—
French medal (prices withdrawn).
English common sheet 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags 0 35
Hide, 112-lb. bags..... 0 45
Gelatine, 112-lb. bags 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags. 0 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 80	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 15 to 20%; over 3,500 feet an additional 5%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each			$0 80
Plates from	1 to 2	feet, each	0 90
"	2 to 3	"	0 95
"	3 to 4	"	1 15
"	4 to 5	"	1 35
"	5 to 7	"	1 50
"	7 to 10	"	1 70
"	10 to 12	"	1 75
"	12 to 15	"	1 85
"	15 to 25	"	1 95
"	25 to 50	"	2 15
"	50 to 75	"	2 20
"	75 to 90	"	2 25
"	90 to 100	"	2 30
"	100 to 120	"	2 60
"	120 to 140	"	2 90

Plates 101 to 110 wide containing not over 100 ft. each... 3 00
Plates 111 to 120 wide containing not over 100 ft., each... 3 40
Plates 101 to 110 wide containing over 100 ft., each 3 40
Plates 111 to 120 wide containing over 100 ft., each 3 75
Trade Discounts, 30 and 5%.
City deliveries, 35%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$16 00	$16 35
Crown Diamond	16 00	16 35
Crown, Pure	16 00	16 35
Green Seal	16 00	16 35
Ramsay's Pure	16 00	16 35
Moore's Pure	16 00	16 35
Tiger, Pure	16 00	16 35
O.P.W. Dec. Pure...	16 00	16 35
Red Seal	16 00	16 35
O.P.W. English	16 20	16 55
Elephant Genuine....	16 50	16 85

B.B. Genuine Lead, less than tons, $18.50, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$12 00	$14 50
Genuine, 100-pound kegs, per cwt.	13 00	15 50
Less quantity	14 75	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

LITHARGE
Tons or over (cwt.).....$10 75
Smaller lots (cwt.) 11 75

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 95
Elephant, colors	4 55
B.-H. English, white	5 05
B.-H. English, colors	4 85
B.-H. Floor	4 00
B.-H. Porch Floor	4 55
Minerva, white	4 90
Minerva, colors	4 65
Crown Diamond, white	4 80
Crown Diamond, colors	4 55
Crown Diamond, floor	4 00
B.-H. Fresconette, white	3 60
B.-H. Fresconette, colors	3 50
Moore's House Colors, white..	5 00
Moore's House Colors, colors..	4 80
Moore's Egyptian Paint, white	4 00
Do., colors	3 85
Moore's Floor Paint	3 75
Moore's Sani-Flat	3 75
Moore's Porch and Deck Paint	4 90
Moore's Mooramel	....
Jamieson's Crown Anchor	4 30
C.P.C. Pure, white	5 05
C.P.C. Pure, colors	5 55
O.P.W. Canada Brand, white.	4 80
O.P.W. Canada Brand, colors	4 50
O.P.W. Canada Brand, floor..	3 75
O.P.W. Flat Wall, white.....	3 60
O.P.W. Flat Wall, colors.....	3 50
Ramsay's Pure, white	4 90
Ramsay's Pure, colors	4 60
Martin-Senour, 100%, white..	5 05
Martin-Senour, 100%, colors..	4 80
Martin-Senour, Porch Paint..	4 55
Martin-Senour, Neutone, white	3 60
Martin-Senour, Neutone, colors	3 50
Senour's Floor Paint.....	4 00
Sherwin-Williams, white	5 05
Sherwin-Williams, colors	4 80
Sherwin-Williams, floor	4 00
Sherwin-Williams, porch floor.	4 55
Flat Tone, white	3 60
Flat Tone, colors	3 50
Lowe Bros., H.S., white	5 05
Lowe Bros., H.S., colors	4 80
Lowe Bros., hard drying floor.	4 00
Mellotone, white	3 75
Mellotone, colors	3 60
Sanitone, white	3 60
Sanitone, colors	3 50
Maple Leaf, white	5 05
Maple Leaf, colors	4 80
Maple Leaf, floor	4 00
Pearcy's Prepared, colors	4 25
Pearcy's Prepared,, white	4 50

F.o.b. Montreal, Toronto.

PARIS GREEN Per lb.

In barrels, about 600 lbs.	$0 48
In kegs, about 250 lbs.	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY

Standard	Montreal Less than tons	Toronto
Bulk, in casks	$5 65	$5 95
Bulk, 100-lb. drums..	6 50	6 80
Bulk, 25-lb. drums...	6 75	7 05
Bulk, 12½-lb irons..	7 00	7 30
Bladder, in bbls.	7 00	7 70

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance. Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

ROSIN
Barrels, 100 lbs. $11 50
Less, per lb. 0 14

SHELLAC
Pure White, gal. (1 gal. tins), $7.25 to $7.40; pure Orange, gal. (1 gal. tins), $6.50 to $6.90; Gum Shellac, TN, $1 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 80
B.H. Vanisher	3 00
Cumoff	3 60
Takof	2 75
O.P.W. Presto	2 75
Lingerwett	2 55-3 00
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES Per gal. cans
No. 1 Furniture, extra, barrels, $1.35-$1.46 gal.; gal tins .....$1.57-$1.68

B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
C.P.C. Sun Varnish	3 83
C.P.C. Sun Spar	5 13
C.P.C. Sun Waterproof Floor	3 90
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 52
M-S Marble-Ite Floor	3 91
M-S Wood-Var	3 91
M-S Durable Spar	5 11
M-S Finest Interior	3 34
Elastic Interior	3 14
Mar-not	3 90
Quick Action House	2 65
Rexspar	5 12
Smear-Not	3 34
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 50
Luxeberry granite	4 50
Luxeberry spar	5 62
Ramsay's Universal	3 68
Crown Diamond Floor	3 65

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white.	8 40
Coralite, 5-lb. pkgs., colors.	8 40
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40

F.o.b. Montreal, Toronto.

WASTE
Cream, Polishing $0 21

WHITE

XXX	0 18
XX	0 16¾
X	0 15¾
XC	0 13½
Japanese	0 13
XXX Extra	0 19
XX, grand	0 17¾
XLCR	0 16½
X Empire	0 15¼
X Press	0 14

COLORED

No. 5	0 13¾
No. 1	0 12¾
No. 7	0 11¾
No. 1A	0 10¾
No. 1B	0 09¾
Fancy	0 15
Lion	0 13½
Standard	0 12
Popular	0 10½
Keen	0 09

Above lines subject to trade discount for quantity.

WAX Per lb.

C. & B. Floor Wax	$0 40
B.H. Wax	0 45
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 35
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 58 0 62
Johnson's	0 62
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Edwards, lb.	0 40
Ramsay's	0 45
S. & W.	0 54
Crown Diamond	0 45

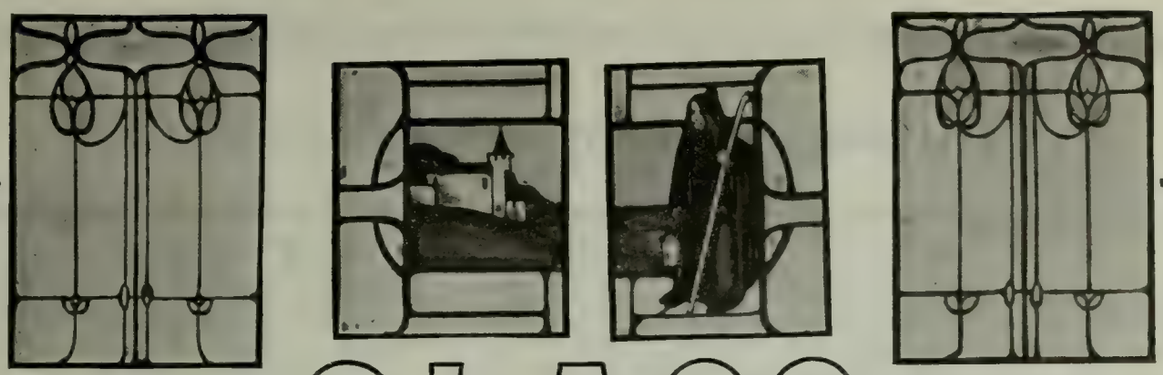
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 50
F.o.b. Montreal, Toronto, London
Gilders, bolted, in bbls. $3 00

WOOD ALCOHOL Per gal.

In five gallons	2 20
In barrels	2 15

$4 extra for barrels.
F.o.b. Montreal, Toronto, London



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

10-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS-
WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WIN DOW GLASS.
CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

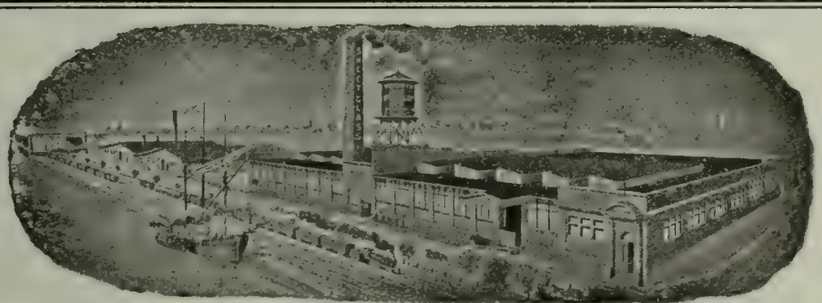
HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

RED

S

BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $3.25; C.B. Caps, $4.10; 2 2Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regale Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Double Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $10.50 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 10-10% off list.

Standard, 10% off list. Extra net list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch, 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 20%; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $12.25. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, .7½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 50
Lookout	1 00
Sleepmeter	2 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 74c lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	30%
Nipples 4" and under	75%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS WINDOW

	Single	Double
Up to 25 in.	....	....
26 to 40	....	....
41 to 50	....	....
51 to 60	....	....
61 to 70	....	....

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 15
Cold Blast, regular	1 15

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4 $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherwenght, $9.95.

Apollo and

IRON, GALVANIZED "Fleur Premier de Lis"

10¾ oz. or 28 Eng.	$9 40
28 Am. or 26 Eng.	9 00
26 Am. or 26 Eng	8 70
24	8 55
22	8 55
18 and 20	8 40
16	8 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 11c per lb.

Mrs. Pott's No. 55, set $2 25

Mrs. Pott's No. 50, set 2 35

Mrs. Pott's common and iron handles, $1.45 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

20% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 3 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$18 00
No. 25, Dash-board	17 50
Short Globe, doz.	18 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 05
3	2 90
4	4 30
Barn Door	
5	2 65
8	2 65
9	4 30

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.75; cutter, $13.75.

MOPS

	Doz.
O-Cedar Polish, No. 1	$12 00
O-Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	....
Star	7 50	8 00

NAILS

Wire f.o.b. Fort William, $5.00 base; Winnipeg, $5.50 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in. $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, per 100 lb.	$24.00
Clipper, unspun, per 100 lbs.	22.50
Plumbers, per 100 lbs.	11.00

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 65c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

POLISH

O-Cedar—

	Doz.
4 oz.	$ 2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$ 2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

Bon Ton—

¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
Gal.	15 00
½ gal.	9 90

If You Knew—

THE economic reasons, alone, as a motive for housewives in selecting "Silkstone" as a wall covering, are a big factor in promoting sales.

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Silkstone is cheaper than wall-paper (and decidedly more sanitary), lasts longer than other wall finishes, can be washed often, and won't rub off. It gives a beautiful soft, silky finish that will outwear any other wall covering. The economy of a finish that costs little to apply and lasts so long will forcibly appeal to all.

Set "Economy" to make sales of Silkstone for you. If there is no Stephens' Agent near you, write for our good proposition.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG **and** **CALGARY**

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 833	1071
inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 70
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER, Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $8.75; full polished, $9.00; 18 x 24, half polished, $8.75; full polished, $9.00; 20 x 28, half polished, $8.75; full polished, $9.00.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 7, 55c; No. 8, 56c; No. 10, 60c; No. 12, 65c.

ROPE

Sisal, 26c base; pure Manila, 34c base; British Manila, 29¼c base; lath yarn, 26c base; African hemp, 29¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER

Star—	Quire.	Ream.
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90
B. & A.—		
00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%, flat head, brass, 35%; coach, 45%. Set Screws, 40%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $15.95; D.H. Sqr. Pt., $15.95; L.H. Rd. Pt., $15.95; L.H., Sqr. Pt., $15.95; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 5, $20.25; No. 6, $20.50; No. 8, $21.00.

SOLDER. Per pound, 37 to 38c.

SPIKES, BOAT

Pressed, ¼ in., $8.00; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$22 50
20 x 28 I.X. box	26 00
20 x 33 I.C. box	27 00
20 x 33 I.X. box	31 90
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 66
Cotton, 3-ply, balls	0 69
Cotton, 4-ply, cones	0 70
Cotton, 4-ply, balls	0 73

VARNISHES—

Stephens' Luminette, gal.	$3 50
Stephens' Exalite, gal.	4 25

WARES, ETC.—

Scotch Grey, 50% discount.

Colonial, Imperial, Pearl, 25-2½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 32%.

Japanned Ware, white, list, plus 42%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 30-20-2½% discount.

Stamped Ware, retinned, 20-20-7½% discount.

Pieced Tinware, ordinary, list, plus 43%.

Pieced Tinware, copper bottoms, list, plus 62½%.

Sheet Iron Ware, list, plus 21½%.

Light Galvanized Pails, 31½%. Tubs, list, plus 32%.

Heavy Galvanized Pails and Tubs, plus 21%.

Jap. Coal Hods, list, plus 36%.

Galvanized Coal Hods, list, plus 51%

WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

WASTE	
Cream, Polishing	$0 23

WHITE	
XXX Extra	$0 21
XX, grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

COLORED	
Fancy	0 17
Lion	0 15½
Standard	0 14
Popular	0 12½
Keen	0 11

..Above lines subject to trade discount for quantity.

WHITE LEAD

Decorators' pure, ton lots, $16.90; less than ton lots, $17.25.

WIRE, BARB

Lyman, 4-point, $5.00 Winnipeg; Glidden Cattle, 2-pt., $4.80 Winnipeg; Baker, 2-pt., $4.70 Winnipeg; plain twist, cwt., Winnipeg, $7.05 100 lbs.; plain galvanized, Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.25 per hundred sq. ft.; in 50-ft. rolls, $3.35 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.75 Winnipeg; $6.25 Fort William. Brass snare wire, per lb., 51c.

WIRE, ANNEALED

No. 9, $5.50; 10, $5.56; 12, $5.70; 14, $5.90; 15, $6.05; 16, $6.20 per 100 lbs.

WRENCHES (NUT)	Doz.
Agricultural—	
6 inch.	$6 70
8 inch.	8 00
10 inch.	9 40
12 inch.	12 00
15 inch.	16 80
Perfect Handle—	
6 inch.	12 00
8 inch.	14 40
10 inch.	16 80
12 inch.	21 60
15 inch.	28 80
18 inch.	38 40

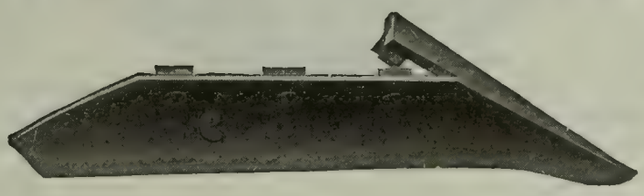
WRENCHES (PIPE)	Each
Stillson—	
6 inch.	$1 00
8 inch.	1 15
10 inch.	1 25
14 inch.	1 75
18 inch.	2 50
24 inch.	3 65
36 inch.	6 75
Trimo—	
10 inch.	$1 60
14 in.	2 10
18 inch.	3 00
24 inch.	4 35

	Dozen. Black.	N.P.
Always Ready—		
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Eze, $62.55 per dozen, Reliance,

CRESCENT SHARES



OVER 1,000 PATTERNS. **PERFECT IN FIT AND FINISH**

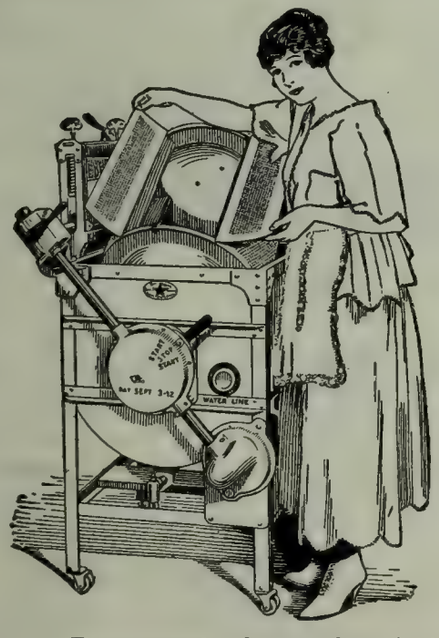
Sandoval Rolling Coulters
Harrow Teeth

Every Hardware Merchant in Western Canada should have these in stock.

The demand is assured. How is your supply? Better send us your order to-day.

D. ACKLAND & SON, Limited

WINNIPEG ∴ **CALGARY**



THE BIG MARKET
—IS AT HAND—

In the big demand for Labor Saving appliances that has been developed by the education of the housewife to a realization of the fact that she need not be a household drudge —

THE EDEN DOMINATES ITS MARKET

Because its construction is time tested.

Because it has twenty-five inimitable and exclusive features.

Because it is nationally advertised.

Because it is sold on a Golden Rule Policy.

Because it does what it is built to do—it washes clothes and washes them to snow whites, quickly, easily and economically.

THEREFORE:—YOU SHOULD SELL THE EDEN and reap the harvest of prosperity that is in sight.

GREAT WEST ELECTRIC COMPANY, LTD.

CANADIAN DISTRIBUTORS

WINNIPEG **MANITOBA**

Distributors of LACO TUNGSTEN and NITRO LAMPS

THE BUYERS' GUIDE

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Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammonia
The Engineers' Supply Co., Winnipeg, Man.
Stuart & Foster, Toronto.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Arbors
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Leeks and Potts, Limited, Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Crown Cycle & Motor Co., Montreal.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
Motor Products, Ltd., Winnipeg, Man.
Robertson & Murphy, Ltd., Montreal, Que.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
The Bunyan Mfg. Co., Cleveland, Ohio.
The Burrowes Mfg. Co., Toronto.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chapman Ball Bearing Co., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durkee-Atwood Co., Toronto, Ont.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber Ltd., Toronto.
The J. H. Hanson Co., Ltd., Montreal, Que.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Will. R. Lane, Chicago, Ill.
Kane, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Perfection Sanitary Brush Co., Toronto.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irvington, N.J.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Automatic Screw Machine Products
Caron Bros., Montreal, Que.

Automobile Hoods (Ford)
The Burrowes Mfg. Co., Toronto.

Automobile Parts
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Automobile Signals
The Bunyan Mfg. Co., Cleveland, Ohio.

Automobile Specialties
Evans & Co., Ltd., Montreal, Que.

Awnings
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Ont.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Boats
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg.
The Steel Co. of Canada, Ltd., Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Smith & Hemenway Co., Irvington, N.J.

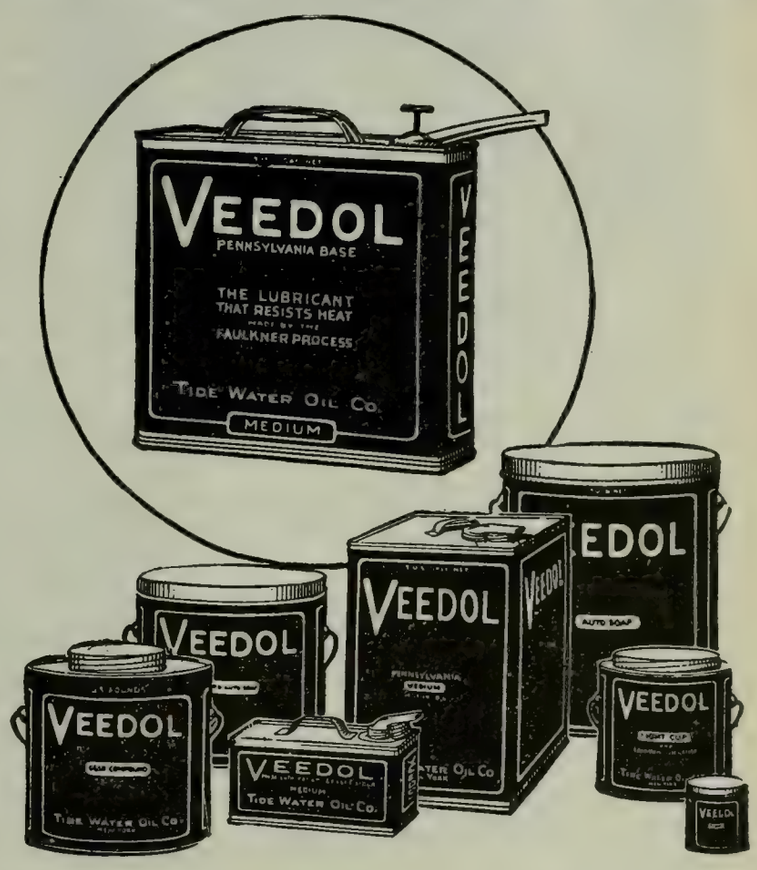
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THE BUYERS' GUIDE

Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Brushes, Shaving, Manufacturers
T. S. Simms & Co., Ltd., Fairville, St. John, N.B
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Co., Limited, Toronto.
Firelight Supplies, Manchester, Eng.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Centre Keys or Drifts
Whitman & Barnes Mfg. Co., St. Catharines.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrench
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Choppers, Ice
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Climbers
Smith & Hemenway Co., Inc., Irvington, N.J.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
Containers Limited, 350 Sorauren Ave., Toronto.
A. R. Whittall Can Co., Ltd., Montreal, Que.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Coopers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counter-sinks
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Couplers, Belt
Strong Machinery & Supply Co., New York, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Creepers, Ice
Churchill Mfg. Co., Inc., Lowell, Mass.

Creasers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

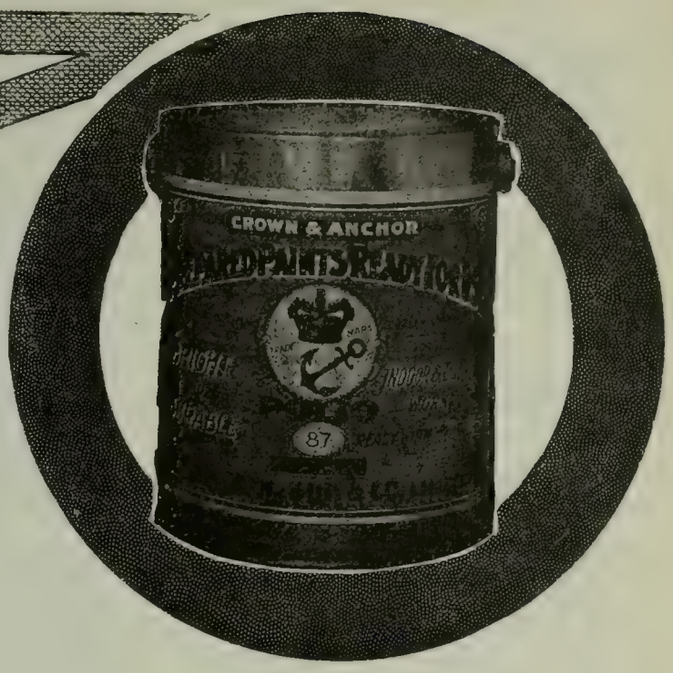
Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.

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Therefore, what your customers get out of their paint is determined only by the quality inside the tin—or the reputation of the house that stands behind it.

Both dealer and consumer have long since been educated to the fact that it pays to pay a little more for good paint especially when such a paint *returns this slight extra first cost by giving better and longer service.*

Never in the world's history has money been needed but wasted than right now.

Why not sell paints that save it?

The Jamieson Proposition is sure to interest you.

Write for it.

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Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Economy Foundry Co., Portage la Prairie.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Drain Pipe Cleaners
Herbert Terry & Sons, Redditch, Eng.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Pemberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
The Barton Netting Co., Ltd., Windsor, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.
Munderloh & Co., Ltd., Montreal, Que.
The Northern Electric Co., Ltd., Montreal, Que.

Electro Plate Ware
W. J. Anthony & Sons, Ltd., Birmingham, Eng.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers Ltd., Montreal, P.Q.
James Hutton & Co., Montreal, Que.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Common Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co Montreal.

Fanlight Openers
Jas Cartland & Sons, Ltd., Birmingham, Eng.

Farriers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Chas. Lindsay, Ltd., Glasgow, Scotland.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Finnie & Murray, Ltd., Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co. Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.

Flatters
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Parts
Crown Cycle & Motor Co., Montreal.

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Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton. Ont.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont

Fullers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton. Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings Brockville
Enterprise Foundry Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Fdry. & Machine Co., Ltd., Moncton, N.B

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
The Vlit Mfg. Co., Montreal, Que.

Fuses, Electric
The Hesseo Electric Mfg. Co., Toronto.

Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg. Man

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont.

Flag Holders
J. E. Beauchamp & Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal. Que
Winnipeg Ceiling & Roofing Co., Winnipeg

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garden Seeders and Hoes
The Bateman-Wilkinson Co., Ltd., Toronto.

Garden Seats
J. E. Beauchamp & Co., Montreal.

Garden Tools
The Bateman-Wilkinson Co., Ltd., Toronto.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Leeks & Potts, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co, Winnipeg.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue, Sheet and Ground
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass, Art
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
Goodell-Pratt Co., Greenfield. Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg.
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Governor, Speed and Line Shafts
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.
Norman MacDonald, Toronto, Ont.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guards, Wire
C. H. Johnson & Sons, Montreal, Que.

Gum
Firelight Supplies, Manchester, England.

Gum, Repair
Adamson Mfg. Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammers, Box Openers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Economy Foundry Co., Ltd., Portage la Prairie.
National Mfg. Co., Sterling, Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. of Canada, Galt.

Hardies
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
North American Hardware Co., Ltd., Montreal
Smith & Hemenway Co., Inc., Irvington, N.J.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Hatchets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Electric
Chicago Flexible Shaft Co., Chicago, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co. Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.

1864 1919

FIFTY-FIVE YEARS RECOGNIZED

THE

STANDARD

"THE KIND YOUR GRANDFATHER USED"



WINNIPEG PLANT

Livingston Brand

BEST IN QUALITY—MOST RELIABLE
GUARANTEED ALWAYS

THE DOMINION LINSEED OIL COMPANY, LIMITED

BADEN MONTREAL TORONTO WINNIPEG

THE BUYERS' GUIDE

Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hockey Sticks
The Hillborn Co., Ltd., Ayr, Ont.
J. H. Stull Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Hooks, Whiffletree
The International Malleable Iron Co., Ltd., Guelph, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Engineers' Supply Co., Winnipeg, Man.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Empire Stove & Furnace Co., Ltd., Owen Sound.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
Th Penberthy Injector Co, Ltd., Windsor, Ont

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary
National Stamping & Electric Works, Chicago.
The Royal Self-Heating Iron Co., Big Prairie, O.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary,
Novelty Cutlery Co., Canton, Ohio.
Wiebusch & Hilger, Toronto.

Knives, Sportsmen's
Marole Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg. Man
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg. Man
Spielmann Agencies, Ltd., Montreal

Lamps, Acetylene
The Brilliant Searchlight Mfg. Co., Chicago, Ill.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
National Stamping & Electric Works, Chicago, Ill
Spielmann Agencies, Montreal
Western Lighting Agencies, Ltd., Saskatoon, Sask.
Van Cleef Bros., Chicago, Ill.

Lamps, Portable, Electric
McDonald & Willson, Ltd., Toronto.

Lamps, Electric
Mundenloh & Co., Ltd., Montreal, Que.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal, Q

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
North American Hardware Co., Ltd., Montreal
The Powerlight Co., Ltd., Winnipeg, Man.
Western Lighting Agencies, Ltd., Saskatoon, Sask.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

Lath
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather
Plewes Ltd., Winnipeg, Man.
The Engineers' Supply Co., Winnipeg, Man.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia Ont.
White & Colquhoun, Glasgow, Scotland.

Lock Washers
Smith & Hemenway Co., Inc., Irvington, N.J.

Lock Springs
Herbert Terry & Sons, Redditch, Eng.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs, Malleable Iron Bands
The International Malleable Iron Co., Ltd., Guelph, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co. Ltd., St. Catharines, Ont

Machinists
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Mandrils
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man
The Engineers' Supply Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
Gaetz & Co., Halifax, N.S.
F. W. Lamplough & Co., Montreal.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mats, Flexible
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton Eng.

Metal Stamping
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

The Hamilton Stove & Heater Co., Limited

SUCCESSORS TO

GURNEY, TILDEN & CO., LIMITED

HAMILTON, ONTARIO

WM. WYATT & SONS
General Hardware, Stoves, etc.

Mr. John M. Parsons,
379 Wellington St.,
London, Ont.

London, OCT. 13, 1896

Dear Sir:—

We hereby guarantee the No. 9-20 Champion Souvenir Range, sold to Mr. John M. Parsons, 379 Wellington St., City, to be first class in material and properly put together, having no defects in workmanship, economic in fuel, will bake or roast, in a thorough manner, any article to be cooked in the oven. That the firepot will run five years, with renewal in case of failure, to be made at our expense, at such time of failure, and that after five years' use, when required we will replace or renew in a proper manner anywhere in the city, the firepot, at a cost not to exceed $1.50, and hereby give him three months' trial or less, to satisfy himself by tests, using wood and then coal, in order to make a thorough test in all lines of cooking, when if satisfactory, he agrees to accept the same and pay us the price agreed upon.

WM. WYATT & SON.

The above is an exact copy of a guarantee given by a merchant to his customer, Mr. John M. Parsons, of London, Ontario, OVER 22 YEARS AGO.

Now read what Mr. Parsons has to say about it:—

The Hamilton Stove & Heater Co.,
Hamilton, Canada.

London, Canada, August 21, 1919.

Gentlemen:—

This bit of Stove history may be of interest to you as successors to the firm that built our kitchen range:—

Some thirty-five years ago I brought into Canada a bright, active young English wife. Neither of us knew anything about a Canadian Kitchen range; we paid a big price to a big firm for one of their latest models; and for twelve years we had kitchen misery.

Then for about eighteen months I began a systematic enquiry among the dealers and then went to the homes of their customers and heard their private opinions after various terms of service:—The race narrowed down to two; with not a single user who was not well satisfied with either; with our minds prejudiced in favor of the rival of the Souvenir I decided to buy on a test plan and absolute guarantee; and with that plan approached all the dealers, and not one of the several competitors would entertain the test except the firm handling the Souvenir (A copy of contract enclosed).

We tried wood, coke, soft coal and hard coal; it made no difference, the Souvenir handled them all.

Instead of taking up 90 days' trial, we were fully satisfied in a month and paid in full $30.00.

On October 13th next, this range will have been 23 years in continuous service, and I would not take the original price for it to-day if offered. We have renewed nothing beyond the fire back bricks and the iron rest supporting same. It is also fitted to burn natural gas; this we did not try, because London has none.

In addition to our kitchen work, we heat a 30-gallon Soft Water Bathroom Tank upstairs some 25 feet away, and from which we get heat enough to protect the bathroom from frost during the winter months.

Our test plan of buying may have silenced timid rivals; but it gave us all we could desire, THE QUEEN OF KITCHEN RANGES, and almost a quarter of a century of kitchen range pleasure, and still going good as ever.

This range can be seen at my residence any time as a proof of these statements.

Very sincerely and unsolicited,

(Signed) J. M. PARSONS,

379 Wellington St., London, Canada.

Mr. Parsons' letter is the proof that there is such a thing as "BUSINESS CONSCIENCE" and we still believe that SATISFACTORY SERVICE AND LASTING QUALITIES are the manufacturer's highest obligation to his customer.

THE BUYERS' GUIDE

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Hamilton Stamp & Stencil Works, Hamilton, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Leeks and Potts, Limited, Hamilton, Ont.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.
Lake Superior Paper Co., Ltd., Sault Ste. Marie, Ont.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co., of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Burners, Kerosene
The Canada Oil Burner Co., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Iat Wall, Concrete, Floor, Cement, Aluminum,

Marine and Deck
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co. Montreal.
Firelight Supplies, Manchester, Eng.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co, Montreal.
McArthur-Irwin Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis Minn.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pastes
Stuart & Foster, Toronto.

Paste, Dry
Stuart & Foster, Toronto.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Jas. H. Cummings, 180 North State St., Chicago, Illinois.
Dominion Sewing Machine-Phonograph Co., Winnipeg.
The Musical Merchandise Sales Co., Toronto, Ont.

Pick, Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Rings
The Brown Engineering Co., Toronto, Ont.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaner
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros, Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Clay Sewer
Clay Products Agency, Ltd., Toronto, Ont.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.
A. H. Power Furnace Co., oTronto, Ont.
Soren Bros., Toronto.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Planters and Diggers, Potato
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

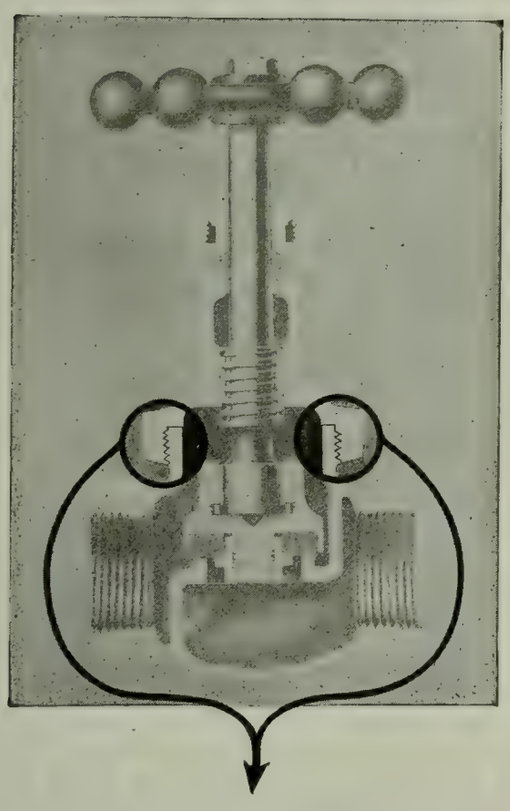
Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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Stanley Rule & Level Co., New Britain, Conn.

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International Malleable Iron Co., Ltd., Guelph.

Polishes
Stuart & Foster, Toronto.
Vlit Mfg. Co., Montreal, Que.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

Polishes, Brass
Stuart & Foster, Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polish, Silver
Stuart & Foster, Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

Polish, Cream, Metal
Stuart & Foster, Toronto.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal.

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rat Poison
The Common Sense Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Limited, London, Eng.
Wiebusch & Hilger, New York.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Records, Talking Machine
The Musical Merchandise Sales Co., Toronto, Ont.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rod ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed

Saws, Crosscut and Band
Henry Disston & Sons, Inc., Philadelphia, Pa.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Band
Henry Disston & Sons, Inc., Philadelphia, Pa.

Saws, Butchers'
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

Saws, Hack
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screw Drivers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Searchlights
The Brilliant Searchlight Mfg. Co., Chicago, Ill.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal. Que.

Seats, Garden
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.
Silverwoods, Ltd., London, Ont.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Shingle
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Show Cases
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

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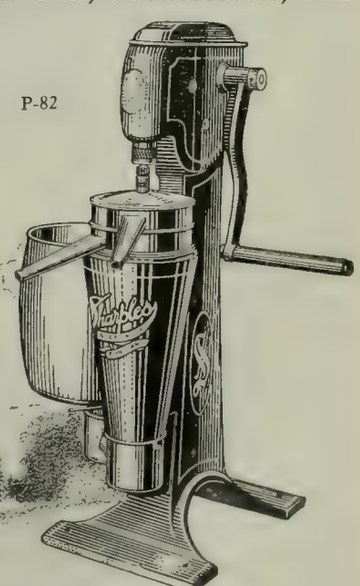
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Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Skis
The Northland Ski Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont
The Can. Flexible Skate Co., Ltd., Parry Sound.

Sledges, Blacksmith, Coal, Stone
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Snips (Tinner)
Wiesbusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.

Snow Shoes
The Northland Ski Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.
D. F. Jones Mfg. Co., Gananoque, Ont.

Spark Plugs
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal.
Franco-American Equipment Co., Montreal, Que.
Hyslop Bros., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Herbert Terry & Sons, Redditch, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.
The Hingston Smith Arms Co., Ltd., Winnipeg.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Spring and Presswork Specialties
Herbert Terry & Sons, Ltd., Redditch, Eng.

Spring Dies
Wells Bros. Co. of Canada, Galt.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Manton Bros., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare ros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Sos, Sackville, N.B.
Empire Stove & Furnace Co, Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

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Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Wagon Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Stucco Board
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
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Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
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Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
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Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Woven
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Tapes, Measuring
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Jas. Chesterman & Co., Ltd., Sheffield, Eng.
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Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

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Scythes & Co., Ltd., Toronto, Ont.

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Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

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A. C. Leslie & Co., Ltd., Montreal.

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Wilder-Pike Themometer Co., Inc., Troy, N.Y.

Thermos Bottles
Thermos Bottle Co., Ltd., Toronto, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
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Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

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Soren Bros., Toronto, Ont.

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O-Rib-O Mfg. Co., Winnipeg, Man.
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Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
The Oak Tire & Rubber Co., Ltd., Toronto.
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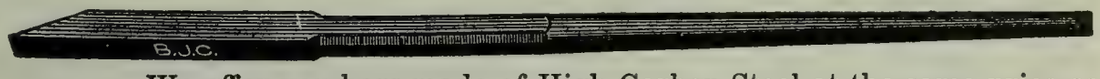
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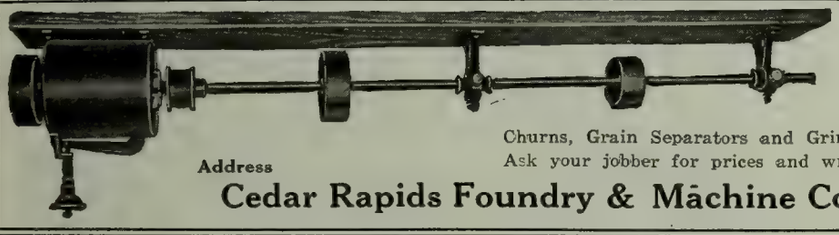
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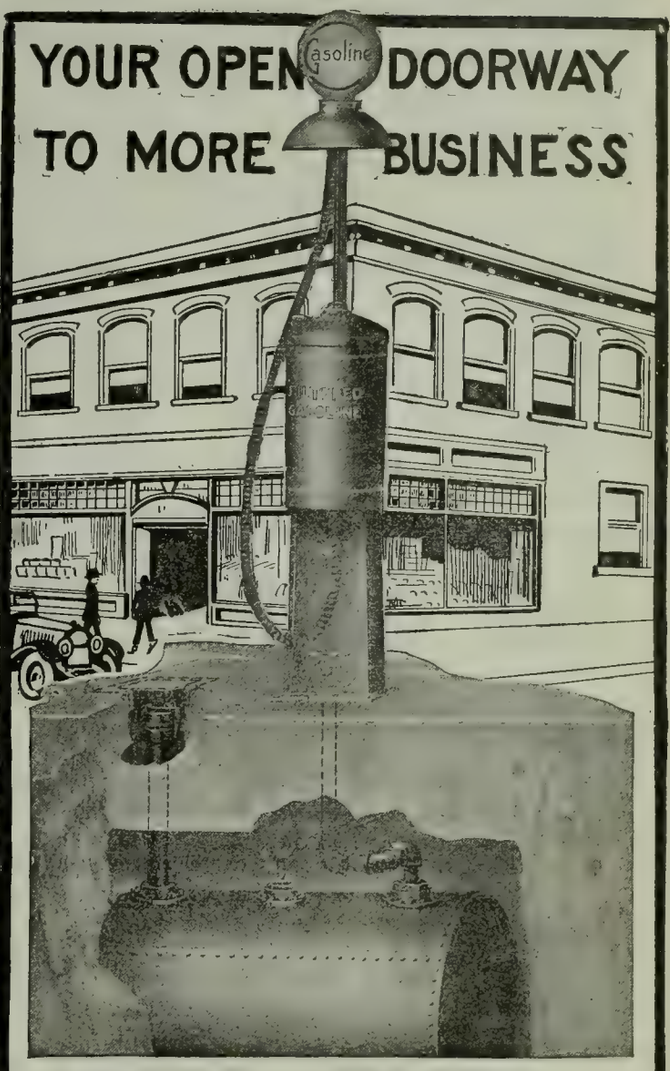
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London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

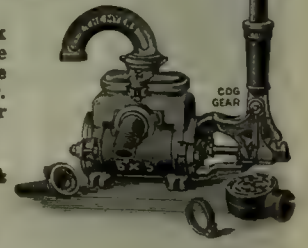
Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving General Manager Western Canada
TORONTO

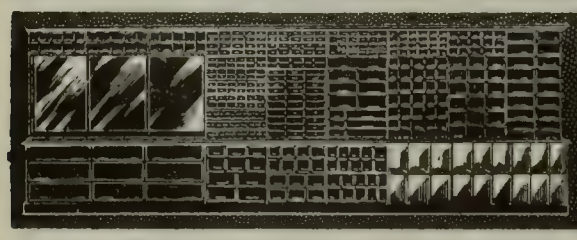
MYERS GIANT TANK PUMPS

For filling thresher tanks and many other uses. Have many late features, are easy to operate and throw an abundance of water with least pumping labor. Compactness and strength for size and weight insure uniform and dependable service.

This is Tank Pump Time — Be sure and sell the MYERS this year. Ask your jobber or write us.



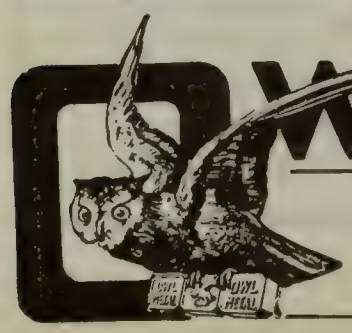
F. E. MYERS & BRO.
Ashland, Ohio.



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality in our goods is to match. Prices right.

CAMERON & CAMPBELL, Limited
Sole Manufacturers
Toronto, Canada



OWL METALS

We are continually being asked by mail order houses to fill orders for Owl Babbitt Metal. This business should be going to the local hardware dealer. Better keep a stock on hand.

OWL METAL CO., LIMITED, WINNIPEG

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Our Canadian soldiers made Canada famous by winning great victories in Flanders. The Canadian Arrow Head Vanadium Steel Saws are making Canada famous, by winning the battle of popularity throughout the world.



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.

DU PONT CANADIAN INDUSTRIES

Cultivate the Trade of the Man who Shoots

The trade of the man who shoots—in the field or at the traps, is valuable trade.

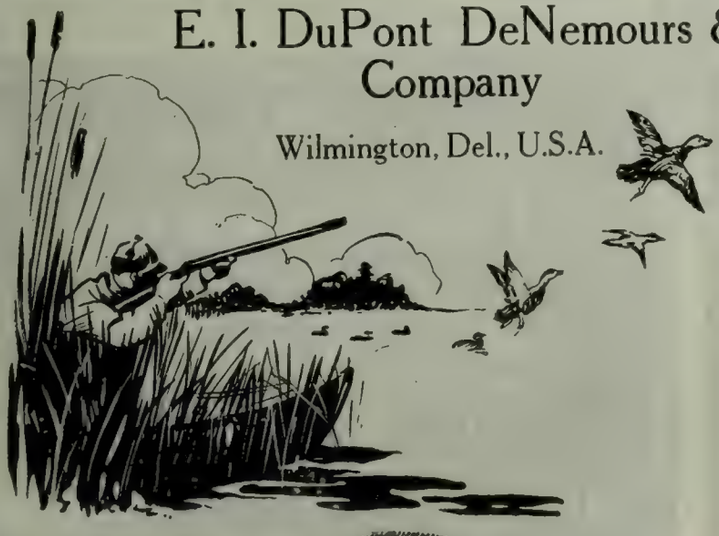
He always wants the best of everything. When he asks for shells give him shells loaded with

DUPONT POWDER

Discriminating shooters demand DuPont. See that they are not disappointed.

E. I. DuPont DeNemours & Company

Wilmington, Del., U.S.A.



DU PONT



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

"WELLINGTON"

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc,

Wellington Mills, London, S.E.1., Eng.

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HARDWARE AND METAL is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

OUR COLORED GRADES
1B, 1A, 7, 1, 5,



OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 WELLINGTON ST. W., TORONTO

C. KLOEPFER, LIMITED
Edward Halloran, General Manager
44-50 Wellington St. East, TORONTO
Factory at Guelph, Ont.

We solicit your inquiries on---
IRON and STEEL
CARRIAGE HARDWARE and AUTOMOBILE ACCESSORIES
BLACKSMITHS' HARDWARE and SUPPLIES, Etc.

Prompt attention and quick delivery assured.

Buy "BON-TON" Cream



Canada's National Metal Polish
Has no superior.
Polishes in **half the time** with less labor.
Retains its brilliancy.
Contains **no acid** or injurious chemicals.
Order a case **to-day** from your wholesaler.

Manufactured only by
Stuart & Foster, Limited
Toronto, Can.

Plow Attached Packers and Harrows
WE MAKE THE BEST
LARGE PACKERS SOLD



LEADERS IN OUR LINES

Write for Price List and Catalog



MULCHER PLOW HARROW

Surface and subsoil also supplied when called for.
CHRISTIANSEN IMPLEMENTS LTD., WINNIPEG

AGENTS WANTED

SOLASTIC ROOF CEMENT
A plastic putty of great durability.
SOLASTIC BLACK PAINT
Quick drying, elastic and waterproof.
GENERAL PURPOSE BLACK
Heavy bodied and of great elasticity.
ALPINE WOOD PRESERVATIVE
Made in various colors. A Shingle Stain of Merit.

SOLE MAKERS
ALPINE CHEMICAL CO. DUKE ST. TORONTO

THEY ALL LIKE THIS WRENCH

TRADE B&C MARK



FOR "UNGETATABLE" PLACES

The Bemis and Call Improved Adjustable "S" Wrench is a real benefit in reaching the out-of-the-way corners and nearly inaccessible places. Easily adjustable, and by the thumb of the hand holding it.
Its convenience makes quick, profitable sales.

BEMIS & CALL HARDWARE & TOOL COMPANY
SPRINGFIELD, MASS, U.S.A.

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

Canada Wire and Iron Goods Co.

Manufacturers of Wire Cloth, Perforated Sheet Metals, Metal Lockers and Wire Work. Fireplace Screens.

Hamilton - - Canada

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. ***Immediate Shipment.***

JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL



—it's got the little chaps all going

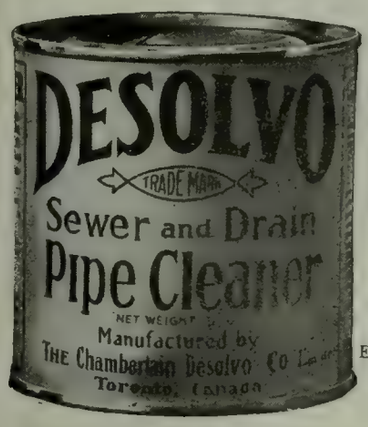
To know this little "useful toy" is to appreciate it.

"Kiddies" Fare Box Bank (*Made in Canada*)

When a child gets the Kiddies' Fare Box Bank in the neighborhood they all want one — you know the result. A big seller all the time.

Write for price of various styles.

COLEMAN FARE BOX CO., LIMITED
1191 Bathurst St., TORONTO



DESOLVO

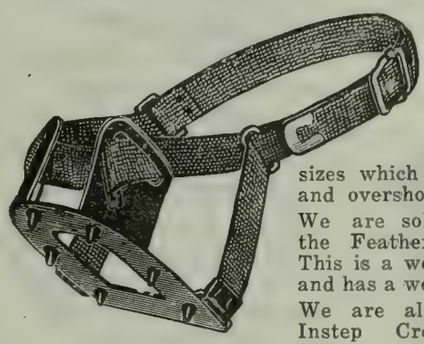
Makes Team Work

Sold with plumbing fixtures it doubles customers satisfaction and increases sales.

THE CHAMBERLAIN DESOLVO COMPANY
110 Church St., Toronto

Eastern Canada Representatives: Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.

CHURCHILL'S "ICE GRIPPER"



Our "Ice Gripper" is made with an equalizing strap which adapts itself to shape of heel. It cannot slip off. It is made in three sizes which fit all sizes of shoes and overshoes.

We are sole manufacturers of the Featherweight Ice Creeper. This is a well known Ice Creeper and has a well established demand.

We are also manufacturers of Instep Creepers and Woven Straps for all purposes.

CHURCHILL MFG. CO., INC., LOWELL, MASS. U.S.A.

25c. a can **Common Sense Exterminator**



KILLS RATS

Has been on the market for 25 years. Quickly and effectively eliminates rat pests. It dries them up. Destroys without odor.

"Common Sense" is sold on a money-back guarantee. Good profits in it for the dealer.

Jobbers, write us for terms.

Ask us about our Roach preparation.

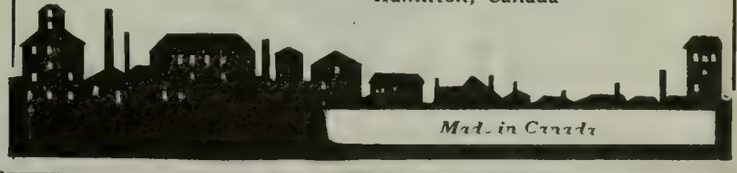
COMMON SENSE MANUFACTURING CO.
393 QUEEN ST. WEST - - TORONTO, ONT.

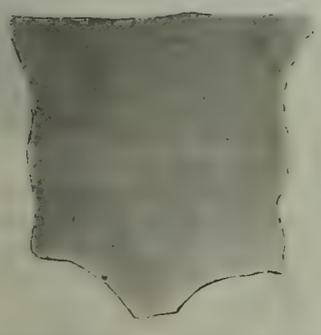
25 to 50 per cent stronger than other beltings

This was absolutely proven in an official test not long ago.

You can't go wrong in stocking and selling "Maple Leaf." It stands the test.

DOMINION BELTING COMPANY, LIMITED
Hamilton, Canada





Chamois Skins

With a few exceptions

we have in stock a limited quantity of all sizes from 8 x 10 to 28 x 30.

EVANS & COMPANY, Limited
Coristine Bldg. Montreal, Canada

We represent two of the largest factories in the world.

THE ENGINEERS' SUPPLY CO. — ESCO — WINNIPEG. MAN. CANADA

Importers Jobbers Manufacturers' Agents

Engine Packings, Belting, Asbestos Products, Power House Supplies and Specialties

Consignments Solicited

Open to negotiate for new lines for Western Canada

THE ENGINEERS' SUPPLY CO.
173 McDermot Ave. E. - Winnipeg, Man.



Oblong Mesh

Wood Cold Air Faces

Note the oblong mesh. Legs of chair will not drop through. Strongest cold air face made and are neat and sanitary.

Cater to your customers with the nice homes.

Large stock on hand.

Goods shipped promptly.

Ask for price list.

Order several sample sizes for enclosure through your wholesale dealer.

A. H. POWER FURNACE CO.

1-3 HAYDEN ST., TORONTO

PLUMBS **SAND'S** LEVELS

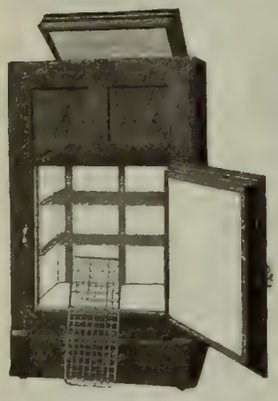


Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:

CAMPBELL AGENCIES, McKinnon Building
TORONTO, ONT.



PARIS

REEFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS
RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.

PARIS, ONTARIO

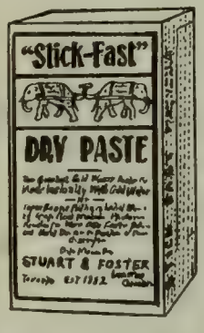


Works While You Are Busy

This "King Cutter" card display stand on your counter brings in the sales while you are busy with other customers. They come; they see; they buy—you have only to ring up the sales. You ring them up pretty often. "King Cutter" Razor Paste puts all the razors in town in tip-top shape. Ask your jobber.

J. SAMUELS

275 Queen Street West
Toronto - Ontario



"Stick-Fast"

Made instantly with cold water.

For **all purposes** where Paste is used.

A Great Seller.

Order some today—
Phone your Wholesaler.

Manufactured only by

STUART & FOSTER, Ltd.
TORONTO, CANADA

HARDWARE AND METAL'S electro catalog shows upwards of 400 hardware electros. These are supplied, mounted on wood blocks, at 25c each. Write for free booklet showing assortment.

HARDWARE AND METAL
Electro Service Dept.
143 University Ave. Toronto, Can.

100% EFFICIENCY



The safest guide to the proper buying of valve discs is not always what the manufacturer says, but what those valve discs have done in service for other plants. Service is what counts—not claims. We would like to PROVE to you what

Strong's I. O. P. Valve Discs

have done in other power plants—prove to you that I. O. P. Discs are the best high-pressure valve discs on the market—that they will stand the high pressure superheat, last longer, prove leakless for you as they have for those hundreds of other plants. May we prove it? Write to-day for full information and catlog.



The Strong Machinery & Supply Co., 21 Walker Street, New York

TURPENTINE

in steel drums containing 46 gallons, NO LEAK

ORDER THROUGH YOUR WHOLESALER, OR WRITE US DIRECT

E. FIELDING & SON 9 Front Street E. **TORONTO**

THE GREAT WESTERN SMELTING & REFINING CO.

Manufacture and stock a complete line of metals

Babbitt Metals

Guaranteed Solders

Also Pig Lead, Banca Tin, etc.

VANCOUVER, B.C. P.O. BOX 1060

HAVE YOU FIGURED IT OUT IN THIS WAY?

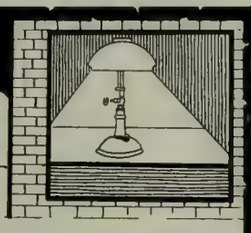


A salesman running to and from a cash office or register fifty times in a day requires, in the average, say, fifteen seconds each way. Detention at office for change making, thirty seconds, or sixty seconds for change of each sale, making thus fifty minutes lost time for each salesman. Had you our Cash Carriers, this time, needlessly consumed, could be devoted to further the sale of goods, or to the performance of other duties highly necessary at busy periods when the services of your selling staff is most valuable.

Do not forget to write for that circular which explains all.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

Dixon Safetee Lamp



DIXON'S SAFETEE LAMP

—a real home light for Rural Canada.

Safe, practical, efficient. Operates with gasoline. Lights with ordinary matches.

A money-maker for the hardware dealer. **Order your stock now.**

The Hamilton Gas Mantle Company, Limited

Head Office and Factory:
TORONTO **HAMILTON, CANADA** MONTREAL



Cow and Calf Weaner



Impresses Every Stock Owner

KANT-SUK

A humane and efficient device. The hinge construction permits grazing—cow and calf together—yet prevents sucking. Easily applied. Sells the year round.

Imperial Bit & Snap Company, Racine, Wis.

BOLTS

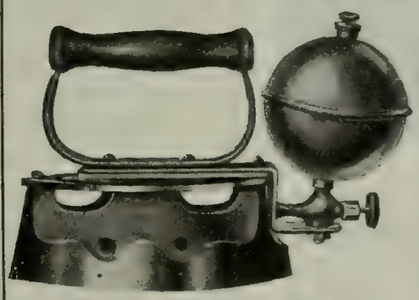


Our large stock of Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers, assures quickly filled orders and prompt shipment. Our quality and price please everybody.

LONDON BOLT & HINGE WORKS
LONDON, CANADA

NOTICE TO THE TRADE

FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.



You can make quick sales and big profits selling the

"COMFORT" IRON

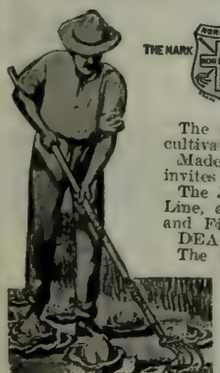
Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by
NATIONAL STAMPING & ELECTRIC WORKS
CHICAGO, U.S.A.

"NORCROSS" Cultivators



THE MARK OF QUALITY



The greatest of all time and labor-saving implements for cultivating and weeding.

Made in (3) sizes—not expensive—even the smallest garden invites a sale.

The Jobber and Dealer who link up with the NORCROSS Line, are assured of the very best in Quality, Construction and Finish.

DEALERS—Insist upon the Genuine—NORCROSS. The Name is a Guarantee of Satisfaction.

Factory Representatives:
Western Canada: A. H. Fraser, Vancouver
Eastern Canada: Richardson & Bureau, Montreal

G. S. Norcross & Sons, Bushnell, Illinois, U.S.A.

THE DEMAND FOR CAMP FURNITURE IN HOT WEATHER



gives the live, progressive merchant a splendid opportunity for extending his trade, and giving his customers the service they want. Stock now and be prepared for the demand. We can supply you with Camp Cots, Chairs, Stools and Tables—all folding flat.

Write for Catalogue No. 38 and price list. Your enquiries will be given prompt attention.

OTTERVILLE MFG. CO., LIMITED
OTTERVILLE - ONT.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BADGES

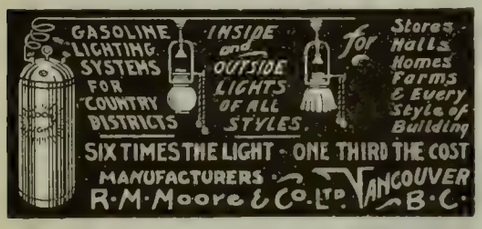
Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

Decalcomania Transfer

NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

TRADE **SAWYER** MARK
Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with





TRANSFERS

FOR ALL PURPOSES
—IN GOLD OR COLORS—
SUITABLE FOR ANY SMOOTH SURFACE
J.H. BUTCHER & Co BIRMINGHAM

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST NEW YORK

Swedish Steel Forging Co.
SWEDEN

RAZORS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.



Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.
Automobile, Trolley, Railway and Heavy Coil Springs.
The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

TENTS, AWNINGS
FLAGS ALL SIZES, ALL KINDS

Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

Send Postcard for Catalogue

GRANT, HOLDEN, GRAHAM LTD.
OTTAWA, CANADA

PETERBOROUGH CANOES

We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans
The Peterborough Canoe Co., Limited
Peterborough, Canada



MILBRADT LADDER

are made in many styles and to fit all kinds of Shelving.

Write to J. H. Ashdown Hardware Co. Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 13th Street
ST. PAUL, MINN., U.S.A.

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED
KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.



Brushes, gum, paste, glue, paint and varnish. From 2 cents to 12 cent lines.
Razor hones, "Comfort," etc. (12 cents and 24 cent goods), non-competitive.
Small hardware (various) and chemical smallwares.
Every article as cheap and as good as anything German.

Address FIRELIGHT SUPPLIES
GORTON, MANCHESTER
(N.B.—Jobbing Trade only Supplied.)

Wherever you see that little round sign you know that Allen Non-Acid Soldering Flux is on the job, solving all soldering problems, including Aluminum. Stick, Paste, Liquid, Salts. Send for free samples.

A Sodered Joint is No Stronger Than Its Flux

BISSETT & WEBB, LTD.
126 Lombard St., Winnipeg, Canada

London Address:
Finsbury Pavement House

Dingley Brothers Export Limited
Lindsay Bldg., Montreal
W. T. Evans, Can. Manager
Your Enquiries Promptly Answered

Imperial Polarine *Fully* Satisfies

Build your lubrication business on the solid foundation of customer satisfaction

The motoring public appreciate in a practical way the service of dealers who cater to their requirements. This is especially true in the matter of lubricating oils and greases.

More Imperial Polarine is used by Canadian motorists than all other makes together.

The average car owner prefers to trade with those dealers who can give them the size package they want in the correct grade for their car.

Increase your package lubricating oil business by becoming headquarters for

Polarine
FRICTION REDUCING MOTOR OIL
"Makes a good car better"

Imperial Polarine satisfies customers because it fulfills all the exacting requirements demanded of a good lubricant.

You can secure considerable regular year in, year out, business by linking your store with the never-ending Polarine advertising campaign.

Have a full supply of Imperial Polarine in stock at all times. *The Red Ball Sign identifies your store as the right place to buy Imperial Polarine.*

To post yourself on the correct grade of Polarine for any use, read our booklet, "Polarine for Automobile Lubrication." If you have not received your copy we will gladly send you one. Address, 56 Church Street, Toronto.

The Imperial Polarine proposition is a most attractive one for you. A minimum profit of 33 1/3% on every sale. Increase with larger quantity orders. Get our dealer proposition.

Imperial Polarine comes in three grades—Imperial Polarine, Imperial Polarine Heavy and Imperial Polarine A for cylinder lubrication. Imperial Polarine Oils and greases for transmission and differential lubrication in half-gallon, gallon and four-gallon sealed cans, 12½-gallon steel kegs, half-barrels and barrels.

Polarine is a light-bodied oil, Polarine Heavy is a heavy-bodied oil, Polarine A is an extra heavy-bodied oil.

IMPERIAL OIL LIMITED
Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES
Marketers of *Gargoyle Mobiloils* in Canada
BRANCHES IN ALL CITIES

Keep Your Stock Spotless

THERE is no feature of your store service more important than the cleanliness of your merchandise. All customers prefer to trade with the cleanest store. You cannot keep dust out of your store, but you can effectively control it and keep it off your goods by using—

STANDARD Floor Dressing

When you use the old-fashioned duster you merely displace dust, whereas Imperial Standard Floor Dressing definitely lays and holds 90% of all atmospheric dust. Dust cannot rise where Imperial Standard Floor Dressing is used.

Imperial Standard Floor Dressing cleans and preserves the surface of wood, linoleum and oil cloth. A single gallon suffices for 500-700 square feet of space and lasts for several months. It may be applied with an ordinary floor sprayer.

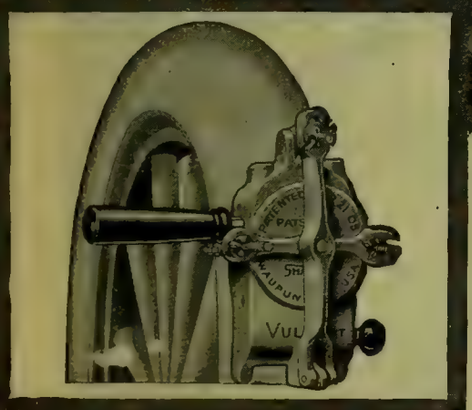
Imperial Standard Floor Dressing will not only help you to keep a brighter and more attractive store, but it will also bring you a new source of business. Your store and stock will demonstrate to neighboring merchants its cleansing, dust-preventing qualities, and they will want some, too.

Imperial Standard Floor Dressing is sold in one and four-gallon cans, also half-barrels and barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES





"—saves two-thirds of my Tire Expense"

"Once a week I go over my tires—and seal the little holes and cuts that ruin tires by permitting dirt, oil and water to reach and rot fabric. With the SHALER Vul-Kit I 'vulcanize' these holes with tough, new rubber that makes a lasting job of it. It takes only a few minutes—but keeps my tires good as new—prevents tire trouble—*doubles* my mileage—and actually saves ⅔ of my tire expense."

Sell the SHALER VUL-KIT

It's easy to sell. Motorists are looking for a tire-saver like this. Their word-of-mouth endorsement of the SHALER to their friends gives you a chain of sales. The repair material they buy of you to use with this vulcanizer gives you "repeat" profits that come to you regularly—without effort. You make a good profit selling the Vul-Kit itself and big, steady "repeat sale" profits.

SHALER Vulcanizers are advertised regularly throughout the year. Motorists are now reading the large, dominant advertisements in the leading national and motorist publications. Every car-owner needs a SHALER Vul-Kit—sell it to him and make these big steady profits for your self.

Order From Your Jobber Now—Write Us for Catalog

of the complete line of SHALER Vulcanizers for garages, tire repair shops and motorists' use.

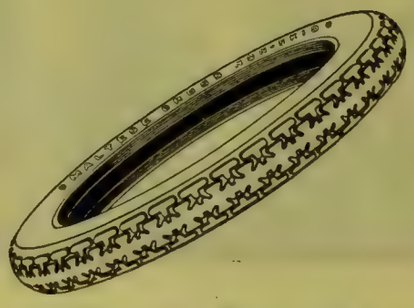
C. A. SHALER CO., 1503 Fourth St., Waupun, Wis.

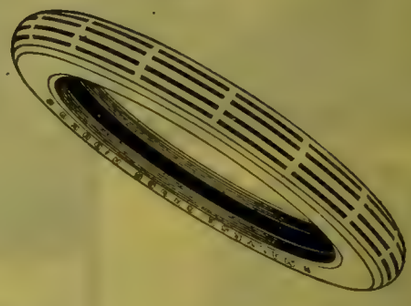
Oldest and Largest Manufacturers of Vulcanizers in the World

ALWAYS UP TO EXPECTATIONS

If this is your slogan there is not much chance of a failure. When a customer purchases a tire he has certain expectations. If the tire you sold him fails to measure up to his hopes, you can never expect to sell him another. How different is the man who buys a tire that fulfills his expectations. No chance of him buying elsewhere in future—more than that, he's going to tell his friends about the square deal he got at your store.

MALTESE CROSS Tires



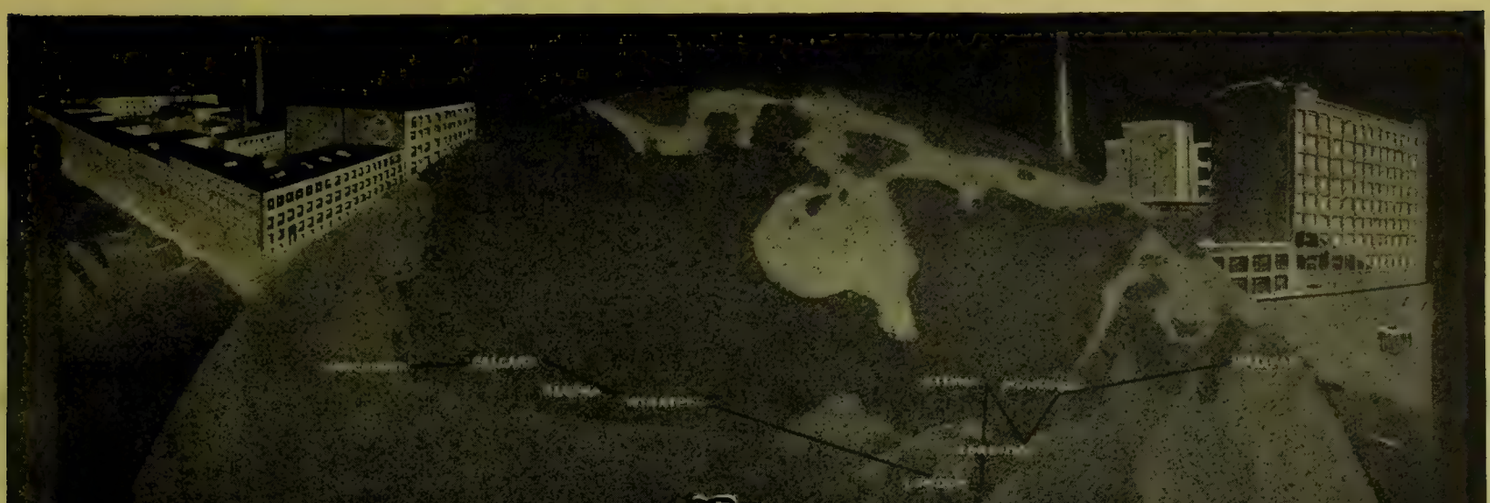


are fulfilling the requirements of exacting motorists from coast to coast. The ability of Maltese Cross Tires to eliminate road trouble is one of the chief reasons for their immense popularity. Maltese Cross Tires are made from the best materials the world's markets can offer, and are built by master tire builders. You can safely recommend Maltese Cross Tires to any of your customers, and know that repeat business will follow. Display them regularly in your store and windows. You thus link your store up with our national advertising and we both benefit.

Gutta Percha & Rubber, Limited

Head Offices and Factory, Toronto

Branches: **Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria**



The Northern Electric

AN ORGANIZATION

Employees 3,081

Floor Space 912,780 SQ. FT.

MANUFACTURING:

Telephone Apparatus, Wires and Cables, Police and Fire Alarm Equipment, Marine Fittings, Power Switchboards, etc.

DISTRIBUTING:

Electrical Supplies and Apparatus, Automobile Accessories, Power and Light Equipment, etc.

SERVICE—

is the underlying principal of this organization. With offices and distributing warehouses in nine of Canada's largest cities.

Northern Electric Company

LIMITED

MONTREAL	TORONTO	REGINA
HALIFAX	LONDON	CALGARY
OTTAWA	WINNIPEG	VANCOUVER



Little Giant 2 Stock Set

Motor Screw Plates

With all signs pointing toward a record-breaking season for passenger cars, trucks and tractors the prospects are bright for a brisk season for maintenance and repair tools.

Little Giant

Combination Screw Plates in both U.S. and S.A.E. standard threads contain a good range of tap and die sizes. They give the best possible service. They secure thereby for their owners maximum results at a minimum expense.



Little Giant Automobile Screw Plate

There is a screw plate for every need listed in our new No. 40 Catalog. Make your selection in good season and be prepared for emergencies.



Automobile Set in Leather Roll

Wells Brothers Company of Canada, Ltd.

Galt - - Ontario

Canadian Plant of the Greenfield Tap and Die Corporation



A QUALITY PERENNIAL

¶ If you motor all the year round you have an excellent opportunity of knowing the meaning of "day-by-day service from Dunlop Tires."

¶ If you motor between Spring and Fall only, you have an excellent opportunity of knowing right now why so many other motorists use Dunlop Tires all the time.

¶ The "Two Hands" Line consists of:
Dunlop Cord—"Traction" and "Ribbed."
Dunlop Fabric—"Traction," "Special," "Ribbed," "Clipper," "Plain."

Dunlop Tire & Rubber Goods Co., Ltd.

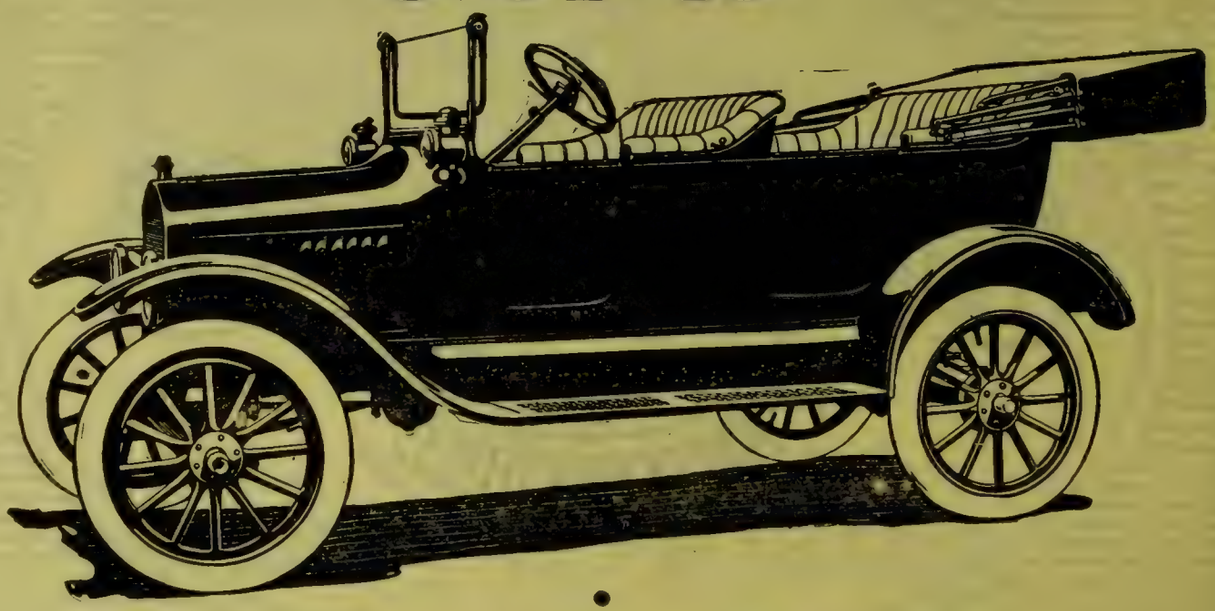
Head Office and Factories: TORONTO

Branches in the Leading Cities

Tires for all Purposes, Mechanical Rubber Products, and General Rubber Specialties

A119

Ford



"A Joan of Arc Machine"

SHE withstood everything in the field and above all was, and still is, the last and only car to survive until the cessation of hostilities"—Extract from letter received by Ford Motor Company from a British Soldier, in Africa.

Over shell-torn roads, through water soaked fields, second only to the tanks in its power to climb debris and crater holes, the Ford car made a world famous record in the fighting area of the great war. In press despatches, in field reports, in letters, in rhyme and song the praises of the Ford were sounded.

In France	-	700 cars out of 1,000 were Fords
In Italy	-	850 cars out of 1,000 were Fords
In Egypt	-	996 cars out of 1,000 were Fords
In Mesopotamia		999 cars out of 1,000 were Fords

The Ford power plant that established this world-wide record in every theatre of the war remains the same. It will be in the Ford you buy.

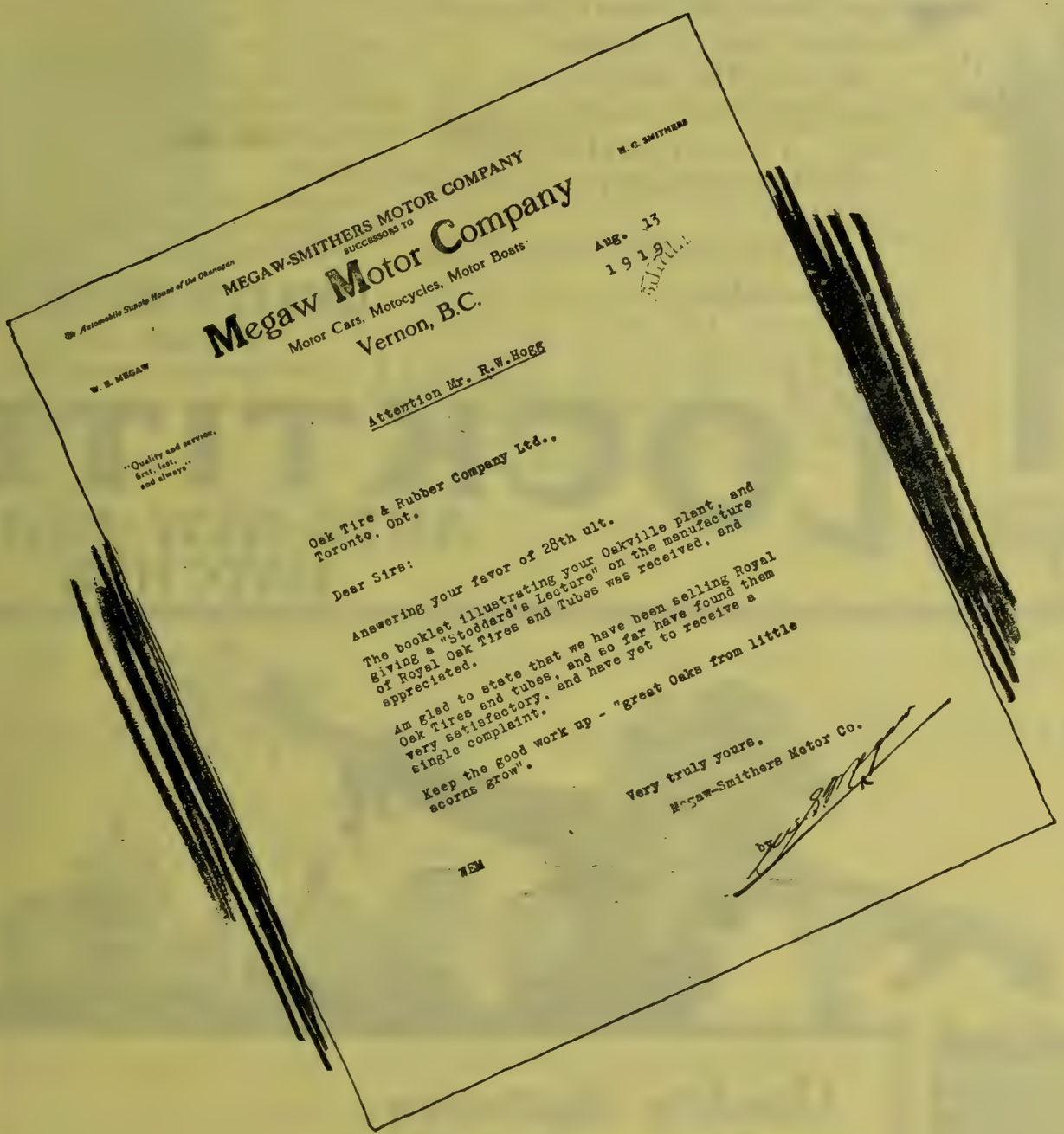
Ford Runabout, $660. Touring, $690. On open models the Electric Starting and Lighting Equipment is $100 extra. Coupe, $975. Sedan, $1,175 (closed model prices include Electric Starting and Lighting Equipment). Demountable rims, tire-carrier and non-skid tires on rear as optional equipment on closed cars only at $25 extra. These prices are f. o. b. Ford, Ont., and do not include War Tax.

Buy only Genuine Ford Parts. 700 Canadian Dealers and over 2,000 Service Garages supply them. 119

Ford Motor Company of Canada, Limited

Ford - Ontario

Dealers everywhere speak well of Royal Oak Tires



MEGAW-SMITHERS MOTOR COMPANY
SUCCESSORS TO
Megaw Motor Company
Motor Cars, Motocycles, Motor Boats
Vernon, B.C.

W. H. MEGAW

H. C. SMITHERS

"Quality and service, first, last, and always"

Aug. 13
1919

Attention Mr. R.W.Hogg

Oak Tire & Rubber Company Ltd.,
Toronto, Ont.

Dear Sirs:

Answering your favor of 28th ult.

The booklet illustrating your Oakville plant, and giving a "Stoddard's Lecture" on the manufacture of Royal Oak Tires and Tubes was received, and appreciated.

Am glad to state that we have been selling Royal Oak Tires and tubes, and so far have found them very satisfactory, and have yet to receive a single complaint.

Keep the good work up - "great Oaks from little acorns grow".

Very truly yours,
Megaw-Smithers Motor Co.

by

WEM

Before you place your order for spring delivery would it not be well to ask us first for a demonstration of the quality that makes Royal Oak Tires the cheapest cost-per-mile? Aside entirely from the question of money profit there's a double advantage for you in handling Royal Oak Tires.

That which you derive from the good will of your customers, and the comfort you experience in comparative freedom from complaints. To these may be added our promptitude and accurary in filling orders. Inducements enough here surely to warrant your investigating carefully what we have to offer.

Oak Tire and Rubber Company, Limited

Head Office: 19 East Dundas St., Toronto

Winnipeg Branch: 120 Lombard St. **Factories: Oakville, Ontario, Canada**

HOW IT WORKS

Place the injured tube around the container—as shown in the picture. Clean and roughen the surface around the hole with the emery on the top of the package. Apply and allow the cement to dry. Then press on the patch firmly—and the tube is ready to go into casing.



A TIRE PATCHER THAT SELLS ITSELF

On the road—or in the garage—the Locktite Auto-New-Matic Patcher makes easy the quick and permanent repair of a cut or tear in a tube.

It seals the hole in the tube absolutely tight—with no waiting. A money- and time-saver—the Locktite soon pays for itself.

Any size repair is made easy with Locktite.

Because the outfit is complete—

Because it saves the motorist time and money — the demand for the Locktite Patcher is increasing every day—every week.

Are you in position to get your share of the Locktite business?

Requiring little shelf room and no service—selling over the counter like a spark plug—there's a good profit in Locktite.

A special larger size is made for the garage and repair shop.

Write for our dealer proposition.

LOCKTITE PATCH CO.
WINDSOR, ONT.
American Plant, Detroit, Mich.

LOCKTITE
AUTO-NEW-MATIC PATCHER





Quality Batteries at Reasonable Prices and Good Profits

The superior construction and quality of North Star Batteries will steadily pull sales and increase business for *you* by the repeat order route.

All good jobbers sell them.

CANADA DRY CELLS, LIMITED, WINNIPEG, CANADA

DUTCH BRAND "2 IN 1" CUT FILLER



saves tires from going to the junk pile. "2 in 1" Cut Filler is a heavy liquid rubber for filling small cuts in casings and solid tires. Lengthens the life of the casing and tire. Easily applied. The motorist can repair his own tires. This is one of the famous Dutch Brand Products you should be selling. Our attractive counter display stand will make sales for you.

May we send you "Keeping Down the Up-keep," our completely illustrated catalogue? It's necessary to the success of your accessory department. Send us a postal to-day.

Order through your jobber direct.

VAN CLEEF BROS.

Manufacturers Dutch Brand Rubber Cements and Auto Chemical Specialties

Woodlawn Avenue, 77th to 78th Sts. Entire Block Chicago, Illinois

Give Thought to the Morrow

JUST A FEW SUGGESTIONS TO START YOUR FALL TRADE : : :

Don't Forget That

Fall Rains bring Chain Sales
Cold Evenings mean Rug Sales
Chilly Days sell Gauntlets
Frost spells a Perfection Heater Sale

Here's the List

HAVE YOU RECEIVED OUR CATALOGUE SUPPLEMENT?

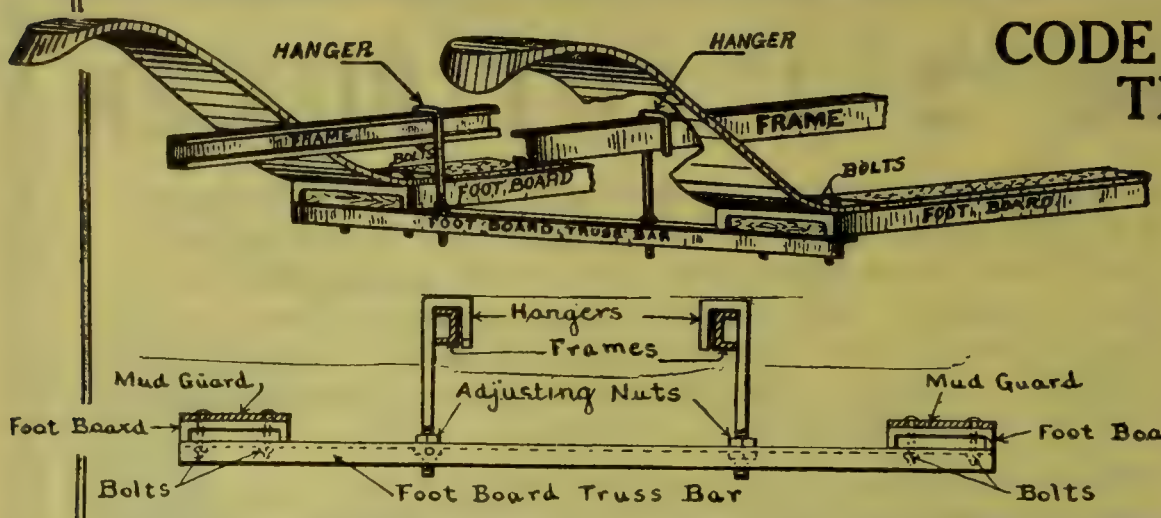
Dreadnaught Chains
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Frost and Donald Gauntlets
Perfection Heaters
Lyons Bumpers

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Try Our "24" Hour Service Worth While

WALKER-VALLANCE LIMITED

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CODE FOOT BOARD TRUSS BAR

for Ford Cars

Increases the life of the car. Can be attached by any one in a few minutes. Costs a trifle. Meets a popular demand. A quick seller with good profits.

At your Jobber's

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The Western Specialty Co.,
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This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins


"Oil Cup"


"Ratchet"


"D"




"M"

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WINDSOR

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use).

Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

North Star Oil & Refining Company LIMITED

Successors to

Continental Oil Company LIMITED

William Penn MOTOR OIL

made of Pennsylvania stocks—

Extra Heavy, Heavy,

Medium, Light,

Cold Test. 3

Winnipeg	Regina	Calgary
St. Boniface	Saskatoon	Lethbridge
Brandon	Swift Current	Camrose
	Prince Albert	



The Signal of Distinction

An ornament and a double signal. Made in styles and sizes to suit all makes of cars.

WARNS BUT DOES NOT OFFEND

This improved signal says—"car coming," but not as a harsh command to "Get out of my way." It calls attention rather than gives an order. It does not startle.

"LIBERTY BELL"

DEFINITE AND DISTINCTIVE

The clear bell tone carries through all the sounds of traffic. Its warning is positive and in addition a red light is flashed from a semaphore lens located just above the bell.

GETS THE RIGHT OF WAY

This signal, combining both sound and sight warning, is amply protected by patents. We will vigorously prosecute makers of infringing devices and dealers who handle them.

A POLITE SIGNAL

We have an attractive proposition for you. Write for prices.

THE BUNYAN MFG. CO.

9805 MADISON AVE. - CLEVELAND, OHIO

TIRES,

Hardware Dealers

Now is Your Opportunity to Beat the Mail Order Houses

30 x 3½ Inner Tubes	$ 1.90
30 x 3½ Plain Tires	13.10
30 x 3½ Grooved Tires	14.00
30 x 3½ Non-Skid Tires	14.65

HUNDREDS OF OTHER SIZES

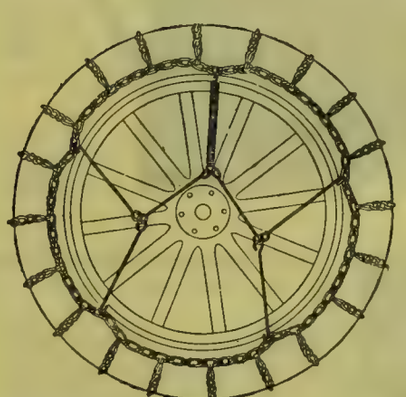
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Mr. Dealer, we can sell you the most complete line of automobile accessories in Canada at tremendous reductions. Write for our catalogues. Wholesale only.

CROWN CYCLE & MOTOR CO.

319 Craig St. West, MONTREAL

LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA



The Fastest Selling All-Year Accessory a Dealer Can Handle

Small investment — Good profit — Takes up little room — Every motorist needs them — And has no excuse for being without them at this price.

MERCHANT'S ANTI-SKID CHAIN TIGHTENER

$1.00 A PAIR

If dealer does not handle, sold direct prepaid on receipt of price.

Simple and easy to attach. You can slip it on a customer's car in about one minute, and it means a sale every time.

The Tightener catches the chain at five points, giving an easy tension all around. It holds the chain in place, prevents dragging or rattling, and yet permits the chain to creep on the tire, and carry out to the full its non-skid action. Keeps chain from pounding the fender, and prevents it from unhooking.

JOBBERS AND DEALERS:—Write at once for full particulars and generous terms, for now is the time to sell these things.

M. H. Merchant Corporation

236-238 Emma Street, Syracuse, N.Y.

Sales Agents—Clucker & Hixon Co., New York, N.Y.; H. W. Petrie, Montreal, P.Q.; Inter-Ocean Auto Co., Ltd., Montreal, P.Q.; Keyes Supply Co., Ltd., Ottawa, Ont.; James S. Neill & Sons, Ltd., Fredericton, N.B.

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ALL STEEL WRENCHES AND TOOLS

Leadership in the manufacture of wrenches and tools has been gained and maintained through adherence to principles of manufacture which insure to the user of Mossberg products the utmost in value and in service.

Mossberg Socket Set No. 14, the "completest," containing an assortment of tools to fit every job.

No. 4 Garage Set of Open-end Wrenches; one opening of each wrench fitting U.S. standard bolts, and the other opening of the same wrench fitting S.A.E. cap-screws of the same dimensions.

Send for complete catalogue and particulars





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NEW YORK U.S.A.

FRANK MOSSBERG CO.

WRENCHSMITHS FOR 20 YEARS

ATTLEBORO. MASS. U.S.A.

From A to Z

VERY little verbal argument is necessary to effect a sale in the case of

"SPHINX"

England's Most Durable Plug

interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

It is easy to sell Sphinx Plugs—and profitable. I shall be pleased to quote and to send you literature on request.

Sole Agent for Dominion: Wm. T. Evans, 1684 St. Urbain St., Montreal

Manufacturers: Sphinx Mfg. Co., Birmingham, England



'SPHINX'

England's most Durable Plug

NORTHLAND SKI

PRONOUNCED SHEE

BEST BY EVERY TEST

None Genuine without the Northland Trademark



ORDER EARLY
Send for catalog and current list now.

NORTHLAND SKI MFG. CO., ST. PAUL, MINN., U.S.A.
Largest Manufacturers of Ski in the World

North American Hardware Supply Limited

222 Notre Dame Street West
MONTREAL - - - CANADA

Eastern Canada Representatives for--

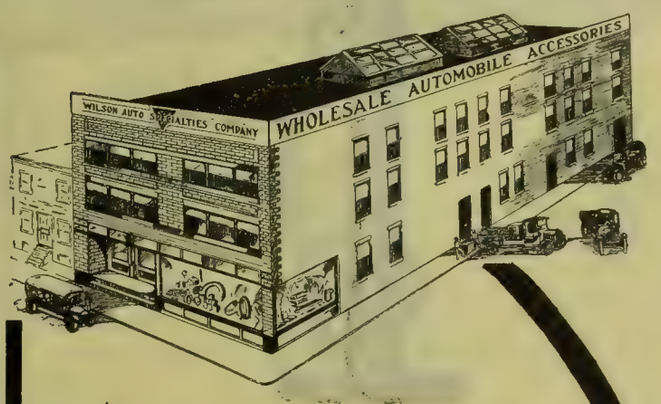
"Diamond Tires"

"Viko" Aluminum Products

ALSO

A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.

Get our price list.



WILSON SERVICE From Coast to Coast

No matter in what part of Canada you are located, "Wilson Six Hour Service" and Wilson prices will save you time and money.

If you are not already on our mailing list, send to-day for our big new catalogue of auto supplies, listing over 1,300 items.

We will gladly send a copy to any dealer on request.

WILSON AUTO SPECIALTIES CO.
HAMILTON, CANADA



Hunting
Trapping
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Mining
Cruising
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ACETYLENE BRILLANT SEARCHLIGHT

First of acetylene lights worn on the head. On the market over 17 years. Used throughout the world, because of its dependability, and powerful light. Twelve different styles to choose from. Can be operated at one-fifteenth the cost of the average flash lamp. Ask for the Brilliant Searchlight.

The following jobbers in Canada carry a stock at all times:—
John Hallam, Ltd., Toronto; Marshall-Wells Co., Winnipeg; Marshall-Wells Alberta Co., Edmonton.

Brilliant Searchlight Manufacturing Co., 529 So. Dearborn St., Chicago, Ill., U.S.A.



Homer & Wilson

CHEVROLET LOCK

We are displaying this handsome, efficient vest-pocket size Chevrolet lock on a neat card, which if displayed on your counter, or in your window, will prove to be a money-making sales-getter.

Order from your jobber or write direct.

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Lancaster Street
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Subscription price of HARDWARE AND METAL is $3 per year or less than six cents per issue.

Insist on Getting
A
Tallman Two Cylinder Double Action Pump



Easy on Your Back

Saves Your Tires

Tallman Brass & Metal Limited
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Cannon Oilers
Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

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Order NOW of Your Jobber.
Manufactured only by
THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.

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Convenient, Efficient
Price Cards for Hardwareman, Stationer, Druggist or any retailer.
The "ONLY" Price Card
Both sides ruled. Special stock, can be erased many times. Write for prices.
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A. H. FRASER Representing Manufacturers of Hardware and Auto Accessories in Western Canada

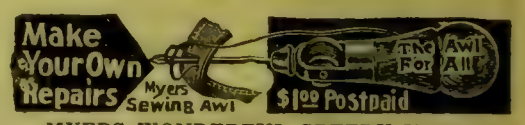
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SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.
TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory, return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GERB CO., 318 State St., BOSTON

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.



MYERS WONDERFUL SPEEDY HAND STITCHER.

Repair shop in itself, mends harness, shoes, auto tops, belts, etc.
Send for wholesale price and catalog.
C. A. MYERS COMPANY,
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All sizes of Clear Mica in stock for immediate shipment
Price List on Application
Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

F. E. LINDSTROM
SWEDEN
PLYERS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal

Elgin Wrenches



Stand for Convenience and Service.

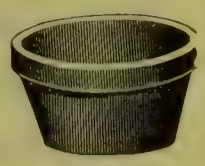
Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

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'Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co., Ltd.
OWEN SOUND, ONT.



Foster Pottery Co.
HAMILTON - CANADA
Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List.

CLIMAX PAPER BALERS



ALL STEEL—FIREPROOF
"Turns Waste into Profit"
12 SIZES
Climax Baler Co.
Hamilton, Ont.

SMALL TURN BUCKLES



Send for Catalog No. 4
GEORGE H. WILKINS CO.
1 No. Market St. Chicago

WRITE FOR HARDWARE AND METAL ELECTRO CATALOGUE

Wanted

FOR SALE

ESTABLISHED HARDWARE BUSINESS IN a fast growing and manufacturing district in Toronto; stock and fixtures about twelve to thirteen thousand; well located; only cash buyers considered. Box 385, Hardware and Metal.

FOR SALE—THREE BOWSER STEEL RIVETted oil tanks and pumps, basement outfit, measures from pint to gallon, $135 each, or $375 for the three. These are in perfect condition. Also one safe, cost $400. One shot cabinet. Two oil siphons with brass cylinders at low figures. Apply Wood, Vallance, Ltd., Winnipeg.

FOR SALE—IN MOST RAPIDLY DEVELOPing locality, Victoria, B.C., recently established hardware business with fine building erected in 1914, containing two large stores and two apartments. Yearly rentals over $1,200. Business turnover about $9,000, can be largely increased. Stock about $2,000. Price $13,500. Terms, $8,500 cash, $5,000 on mortgage. Apply Owner, Robert Russell, 3291 Douglas St., Victoria, B.C.

SECOND-HAND BROWN-BOGGS TOOLS, large size, all in good condition: 1 slip Roll former, 37-inch rollers, 5 encased machines, wiring, setting, burner, burr beading; 2 threading sets for pipes, ½ to 2 inch; 50 other small tools to go with machines. Apply to H. A. Dupuis, Embrun, Ont.

HARDWARE, PLUMBING AND SHEET metal business. Well established. Best location in the Niagara Peninsula. Turnover about $20,000 per year. Immediate possession. Address Box 417, Hardware and Metal.

BURROUGHS ADDING MACHINE No. 3—RUN three years in village hardware office, $225, delivered any place in Canada. Guaranteed first-class condition. Price new, $375. Box 441, Hardware and Metal.

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Souvenirs, Crown Hurons, Peninsulars, Jewels, Pandoras, Imperial Oxfords, Climax, Marvels, Colonists, Arklans, Admirals, Crown Princes, Home Comforts, and all kinds of Ranges and Heaters. Write for list and prices. Grundy Bros., Strathroy.

The Want Ad Page

Will put you in touch with the best retail hardware salesmen in Canada. If you need a good man, advertise in HARDWARE AND METAL. Cost 2c word first insertion; 1 cent a word for subsequent insertions.

POSITIONS WANTED

THREE YEARS' EXPERIENCE WHOLESALE and retail. Good references. Toronto preferred. Box 439, Hardware and Metal.

RETURNED OFFICER, WITH SEVERAL years' experience as traveller for paint and hardware, desires position travelling in Ontario. Reply Box No. 435, Hardware and Metal.

WANTED

HARDWARE BUSINESS WANTED WITH stock about six thousand, in good farming community; state terms, stock, yearly turnover, rent and all particulars. Box 442, Hardware and Metal.

Have a client who wants a live hardware business. Well located. Stock about $5,000 or over. Who is prepared to pay cash if suited. Particulars confidential. J. P. Lawrason, 25 Toronto St., Toronto, Ont.

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ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

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GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

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WANTED — EXPERIENCED HARDWARE salesman. Apply stating experience and salary required to Mills Hardware Co., Hamilton.

WANTED—A MAN TO TAKE CHARGE OF Building Hardware Department and make himself generally useful in retail store in spare time. Reply, stating salary, E. G. Prior & Company, Victoria, B.C. Permanent position to satisfactory application.

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A MAN OF ABOUT THREE OR MORE YEARS' experience in a retail hardware business for a position in good town. State age, salary and good references. Box 437, Hardware and Metal.

HARDWARE CLERK WANTED — AS HEAD clerk for store in town of twelve hundred, having good schools and churches and easy of access; mostly farmers' trade; married man preferred, but not essential; permanent position; state salary expected, previous experience, age and references. Box 445, Hardware and Metal.

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WANTED — RESIDENT MANUFACTURERS' agents in Toronto, Winnipeg and Vancouver for line of padlocks and brass hardware; a splendid side line. Address, with references, The Safe Padlock & Hdwe. Co., Lancaster, Pa.

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We are open to represent one or two lines of Heavy or Staple Shelf Hardware in our territory. We have experienced salesmen calling on the wholesale trade.

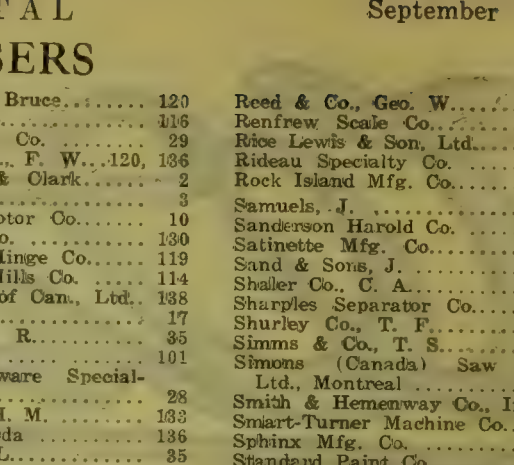
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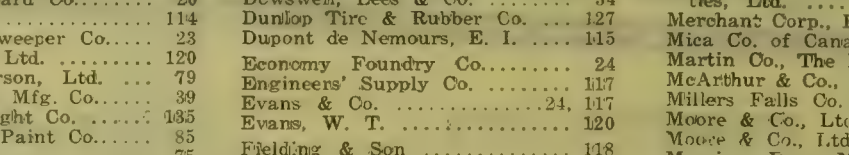
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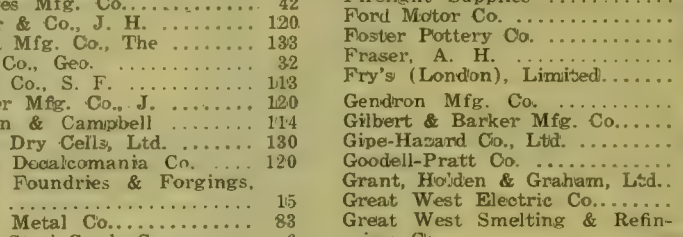
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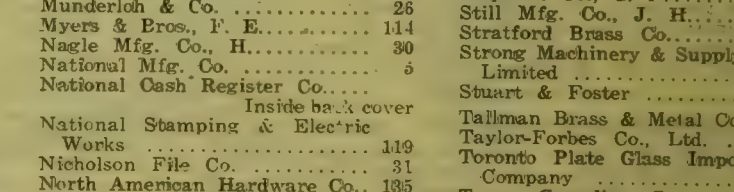
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Made in Canada







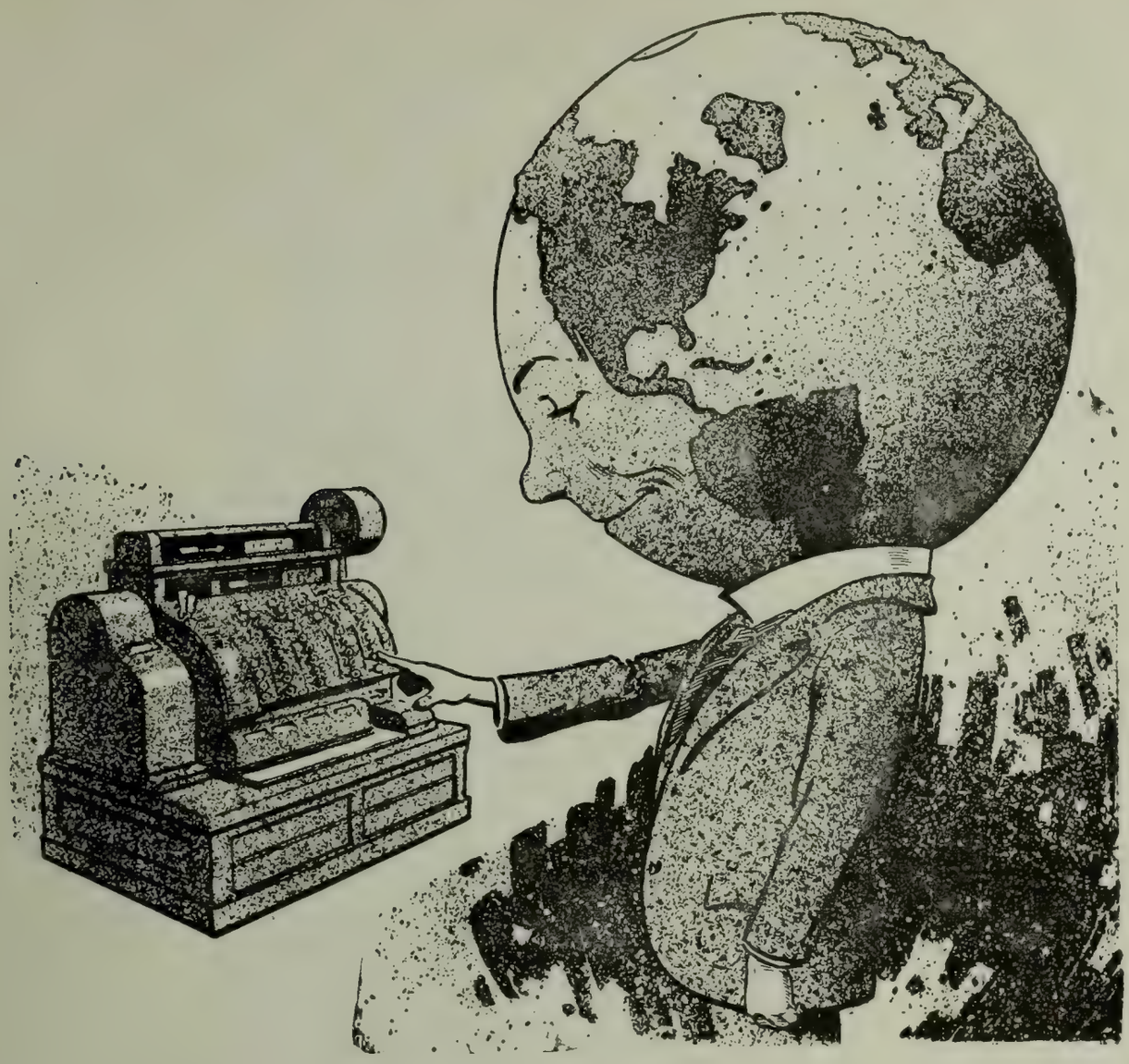


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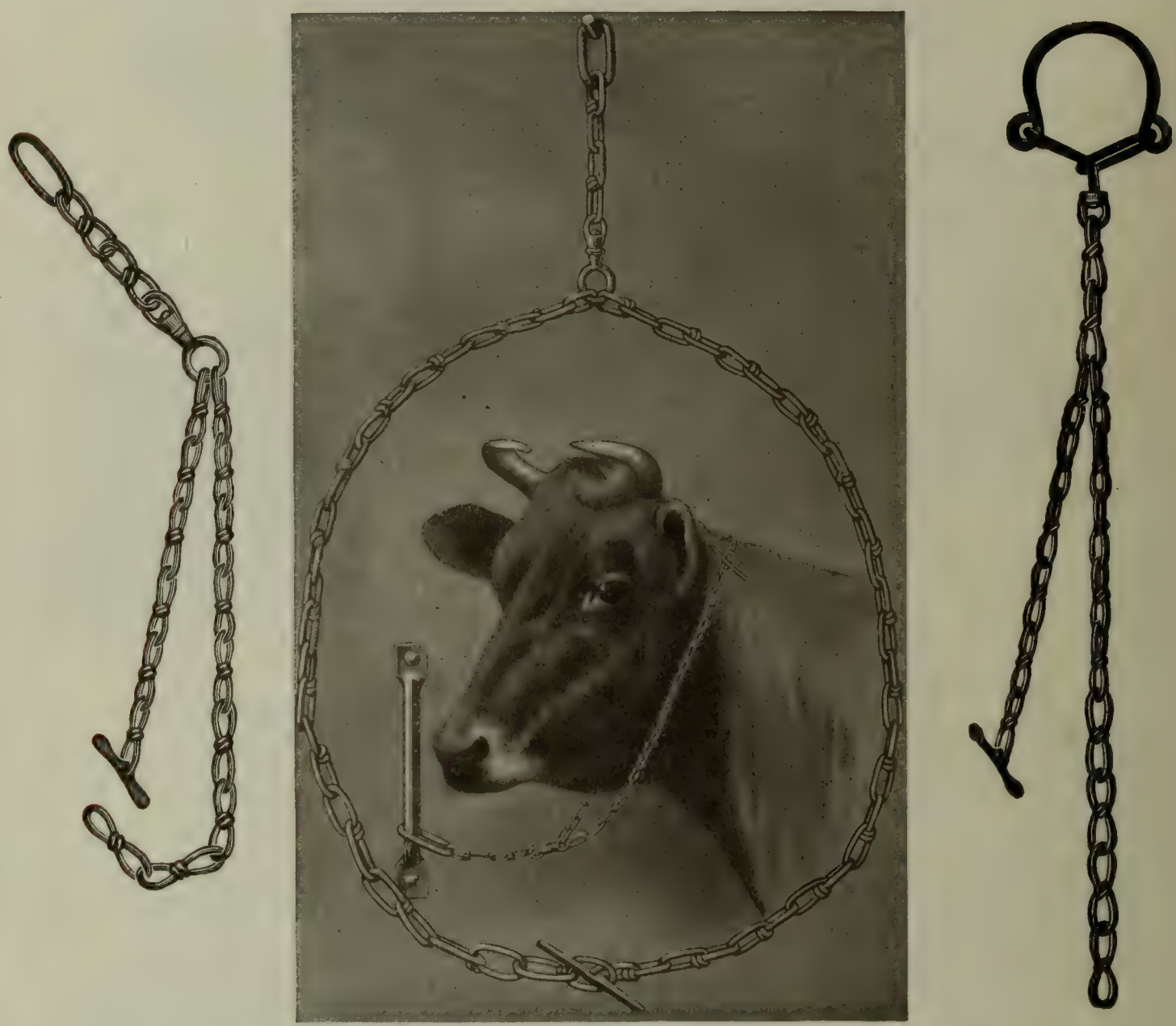
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All Patterns and Sizes in Stock

THE B. GREENING WIRE CO., LIMITED
HAMILTON, CANADA

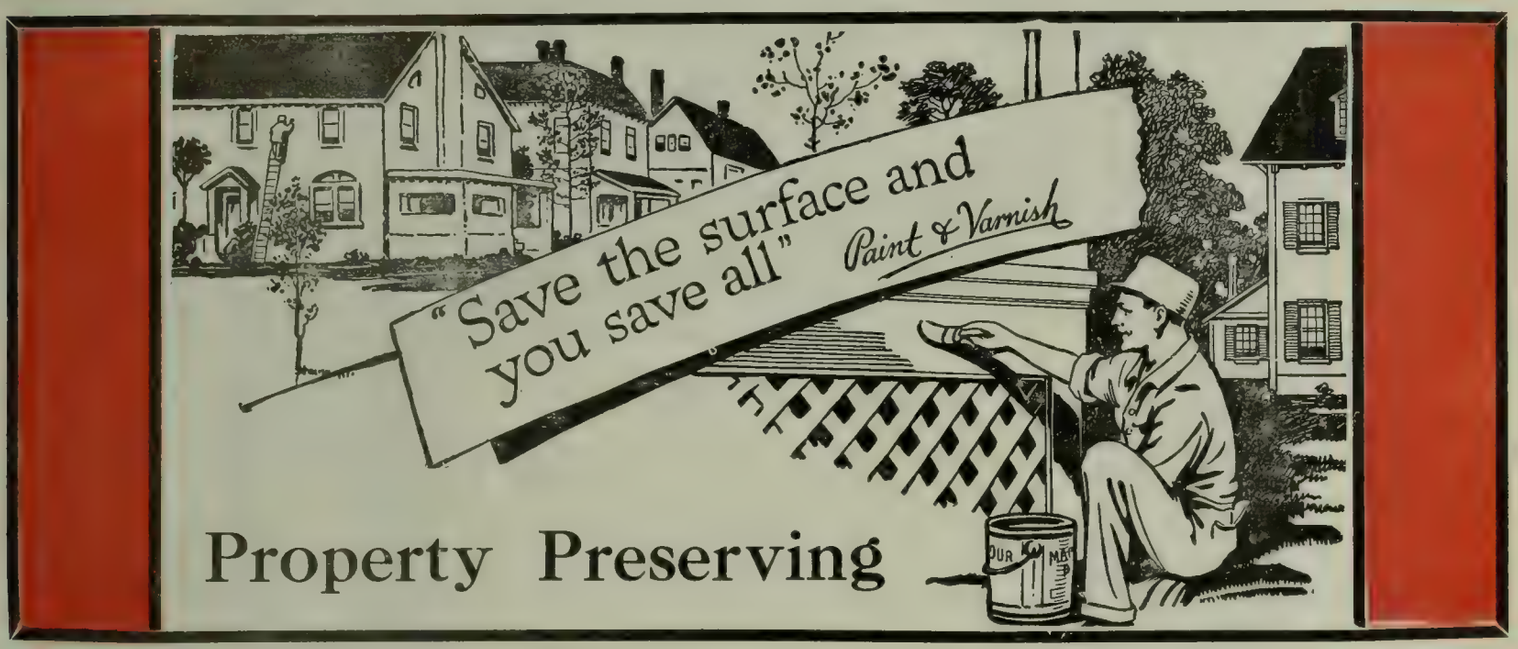
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SEPT. 13
1919



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Made in Canada Sold on Merit

MARTIN-SENOUR Dealer Agents have satisfied customers, growing trade and increasing profits.

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THE SATURDAY EVENING POST



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Perfection in table appointments at surprisingly moderate cost is possible with the Silverplate of William Rogers and his Son, made in patterns of lasting charm and enduring beauty.

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William Rogers and his Son
"The Best at the Price"

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Building a desire in two million homes To advertise the Silverplate of William Rogers and his Son to the greatest purchasing market in the country, we are beginning, next month, a consistent and expensive campaign in The Saturday Evening Post, McLean's and several other magazines.

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Are you taking full advantage of this?

The Silverplate of William Rogers and his Son is "The Best at the Price."

Made and Guaranteed by WM. ROGERS MFG CO., LIMITED, Niagara Falls, Ontario

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TRADE YALE MARK



Behind YALE Padlocks

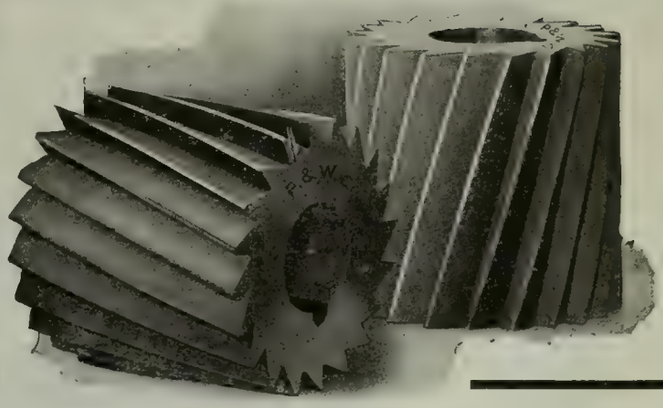
and every other "Yale" product—Yale Night Latches, Door Closers and Builders' Hardware is the modern Yale plant at St. Catharines, Ontario.

Up-to-the-minute manufacturing methods, sound designing and construction practice, and the rigid Yale inspection system, make certain that every Yale product is fit for the purpose for which it is intended.

The trade-mark "Yale" on the product is our guarantee that it is.

"The trade-mark 'Yale' helps makes the sale."

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Milling Cutters are but one of our complete lines of Cutting Tools. We have a Cutting Tool for every purpose.

"P. & W. CO." SMALL TOOLS

—are being specified by the largest manufacturers in the country. The high quality of these tools make them constantly in demand.

Taps, Dies, Reamers, Punchers, Drills and Miscellaneous Tools

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Dundas, Ontario, Canada; Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.

Now—To-Day—Order Your Fall Stock of
EDDY'S INDURATED FIBREWARE

Whatever else happens, Wash Day comes every week. Help your customers to make that day as easy as any other day.

Show them Eddy's Indurated Fibreware. First impressions are what count, and Eddy's Indurated Fibreware certainly does impress one at first sight. But it stands lots of wear, too.

It's SO Light and Clean looking.
Stock it.
You'll sell it—easily.
Our advertising will help you do it. Write us to-day for particulars.

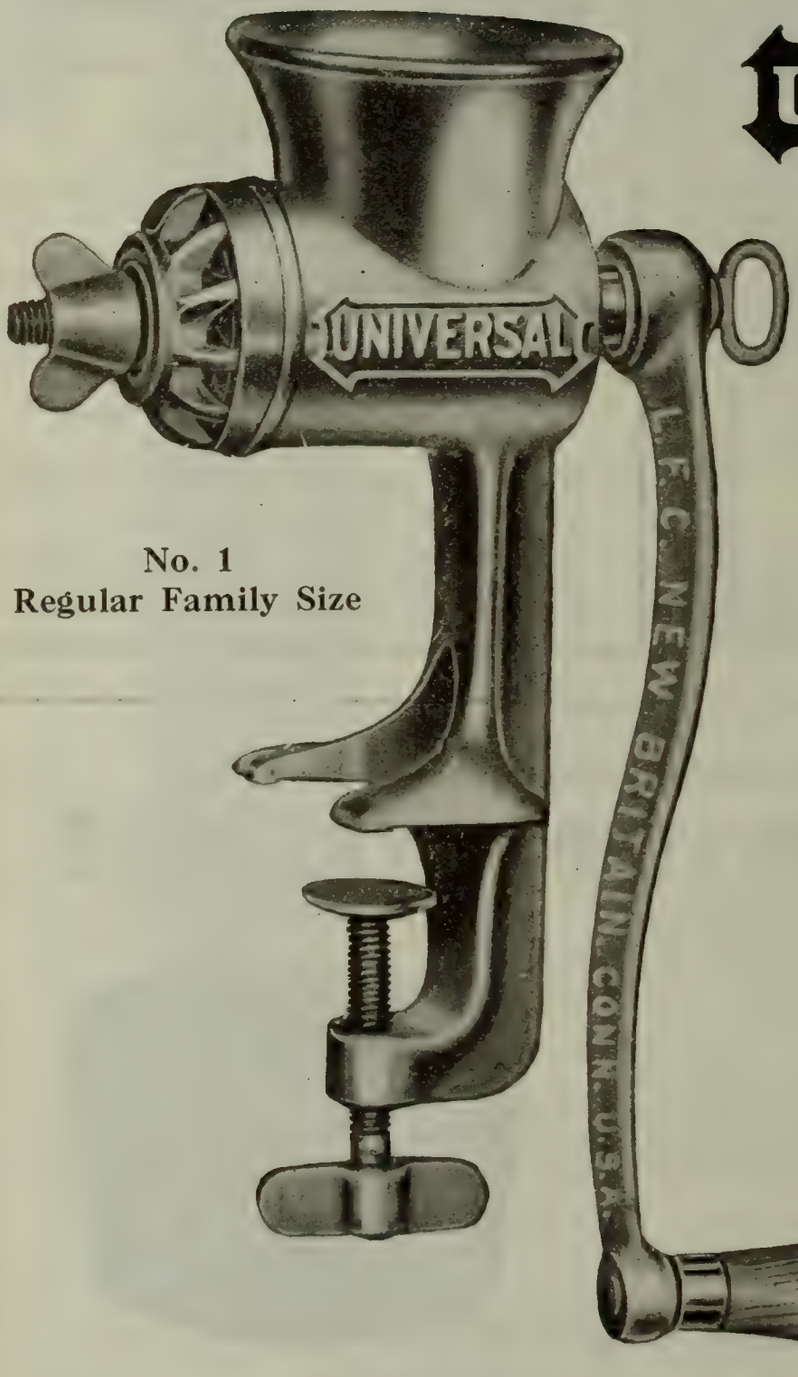


EDDY'S MATCHES

are what most people expect to get when they ask for Matches. Anticipate your customers' wishes. It pays.

THE E. B. EDDY CO., LIMITED
HULL - CANADA

UNIVERSAL
FOOD CHOPPERS



No. 1
Regular Family Size

The Trade Mark known
UNIVERSAL
in Every Home

Stock Now For Your Fall Business

The way to sell goods is to have the goods that sell. You cannot name a single kitchen utensil more persistently sought and bought than the UNIVERSAL Food Chopper.

Put them in your window. A well trimmed window speaks for itself. UNIVERSAL Choppers, if put where they can be seen, will take a big selling load off your tongue.

Order now through your jobber.

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New Britain Conn.

Canadian Representative:

Montreal **A. MACFARLANE & CO., Limited** Quebec



THE FIRST ARTICLE THAT CAME TO PLYMOUTH

THE first article to come to Plymouth was a piece of rope. It was the painter of the small boat held in the hand of the first member to step ashore of that band of explorers sent out by the Mayflower to find a proper landing place.

It was a natural act, and became significant only in the light of after history, when two hundred and four years later was established at Plymouth a ropewalk destined to become the largest in the world.

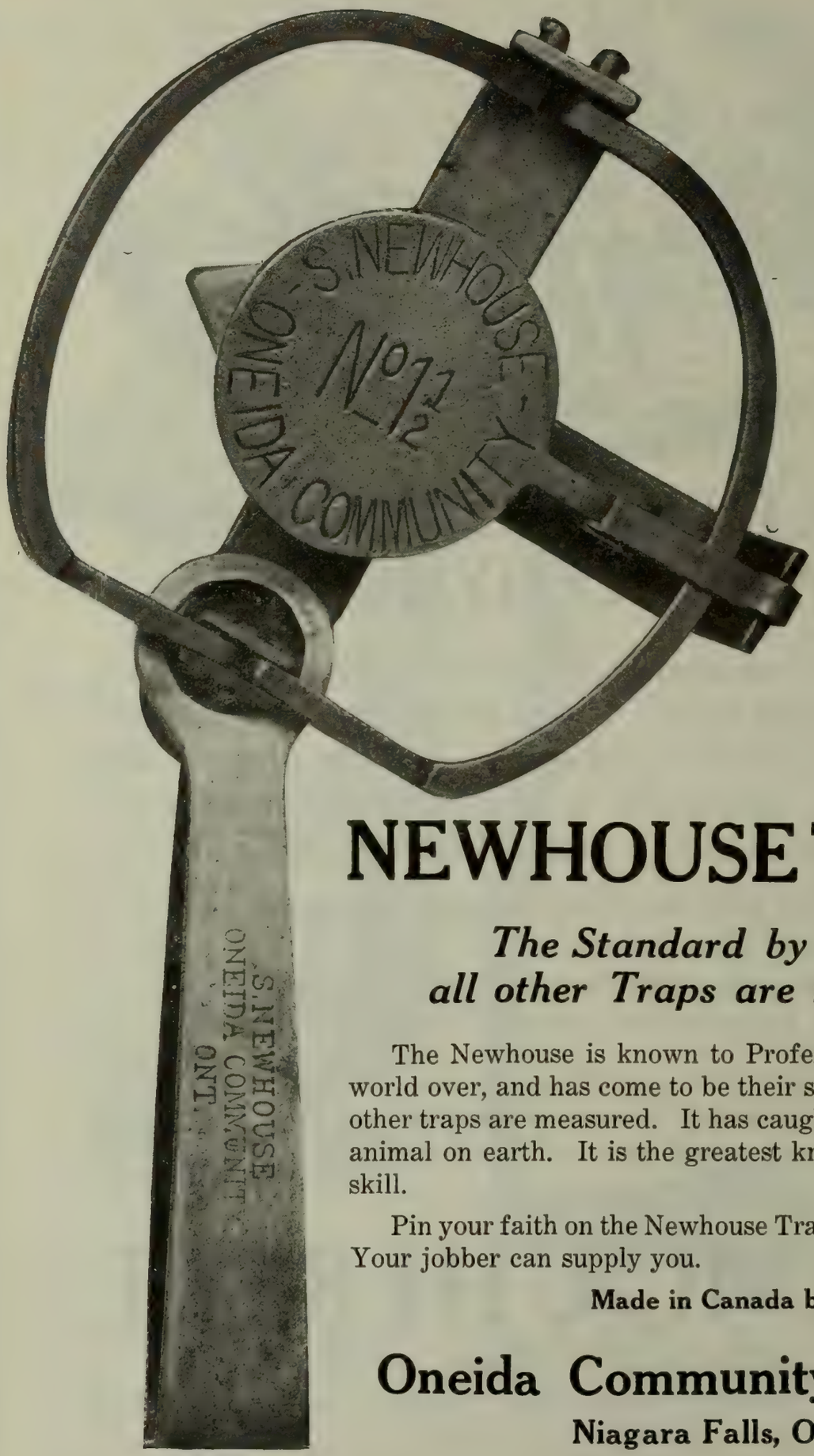
For ninety-five years Plymouth has been making and shipping to every part of the civilized world, rope—good rope—"The Rope You Can Trust."

PLYMOUTH ROPE

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. Welland, Canada

No. 1



NEWHOUSE TRAPS

The Standard by which all other Traps are measured

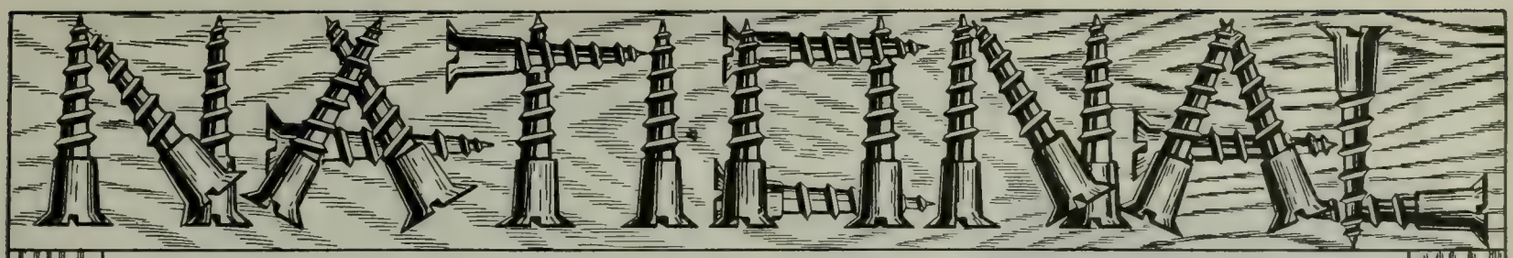
The Newhouse is known to Professional Trappers the world over, and has come to be their standard by which all other traps are measured. It has caught every kind of wild animal on earth. It is the greatest known aid to trapping skill.

Pin your faith on the Newhouse Trap for large Fall sales. Your jobber can supply you.

Made in Canada by

Oneida Community, Limited

Niagara Falls, Ont.



805-6 Garage Door Sets

This number is one of the convenient swinging and sliding sets. The doors open easily, sliding and folding inward along the wall, greatly economizing space. They close with equal ease. A special reason for their popularity is the easy entrance at all times by one door, which is so hung, that it may be used independently.

The doors are adjustable to correct for swelling, sagging, or a rise in the cement floor.



Furnished, regularly, with six-foot, braced rail for eight-foot opening.

Set No. 805 includes: No. 29 Latch, 1 only Swivel Hanger, 6-foot Braced Rail, 4½ pair 4 x 4-inch Jap. No. 505 T.P. Butts, 1 only No. 820 Chain Bolt, 1 only No. 830 Foot Bolt,, 1 only No. 5 Pull, 1 only 4½-inch No. 30 Safety Hasp. All necessary bolts and screws.

No. 806 Set includes the same, except that No. 27 Latch is used instead of No. 29.

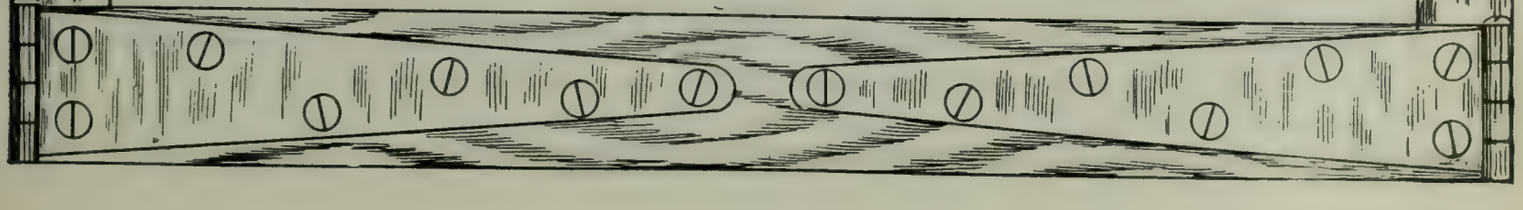
Both Sets furnished in Japan finish.

Keep Pace With the Sale of Cars

It is a well-known fact that few automobile factories can keep production up with the orders, just now. A large percentage of the purchases of new cars means new garage requirements. The car owner seeks garage hardware and, of course, buys it from the dealer who is prepared, and ready to offer National Service, without annoying delay.

National Manufacturing Company

Sterling, Illinois



The Great West Trolley Door Hanger



A hanger built for service and especially recommended for use on heavy doors.

The axles pass through seamless tubes and turn on steel roller bearings, making it anti-friction and very easy running.

A leading feature of the "Great West" is the vertical and lateral adjustments, allowing the door to be raised or lowered, or the space between the door and building increased or decreased as desired.

The track is made of heavy steel and double grooved attached to the building with heavy corrugated brackets.

We will gladly look after your door-hanger prospects. Write us.

Canada Steel Goods Company, Limited
HAMILTON, ONTARIO



Rotary Ash Sifter

"Canada" Rotary Ash Sifter

For these days of coal shortage, Davidson's Rotary Ash Sifter is just the thing. Solves the fuel problem. Separates the ashes from the cinders quickly and efficiently, without any clogging.

Moreover, you can recommend Davidson's Sifters to your customers on the score of cleanliness. Note the enclosed working parts—it means freedom from the smothering dust of the old-fashioned sifter. Easy to operate, and free from mechanical difficulties.

Davidson's Sifters are neat in appearance, and made rustproof by galvanizing after being assembled.

The Thos. Davidson Mfg. Company, Limited
WINNIPEG MONTREAL TORONTO

Ask your Customer

Did You Visit The Toronto Exhibition?

Did you see the new Combination Range

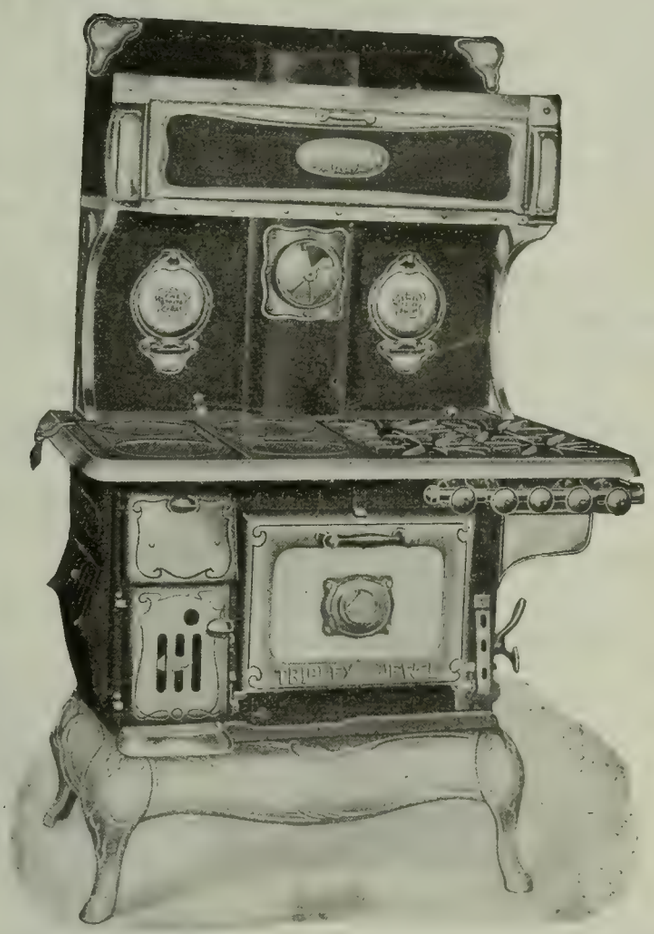
"The Triplex Jewel"?

Are you not convinced that it is the most modern constructed combination and most complete cooking apparatus for coal or wood, artificial or natural gas burning you have ever seen?

Did you see any combination Range that could be placed in its class?

There can be but one answer: "It is the most complete, best constructed and neatest range I have ever seen, and so simple to operate."

Hundreds of satisfied customers are now testifying to its wonderful working qualities, the enormous saving in fuel and the comfort they have experienced since placing this range in their homes.



Mr. Dealer, if you want to introduce in your territory a combination range which you can sell under the fullest guarantee and know that you will have satisfied customers,

Write at once to

The Burrow, Stewart & Milne Co., Limited

Hamilton, Ontario

Our representative will call on you.

East Ontario — John B. Watson
West Ontario — Thos. Armstrong
South Ontario — Robert S. Duncan
Maritime Provinces — H. H. Dryden

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130 James Avenue, Winnipeg
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Toronto Branch:
48 and 50 Lombard St.
W. J. Carson, Manager

Montreal Branch:
36 St. Dizier St.
John R. Anderson, Manager

A Card to Main Office will assure you of an early acquaintance of one of these Representatives

To cut down the cost per cut

Follow the Chart

Make your hack sawing just as efficient as any other machine tool operation. Choose your blade according to your work. You can't cut cold-rolled and heavy angle iron with the same blade without a waste. Whether you are cutting by power or by hand, big quantities of a comparatively few kinds and shapes of metal or smaller quantities of a lot of different things—there's a Starrett Hack Saw that will meet your needs most efficiently.

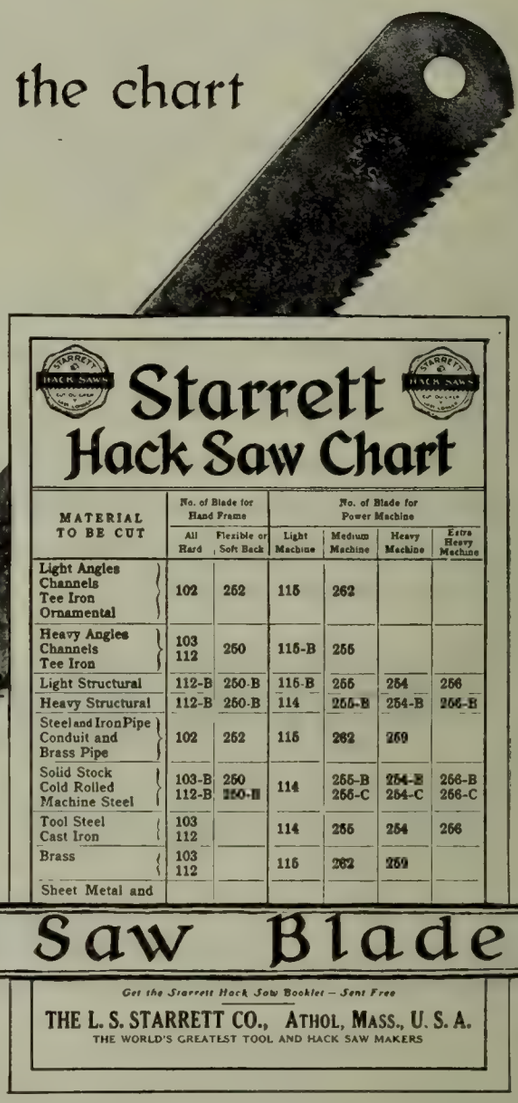
Get the most out of every box of saws you buy. Use them for the purpose for which they were made.

A copy of the Starrett Hack Saw Chart "M.A." sent free upon request.

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.



the chart



Starrett Hack Saw Chart

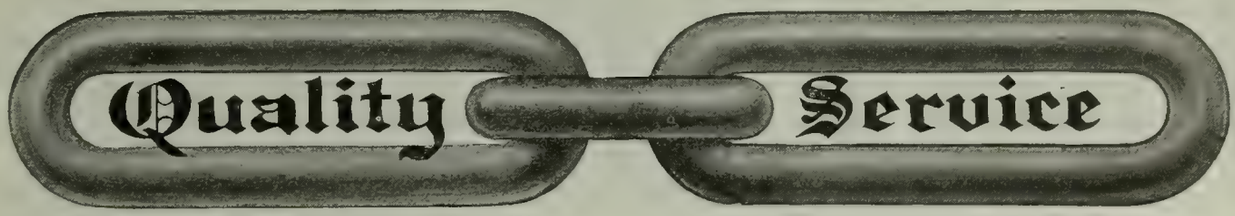
MATERIAL TO BE CUT	No. of Blade for Hand Frame		No. of Blade for Power Machine			
	All Hard	Flexible or Soft Back	Light Machine	Medium Machine	Heavy Machine	Extra Heavy Machine
Light Angles, Channels, Tee Iron, Ornamental	102	252	115	262		
Heavy Angles, Channels, Tee Iron	103, 112	250	115-B	255		
Light Structural	112-B	250-B	115-B	255	254	256
Heavy Structural	112-B	250-B	114	255-B	254-B	256-B
Steel and Iron Pipe, Conduit and Brass Pipe	102	252	115	262	259	
Solid Stock, Cold Rolled, Machine Steel	103-B, 112-B	250, 250-B	114	255-B, 255-C	254-B, 254-C	256-B, 256-C
Tool Steel, Cast Iron	103, 112		114	255	254	256
Brass	103, 112		115	262	259	
Sheet Metal and						

Use Starrett Hack Saw Blades

Get the Starrett Hack Saw Booklet—Sent Free

THE L. S. STARRETT CO., ATHOL, MASS., U. S. A.
THE WORLD'S GREATEST TOOL AND HACK SAW MAKERS

42-970



INDISPENSABLE LINKS

In the Successful Business Chain

Throughout our entire organization, we recognize and adhere to the highest standards of QUALITY and SERVICE. And upon this—in the future as in the past—the expansion and prosperity of our business depend.

IN OUR MILLS AND FACTORIES

Quality

IN OUR SALES DEPARTMENTS

Service

Believing QUALITY and SERVICE are the indispensable links between producer and consumer, we employ their combined strength to conserve and complete our relationship with all users of Steel and Iron products.

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON - - MONTREAL

The Fall Drive

Motorists everywhere are taking trips into the open country. Lured by the Autumn tints of trees and landscape there will be an exodus of town and city cars into the country districts, where, as you know, road conditions will make emergency purchases of tires necessary. Be ready for this last "fall drive" by keeping well stocked with

Maltese Cross Tires

Extensive Fall Drive Advertising is now appearing. Link your store up with this publicity. It will pay you—and pay you well. Feature Maltese Cross Tires in your window displays. There is only one result possible—a bigger tire business than you even hoped for. Remember, satisfied customers mean more—bigger—repeat—sales.

Gutta Percha & Rubber, Limited

Head Offices and Factory, Toronto

Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria.

WILT

PERFORMANCE COUNTS

You can't fool the mechanic when it's a question of cutting tools. He knows what to expect of a good tool. Sell him a **WILT** and thus make another satisfied customer.

WILT High Speed and Carbon Twist Drills, Reamers, and Milling Cutters have a record of satisfactory performance equal to any throughout the world.

Our guarantee to **make good always**, our policy **of the best in materials** and **workmanship**, and our system of **minute** and **careful inspection** is reaping its reward in increased business for the hardware dealer.

You should be selling **WILT Products.** May we tell you why? Write us.

HIGH SPEED AND CARBON TWIST DRILLS





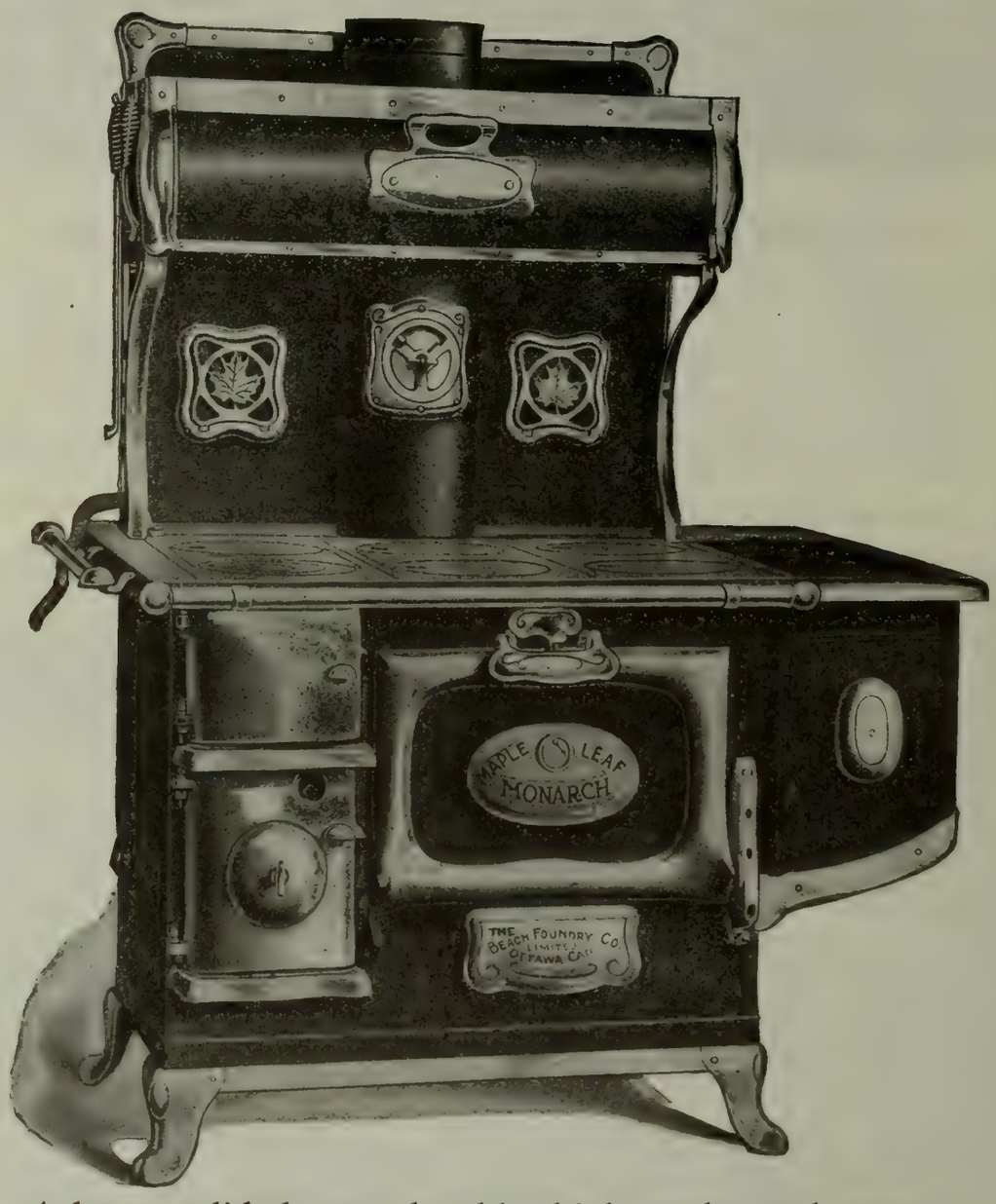
WILT TWIST DRILL CO. OF CANADA, LIMITED

Walkerville, Ontario.

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C.2, Eng.

"Where there's a WILT, —there's the Way."

Increase Your Sales By Handling The Maple Leaf Line



A large, solid, heavy, durable, high grade steel range.

THE MAPLE LEAF MONARCH

With Reservoir, Plain Warming Closet, Tubular Towel Bar. Made also without Reservoir. Warming closets more ornamental may be supplied.

Heavy polished steel body with heavy asbestos lining. Specially large modern firebox with perpendicular walls. Three section fireback and three section firefront. Heavy duplex grates for coal and wood. Specially constructed firebox with flat grate for wood only. Deep wood extension end. Burns 27½″ wood, 20″ x 20″ x 14″ oven, made of heavy sheet steel, the top being made of double thick steel interlined with asbestos. Oven thermometer. Key plate top. Front section equipped with broiler lift.

Write for Catalogue and Prices.

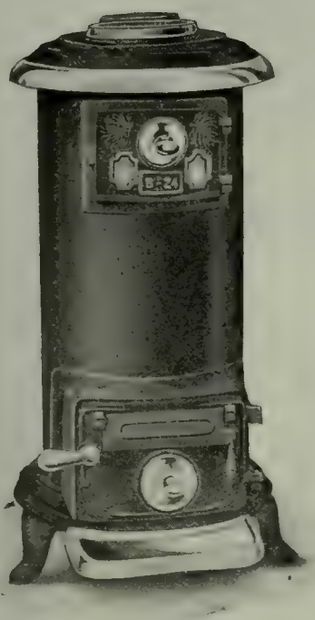
Manufactured by

THE BEACH FOUNDRY COMPANY, LIMITED

OTTAWA :-: :-: :-: :-: CANADA

Western Distributors : THE CANADIAN SUPPLY COMPANY, LIMITED, Saskatoon, Sask.

Increase Your Sales By Handling The Maple Leaf Line



QUEBEC HEATER

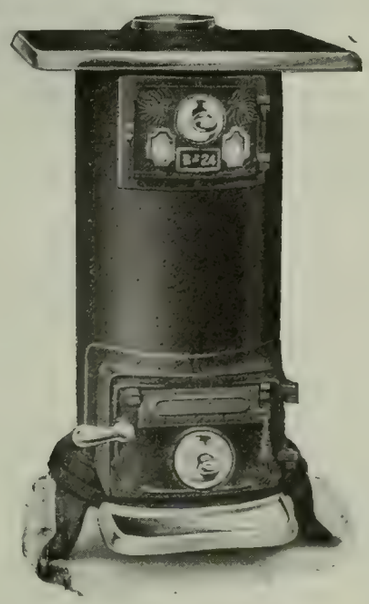
With grates

Swing top opens full size of fire chamber. Nickel swing teapot stand.



QUEBEC PARLOUR HEATER

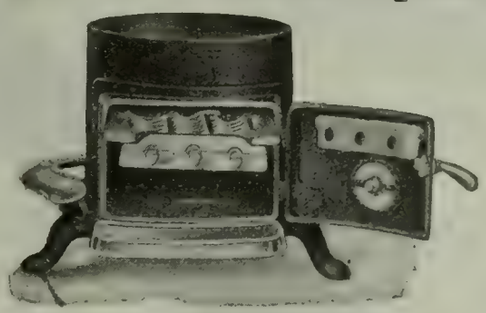
Fancy top and foot rails added to ordinary Quebecs.



QUEBEC HEATER

Two-hole top, convenient for cooking. Heavy cast under-top.

YOU MAY HAVE CHOICE OF GRATES "TRIANGULAR" or "DRAW CENTRE"



Illustrating Triangular Style Grates

No cogs to give trouble

Three individual shaker bars

Dealers or users can change style of grate in a moment.



Illustrating Draw Centre Style Grates

Grate circle oscillates to remove ashes

Centre draws to drop cinders

Attractive in appearance. Made from the best materials and with all the latest practical improvements. To insure their safe arrival and to secure lowest freight rate, we crate our heaters.

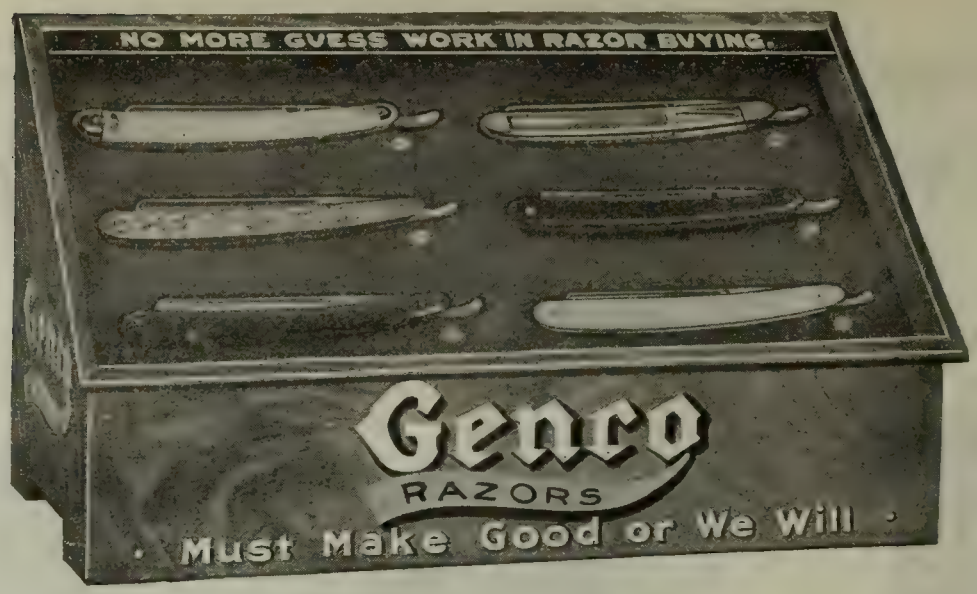
Write for Illustrated Folders and Prices.

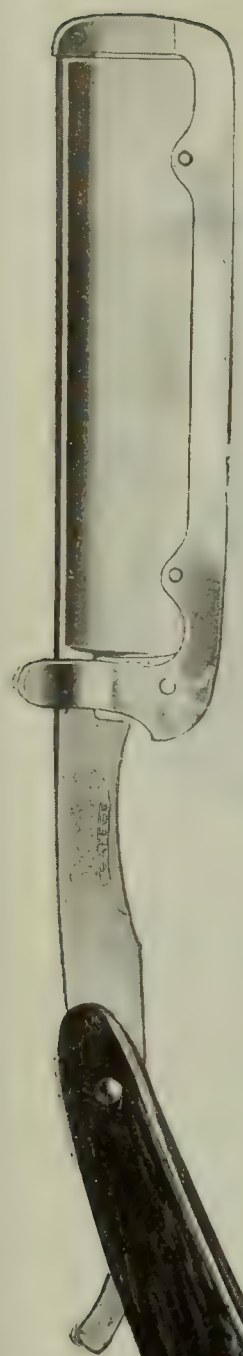
Manufactured by

THE BEACH FOUNDRY COMPANY, LIMITED

OTTAWA :-: :-: :-: :-: CANADA

Western Distributors: THE CANADIAN SUPPLY COMPANY, LIMITED, Saskatoon, Sask.







Interest in razors is aroused by advertising and display. You change razors into coin of the realm by using just the right selling talk.

The GENCO Display Cabinet makes a man think of razors who came in only to buy a box of tacks. You use the right-to-the-point selling talk appearing in our advertising and —Bingo! you ring up a good profit.

Every barber uses a blade like the blade on all GENCO Razors. These professional shavers would certainly turn to a better blade if there were a better one. The Safege is a professional blade with a guard. With this guard flipped back or removed entirely, the razor can be stropped and cleaned just like a professional razor.

Anybody can strop a GENCO Razor. It is made with a heavy back and is hollow ground and beveled, and lies against the strop at just the correct angle to bring up a perfect edge for a lifetime of shaves.

You can have this handsome GENCO Display Cabinet with your first order ***Free.***

It will stop and interest many a man in razors who came to your store to buy something else. "Let me look at that razor?" It helps sell and it saves your time.

GENEVA CUTLERY CORPORATION

159 Gates Avenue **Geneva, N.Y.**

Largest Exclusive Manufacturers of High Grade Razors in the World

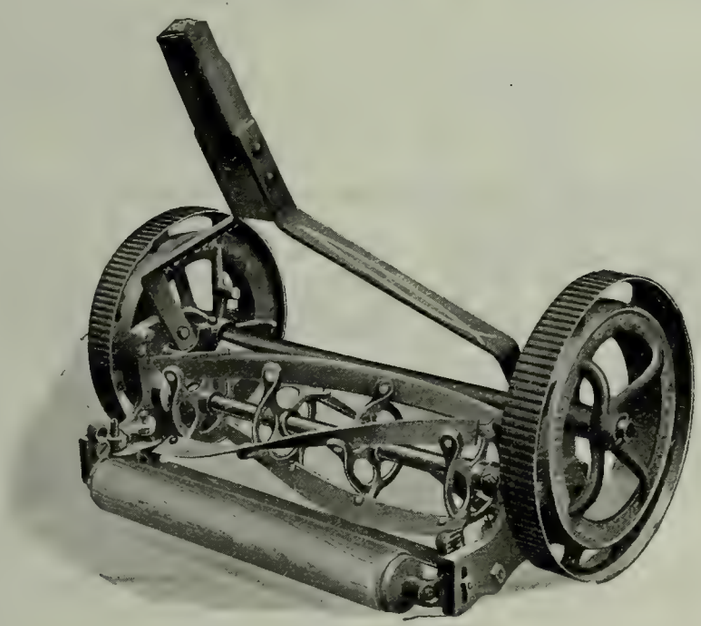
New York City	160 Broadway
Chicago, Ill.	8 S. Dearborn St.
San Francisco	Shelnon Bldg.
Winnipeg, Can.	332 Bannatyne Ave.

Genco
RAZORS

Must Make Good or We Will

CANADA
FOUNDRIES & FORGINGS
LIMITED

A MATTER OF MOWMENT



BROCKVILLE LAWN MOWERS
FOR
THE SEASON OF 1920

PRODUCED AT

JAMES SMART PLANT
BROCKVILLE, CANADA



Nothing Else Like "W & B" Quality

A machinist soon recognizes "W & B" tools as superior in quality and workmanship. Because a workman is known by the tools he uses, he invariably selects "W & B", for he knows his work is best when his tools are best.

Our line of hammers and wrenches is complete and the quality consistent with an idea sixty-five years old. The idea is —

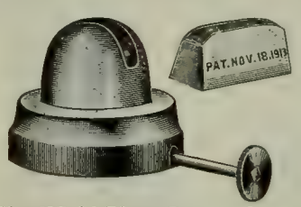
"Make it better than anyone else can make it, put your name on it and stand by it."

The Whitman & Barnes Manufacturing Co.
Office and Factory: St. Catharines, Ontario
European Office: 139 Queen Victoria St., London, E.C

Established 65 Years

Whitman & Barnes

TWIST DRILLS — REAMERS — WRENCHES — HAMMERS



No. 2 Cold Blast Correct Lamp Burner

Too Busy to Write an Ad. This Week



A and B Size Correct Lamp Burner



Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

Do not forget when ordering your Lamp Burners to specify "Correct," the Burner with the patented Flame Spreader which gives 25% to 50% more light than any other burner.

Manufactured only by

The Schultz Manufacturing Company

LIMITED

HAMILTON, CANADA



Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

85% PROFIT On Your Investment

Read about this remarkable new discovery that cleans out over 25% more carbon from gasoline engines than any other preparation.



NEVER-KNOCK CARBON REMOVER

Here's the most phenomenal carbon-killer ever perfected. It not only cleans out far more carbon, but it does its work in **one hour** as against ten hours required by others. You can **guarantee** these results and we stand back of you.



Put up in the handsomest, eye-catching packages you ever saw and in three sizes—50c can for 4 cylinder cars and 75c and $1.00 cans for the "bigger fellows." Backed by a forceful, continuous advertising campaign now under way.

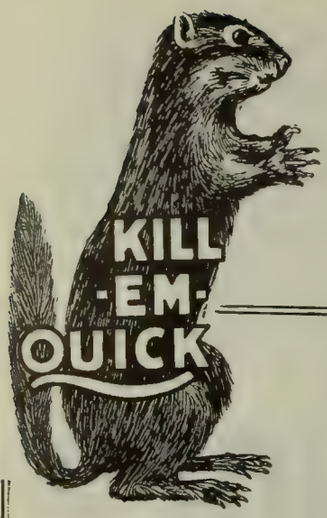
Never-Knock Carbon Remover is sure to prove a big seller because of its wonderful quality and its low price. You will want to get in a modest stock and get your share of the business. Our special introductory offer pays you 85% profit on your investment.

Please let us hear from you at once as we are experiencing a big demand for the goods.

Buffalo Specialty Co., "The LIQUID VENEER People"

Makers of RADIATOR NEVERLEAK

346 Ellicott St, Buffalo, N.Y.



Are You Ready To Supply the Demand?

Farmers are awake to the great crop destruction caused by Gophers—have made up their minds to get rid of these pests. Through our farm paper advertising, we've been telling them how—how to kill off Gophers over-night.

There's going to be a bigger demand for

Kill-Em-Quick
GOPHER POISON

—the time-tested guaranteed Gopher killer—used and recommended by thousands of farmers—strongest by Dominion Government test.

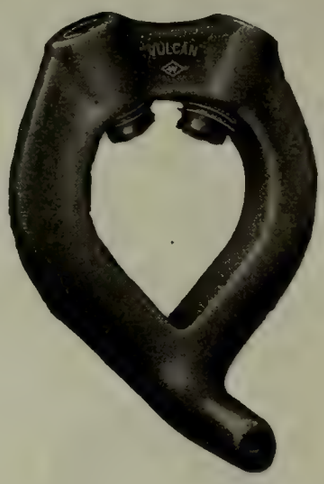
Are you going to get your share of this easy, desirable business? It depends upon whether you have "Kill-Em-Quick" in stock when the farmers ask for it.

Now's the time to act—to get your order in for this fastest selling, most profitable Gopher poison you can handle.

Small or 40-acre size, per dozen. $4.80
Large or 100-acre size, per dozen 9.60
2%, 30 days. 60 days, net F.O.B. jobber

Order from us or from your nearest jobber

Kill-Em-Quick Company, Limited
Regina - Canada



Williams' "Vulcan" Drop-Forged Safety Lathe Dogs

DESIGNED to insure the maximum of safety, care was taken to provide a form as close to a circle as possible—no bunching or extension of the head portion, no "sleeve-catchers" to cause injury to the unwary operator.

They provide safety complete and automatic and, with this assured safety, better balance on the lathe and every whit of utility obtainable in this class of tool.

The price is the same as for the dangerous kind.

Bent and Straight Tail, 1 or 2 Screws, 16 Sizes, ⅜ to 6-inch Capacities.

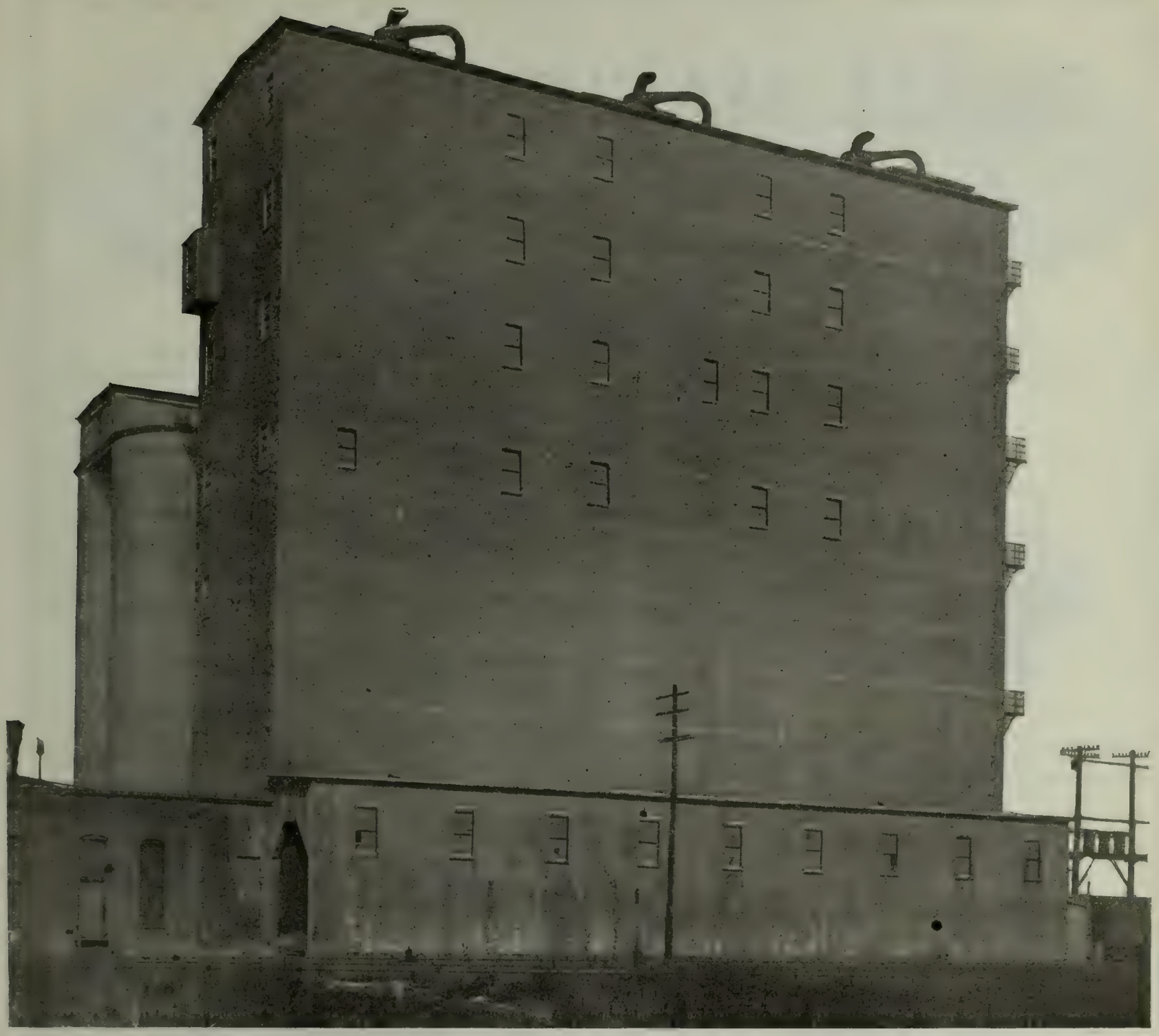
May we send you a copy of our Machinists' Tools Booklet?

J. H. Williams & Co.

"The Drop-Forging People"

30 Richards St. Brooklyn, New York

THE A. G. LOW CO., LIMITED
30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia



Go After the Big Jobs

Toncan Metal will help you land them. The big buyer wants real **value** for his money. Experience has shown that Toncan Metal costs far less per year of service than ordinary sheet metal.

This fact will help you to make sales.

Dilly & Nelson Co., Chicago, sheet metal contractors, applied more than 500 squares of Toncan Metal Siding to the Grand Trunk Railway elevator shown above. Toncan Metal was also used for other sheet metal work on this building.

In the years to come your Toncan Metal jobs will stand a credit to your business and to the sheet metal industry and big jobs will come your way then because of good work done now.

The Pedlar People Ltd., Oshawa, Ont.

CANADIAN DISTRIBUTORS

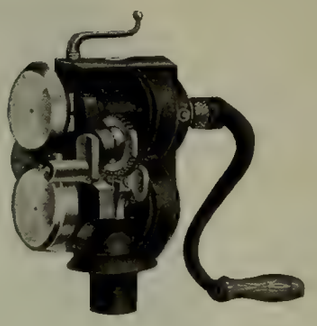
The Stark Rolling Mill Co., Canton, Ohio, Sole Makers

Our Sheet Metal Primer gives the story of Sheet Metal from ore to elevator, from ancient days to now. This book is easily read, INTERESTING. Write for it at once.

TONCAN METAL

Resists Corrosion

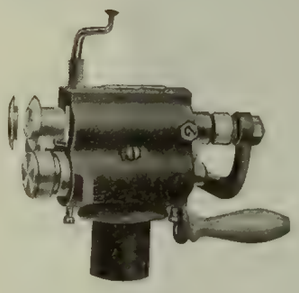
SMALL MACHINES



Are Made for Service. They Combine Durability, Speed and Accuracy

No Tinshop can afford to be without a set of these machines

We manufacture a full line of Tinners' Tools



Drop us a line for full particulars and prices

The Brown-Boggs Co., Limited

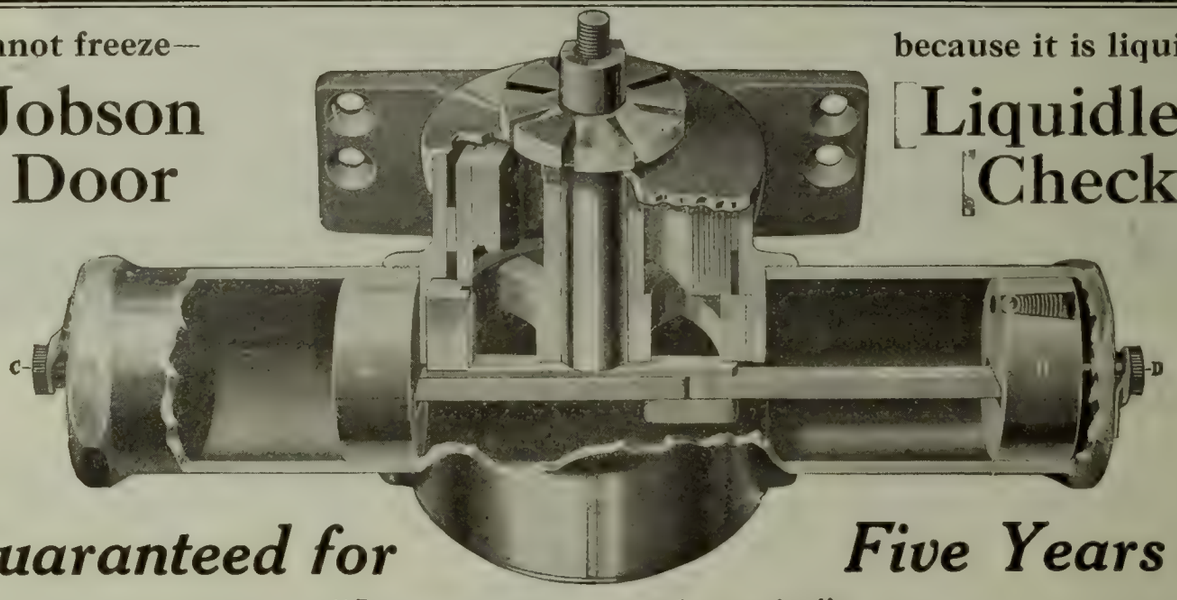
Hamilton, Canada

It cannot freeze—

Jobson Door

because it is liquidless

Liquidless Check



Guaranteed for Five Years

"It never wears or needs repairs"

It works by means of vacuum and air compression and without the use of any liquid. The most intense cold cannot affect its operation. It cannot freeze. It is easily adjusted to counteract any strong draft or unusual strain by the simple turning of a thumb screw.

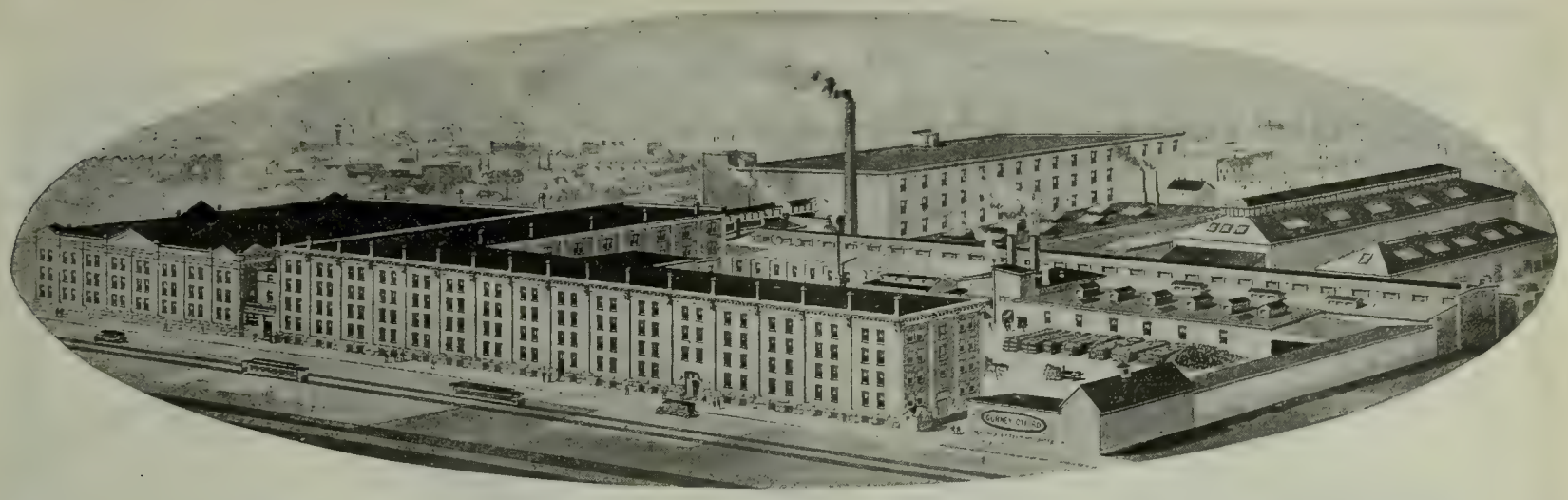
It requires no attention, no oiling, no refilling.

Built in sizes to fit any door.

You will find an agency for this door check profitable because it will give satisfaction and every sale will net you a liberal profit.

The Liquidless Door Check Company

564 W. Randolph Street, Chicago, Illinois



The Home Of The

GURNEY-OXFORD

The upper illustration shows the office and plant in Toronto where the Gurney-Oxford stoves, ranges and furnaces are manufactured. The lower illustration shows the West Toronto plant where boilers and radiators are made. This warehouse has a loading capacity of 8 freight cars at once. In the Gurney foundries there are 15 acres of floor space, 5 cupolas or melting furnaces with an aggregate capacity of 380,000 pounds of iron per day. For 76 years the name of "GURNEY" on any heating or cooking appliance has stood for the best possible.

The Gurney Foundry Co., Limited

TORONTO - ONTARIO

The Gurney-Massey Co., Ltd., Montreal, Que.
The Gurney North-West Foundry Co., Ltd., Winnipeg
The Gurney North-West Foundry Co., Ltd., Calgary
The Gurney Foundry Co., Ltd., Vancouver



"YANKEE" TOOLS

Save Time At Every Turn

RATCHET DRIVER

Nos. 10 and 11

Made in 8 lengths from 2 to 12 inch blades



Here you have an easy moving ratchet, right hand, left hand or rigid; a comfortable handle, and withal, a strong and powerful driver that saves time and labor at every turn.

Your Jobber Can Supply You

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

TRIMO

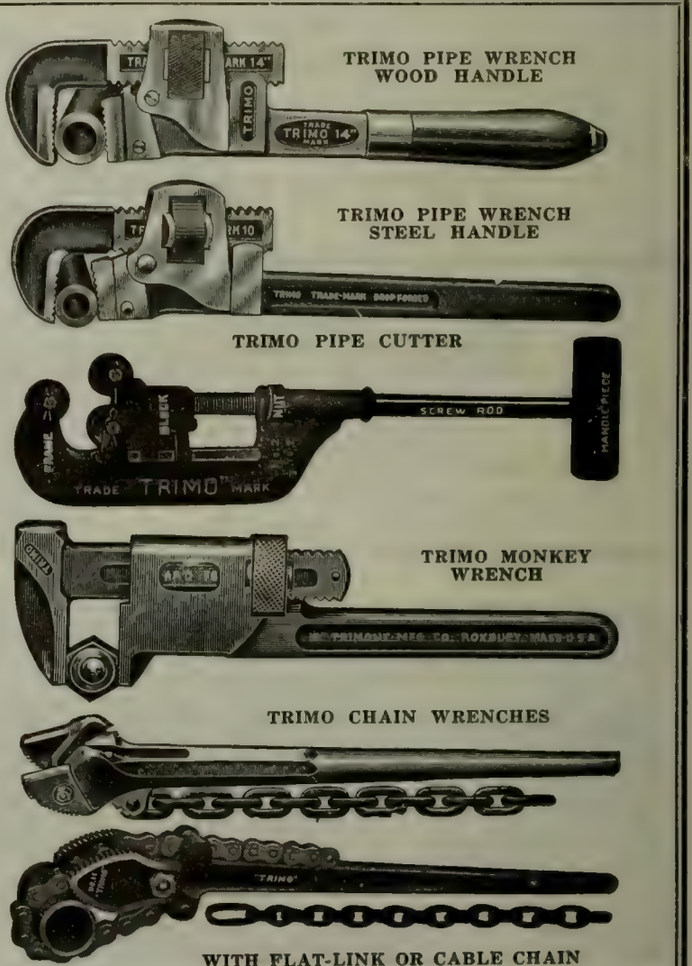
The word Trimo

stands for good tools made by the Trimont Mfg. Co., which are the following:

The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn. Save money and buy Trimo goods, made by

TRIMONT MFG. CO.
55-71 Amory Street
Roxbury, Mass.
U.S.A.



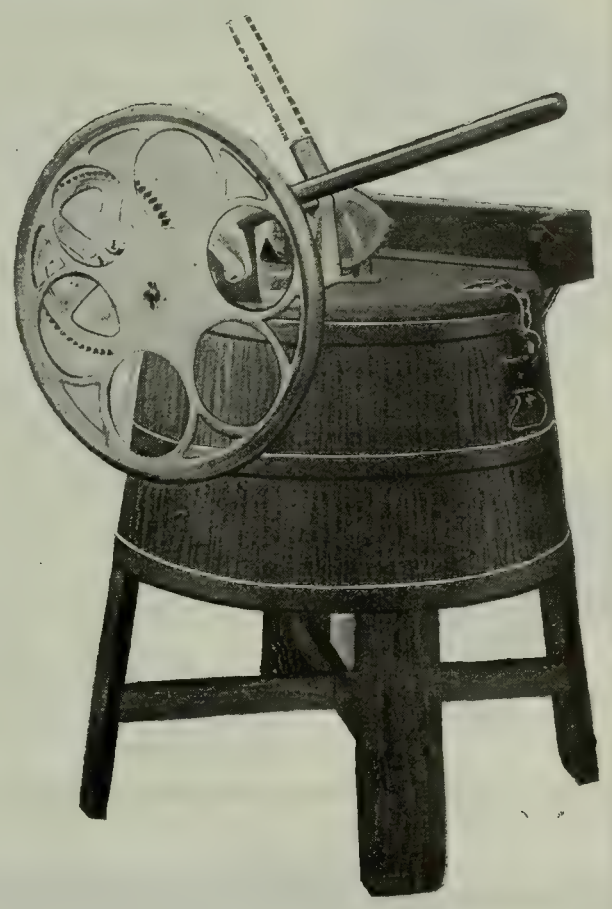
KRIBS

These popular sellers---both as to price and performance---have certain marked advantages over other machines on the market.

The tubs are made with unusual care, from selected cypress. The gears are **cut** and consequently give reliable service.

The weight of the device does not strain the hinges when cover is lifted. The handle can be adjusted to suit convenience and its leverage causes more rapid dasher action than can be obtained with any other machine.





No. 1

PRICES ARE NO HIGHER

than other makes. Our constantly growing list of pleased dealers reflects the opportunity for profit.

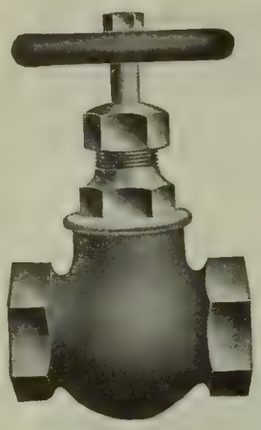
If **You** are not already in line correct that shortcoming to-day. Write us at once.

We make Electric, Gasoline-Motor, Water-Motor and Hand Power Machines. Catalogue on request.

WILLIAM A. KRIBS

HESPELER, ONTARIO

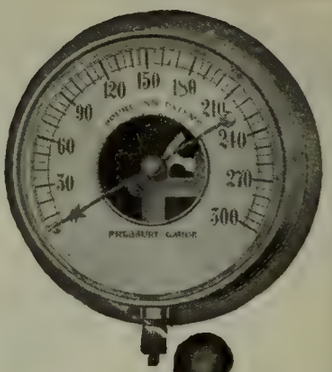
Maker of Freight Handling Trucks of all kinds



FIVE WORKS---OVER 3,000 EMPLOYEES

UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

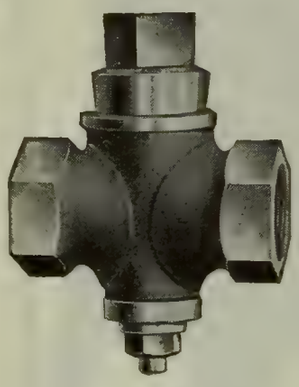
EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.



DURING THE WAR our plants were exclusively engaged on work of supreme national importance.

At the commencement of the new era we are pleased to announce that we intend to again direct our energies to the intensive production of:—

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.





"UBEL" POST-WAR SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

KEYSTONE



UNIFORMITY

In order to turn out a good, even job, uniform bristles in the brush you use are necessary. In the manufacture of

"KEYSTONE"

Kalsomine and Whitewash Brushes

the bristles are not assembled by guesswork. The quantity of bristles used in each brush is carefully weighed out, thus assuring absolute uniformity.

Your customers will appreciate this feature in Keystone Brushes. Tell them about it.

For prices etc., write

Stevens-Hepner Co.
Limited
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

STEVENS-HEPNER CO., Limited
– PORT ELGIN, ONTARIO –



MAYHEW

"Every blow of the hammer refines the steel"

Sell more cold chisels

Your mechanic customers will quickly discover the superior quality and design of these Mayhew cold chisels when you place them on your counter. The assortment consists of 24 chisels, including Regular, Cape, Round Nose and Diamond Point taper, and all sizes from ¼ inch to ¾ inch, shipped in our combination display and packing case. Their quality is guaranteed. They have the patented easy-to-hold Mayhew hand grips.

Every Mayhew tool sold sells others. Stock the entire line. **At your jobber's—or**

MAYHEW STEEL PRODUCTS, INC.
291 BROADWAY, NEW YORK
508 Mission St., San Francisco 180 N. Market St., Chicago

MAYHEW MADE TOOLS ARE RIGHT

A Better Injector

Means Still More Sales



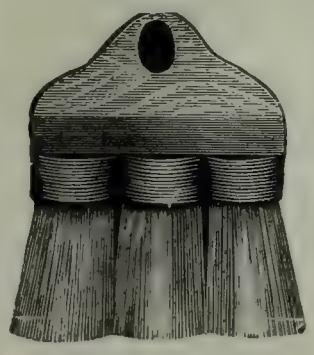
Our experience has taught us much of the needs of a good injector—satisfactory service under greatly increased varying conditions; forty pounds more field is a decided advantage. Morrison High Pressure Injectors operate successfully on 20 lbs. low to 220 lbs. high steam pressure, from 4 to 300 horse-power, and are made in sizes from 3/8 inch to 2 inch.

Morrison's Products are so well known to engineering and mechanical men in Canada that they are specified on nearly all drawings. The established demand and high quality help to maintain the high standard of your store—and customers' goodwill.

The James Morrison Brass Mfg. Co.,
LIMITED
93-97 Adelaide St. West, Toronto, Ontario

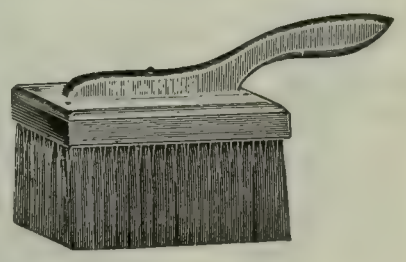
MEAKINS BRUSHES

A Brush To Suit Any Customer



and each the best of its kind. Meakins Brushes are made with extraordinary care, of perfect material by skilled Canadian labor.

You can confidently back Meakins Quality, and the customer's satisfaction is reflected in your repeat sales. It's a profitable line to sell.



Meakins & Sons Limited, Hamilton, Ont.

Warehouses: Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.



The Little Machine with the Big Suction

Our Wartime Contracts for aeroplanes are running out and we have a number of "Baby Daisy" models going through the factory.

The supply will be limited for a while, but we can look after the interests of any of our customers who will let us know their requirements in good time.

Do you require any Baby Daisys for the Spring Trade, if so write

THE DAISY VACUUM CLEANER

Write for Illustrated Leaflet and full Trade particulars.

The DAISY VACUUM CLEANER CO. Ltd.

Office and Works: Leamington Road, Gravelly Hill, BIRMINGHAM.

Telegrams: "Ileklean Birmingham." Telephones: 405 and 406 East.



Baby Daisy, £5 5s. 0d.
Other sizes, £4 4s. 0d. and £6 6s. 0d.

Horse Collar Pads

Keep Horses Fit for Work

TAPATCO Pads are exceptionally strong, durable and highly absorbent.

These money-savers and money-makers have our Patented Hook Attachment that lengthens their life.

These efficient, comfortable pads save galled, bruised and chafed shoulders. When your customers have these well-made pads the horse is kept "on the job," fit and contented. Handsome profits. Order through your jobber.



The American Pad & Textile Co.

Chatham, Ontario

TIRES,

Hardware Dealers

Now is Your Opportunity to Beat the Mail Order Houses

30 x 3½	Inner Tubes	$ 1.90
30 x 3½	Plain Tires	13.10
30 x 3½	Grooved Tires	14.00
30 x 3½	Non-Skid Tires	14.65

HUNDREDS OF OTHER SIZES

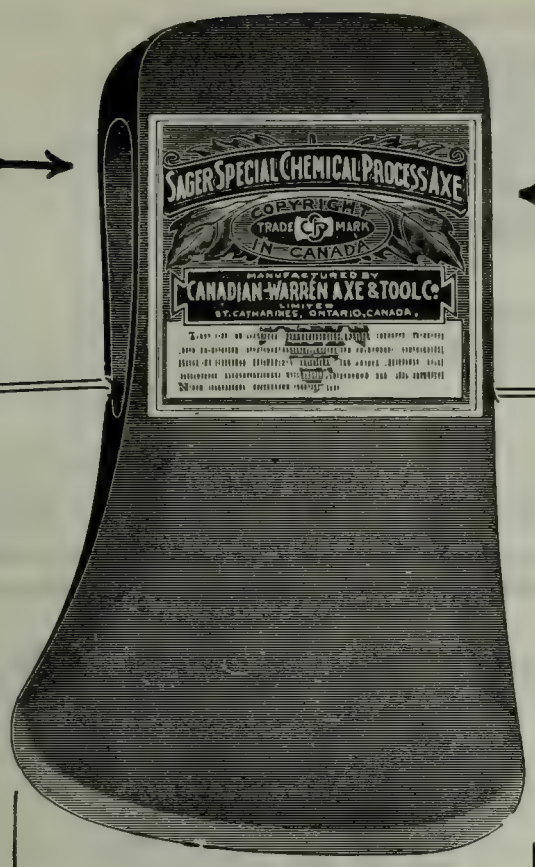
BRAND NEW GOODS

Mr. Dealer, we can sell you the most complete line of automobile accessories in Canada at tremendous reductions. Write for our catalogues. Wholesale only.

CROWN CYCLE & MOTOR CO.

319 Craig St. West, MONTREAL

LARGEST WHOLESALE MAIL ORDER HOUSE IN CANADA

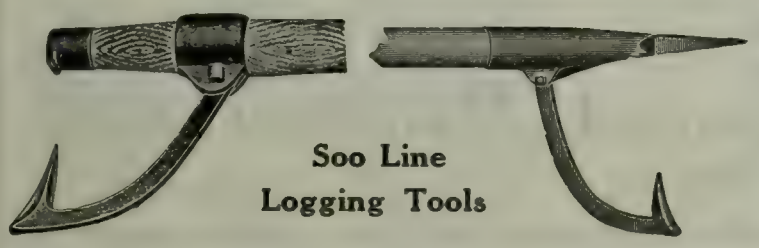


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian-Warren Axe & Tool Co.,
LIMITED
ST. CATHARINES, ONT.



Soo Line Logging Tools

Steady Demand For Famous Five Files

The demand for Famous Five Files is greater than ever.

Unvarying quality has made them the standard files for all kinds of work in wood or metal.

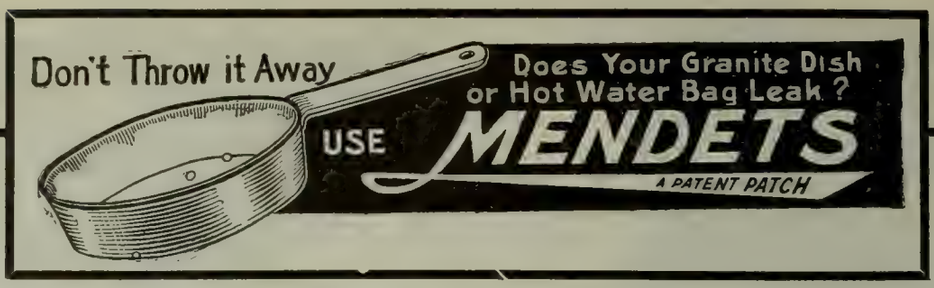
The dealer who stocks Famous Five Files does not need to explain and apologize. The market is there; he has only to supply it.

Sell them. They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by





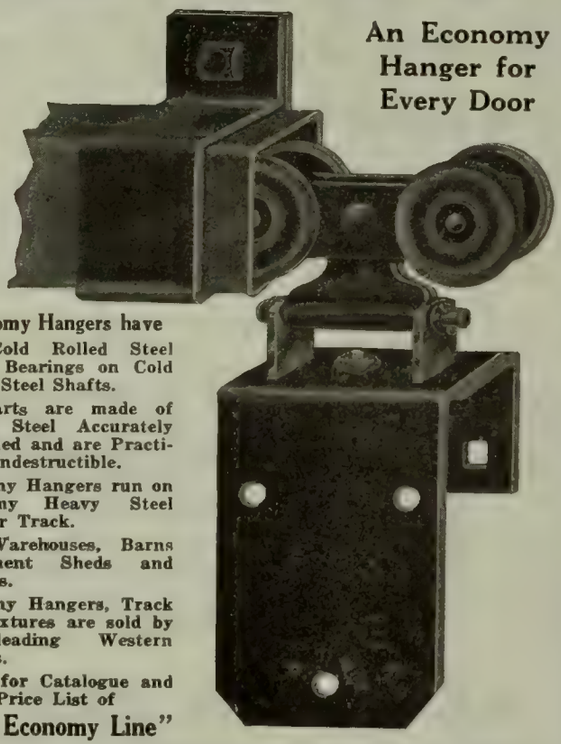
DON'T HESITATE. Order from your jobber to-day. **Mendets** is a very rapid seller and the profits are good. Every housewife appreciates its money-saving value. Mends graniteware, pots, pans and rubber utensils, etc.

Have your jobber send you a display case. Sales will commence immediately.

COLLETTE MANUFACTURING COMPANY, Collingwood, Ont.

ECONOMY TROLLEY ROLLER-BEARING DOOR HANGERS

An Economy Hanger for Every Door



Economy Hangers have full Cold Rolled Steel Roller Bearings on Cold Rolled Steel Shafts.

All parts are made of Heavy Steel Accurately Machined and are Practically Indestructible.

Economy Hangers run on Economy Heavy Steel Tubular Track.

For Warehouses, Barns Implement Sheds and Garages.

Economy Hangers, Track and Fixtures are sold by all leading Western Dealers.

Write for Catalogue and Price List of "The Economy Line"

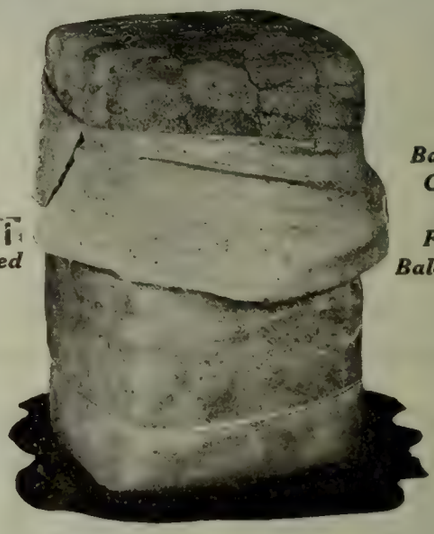
ECONOMY FOUNDRY CO., LTD.

PORTAGE LA PRAIRIE, MAN.

SPONGES

(British and West Indian)

Highest Quality Unbleached



Bahama Cuban and Florida Bale Goods

We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes in stock.

Evans & Co., Limited

(Importers and Exporters)

Coristine Building :: Montreal, Que

REED'S STANDARD Asphalt Roofing

The dealer aiming to give his customers the utmost in money value can safely recommend REED'S STANDARD ASPHALT ROOFING. It stands the test of the roughest elements and is absolutely reliable.

Cement and nails with every roll. A time and money saver. Weight per square—1-ply, 35 lbs.; 2-ply, 45 lbs.; 3-ply, 55 lbs.

Prices and particulars will be mailed you on request.

We handle a complete line of Roofer's Supplies. Write us for prices and complete information.

G. W. REED & CO., Limited, Manufacturers

Montreal, Que.

Our Canadian soldiers made Canada famous by winning great victories in Flanders. The Canadian Arrow Head Vanadium Steel Saws are making Canada famous, by winning the battle of popularity throughout the world.



ARROW HEAD SAWS

Write for Catalogue
T. F. SHURLY CO., LTD.
St. Catharines, Ont.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins





Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.



AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.



BLUE DEVIL
Line of Velocipedes

The latest in construction and new points: Spring frame, beautifully enamelled blue, with a regular leather and spring saddle; the wheels are tinned and the handle bar is adjustable.

Further particulars from

The Gendron Manufacturing Company, Limited
Duchess and Ontario Streets, Toronto, Ontario

Manufacturers
OF
WIRE
HEADQUARTERS FOR
WIRE BALE TIES
Largest Capacity and Stock in Canada
PROMPT SHIPMENT

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists'
AND
Pipe Fitters' Tools
Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

HOCKEY STICKS
One Quality—The Best
Made from the best air-dried, well-seasoned Rock Elm, in all the popular models.
Used by all the well-known amateur and professional players.
Prompt shipments from stock.
The HILBORN COMPANY
AYR, ONTARIO



"TALLMANS' SPECIAL"
ARCTIC METAL
a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.
Will remain cool under exceptionally high speed.
Its long life proves its efficiency.
Tallman Brass & Metal Limited
HAMILTON, ONT.

VOL-PEEK 15¢



Vol-Peek stops leaks in all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Note the absence of tools. Can be applied by the finger. A feature that induces the housewife to purchase. Vol-Peek is being advertised all over Canada. Every home needs it. Our attractive display stands suggest sales on sight. Write for it to-day. Contains 24 packages, $2.25, 60% profit.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and operating Vol-Peek Mfg. Co.)

North American Hardware Supply Limited

222 Notre Dame Street West

MONTREAL - - CANADA

Eastern Canada Representatives for--

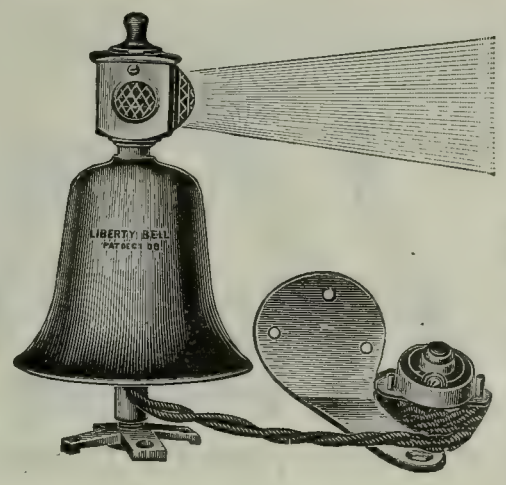
"Diamond Tires"

"Viko" Aluminum Products

ALSO

A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.

Get our price list.



The Signal of Distinction

An ornament and a double signal. Made in styles and sizes to suit all makes of cars.

WARNS

BUT DOES NOT OFFEND

This improved signal says "car coming," but not as a harsh command to "Get out of my way." It calls attention rather than gives an order. It does not startle.

"LIBERTY BELL"

DEFINITE AND DISTINCTIVE

The clear bell tone carries through all the sounds of traffic. Its warning is positive and in addition a red light is flashed from a semaphore lens located just above the bell.

GETS THE RIGHT OF WAY

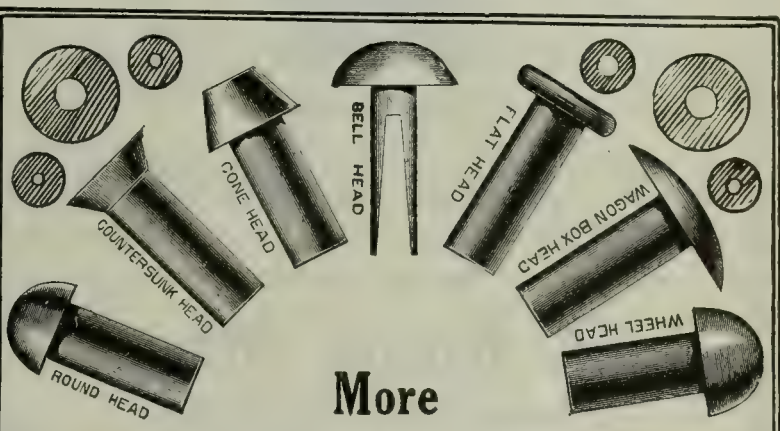
This signal, combining both sound and sight warning, is amply protected by patents. We will vigorously prosecute makers of infringing devices and dealers who handle them.

A POLITE SIGNAL

We have an attractive proposition for you. Write for prices.

THE BUNYAN MFG. CO.

9805 MADISON AVE. - CLEVELAND, OHIO



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets,
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.



The Parmenter & Bulloch Co.

LIMITED

Gananoque, Ontario

E. Roy, 65½ St. Andre St., Montreal, Que. A. S. Butchart, 26 Adelaide St. W., Toronto C. C. Cartwright, Union Trust Bldg., Winnipeg



4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

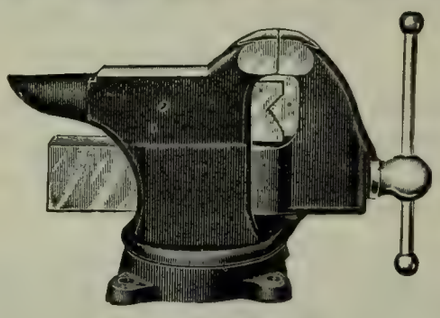
NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

ROCK ISLAND VISES

A Type and Size for Every Service



No. 241—Autovise

A combination Pipe and Anvil Vise—particularly suitable for auto repair work. Write for catalogue and prices.

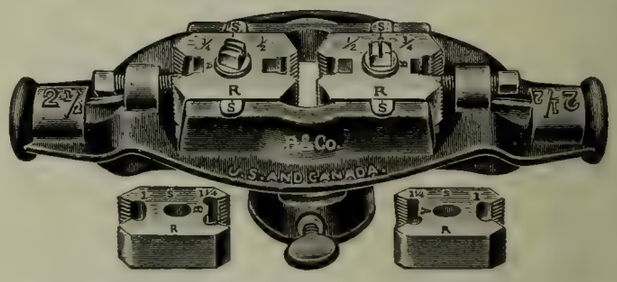
Factory and Office:

Rock Island Mfg. Co.

Rock Island, Ill., U.S.A.

NEW YORK
113 Chambers St.

CHICAGO
180 North Market St.



Solid Die Plates

Armstrong Adjustable Stock and Dies
Pipe Cutters and Vises

We are the sole manufacturers of the above lines formerly made by Butterfields, and we are determined to maintain the reputation enjoyed by these goods.

They are one of the most profitable lines for the dealer to handle.

Send to-day for our catalogue and prices.

Prompt delivery guaranteed.

Rapid Tool & Machine Co., Ltd.

Lachine, Que. Branch: Iberville, Que.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

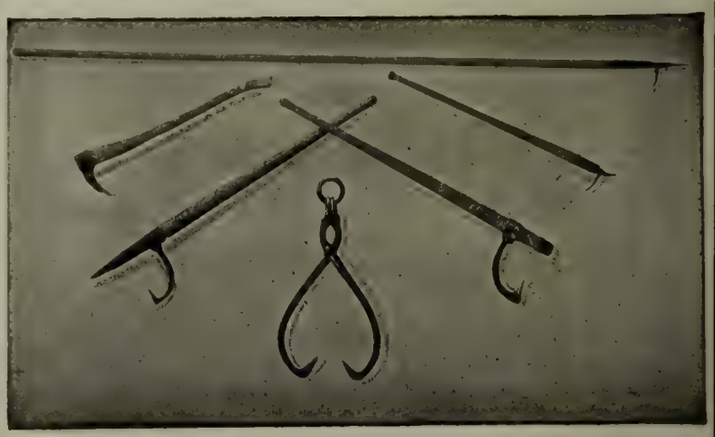
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario



Which do you hear— the *brake* or the *accelerator?*

The brake means sales for you— the accelerator, sales for the other fellow

When you hear the sound of a brake in front of your store, the chances are that a motorist is stopping for correct lubrication.

He has seen your red Gargoyle sign and knows that at your store he can get the grade of Gargoyle Mobiloils which is correct for his engine.

But suppose you hear the accelerator. That means that the motorist has slowed up, looked at your store and found neither a window display of Gargoyle Mobiloils nor even the flange sign that carries the red Gargoyle, and has speeded up to another store where he *can* get the lubricant he knows is correct.

The pity of it is that sometimes you may have the grade of Gargoyle Mobiloils he wants right on your shelves, but have given no indication of it at the front of your store.

Can you afford to let profits ride right by you that could so easily be yours?

Isn't the sound of the brake more agreeable to your ears than the hum of the accelerator?

Keep motorists stopping at your store by displaying the red Gargoyle flange sign and by showing the complete line of Gargoyle Mobiloils in your windows. And don't run the risk of losing sales after the automobilist has stopped by letting any of the grades run low.

THOUSANDS

of Hardware Merchants are Making Real Profits Pushing Gargoyle Mobiloils.

GARGOYLE

Mobiloils

A grade for each type of motor

The four grades of Gargoyle Mobiloils, for engine lubrications, purified to remove free carbon, are:

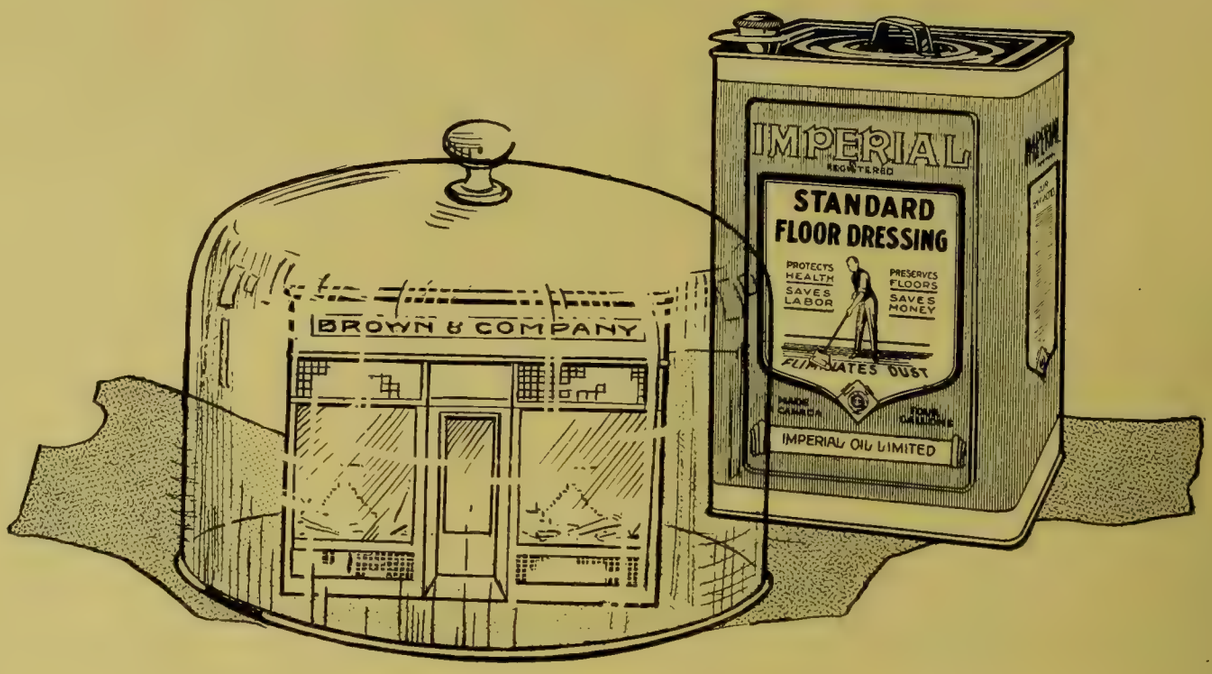
Gargoyle Mobiloil "A" Gargoyle Mobiloil "E"
Gargoyle Mobiloil "B" Gargoyle Mobiloil Arctic

WRITE

for Price and Discount Folder Describing the Complete Line of Gargoyle Mobiloils.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES
Marketers of *Gargoyle Mobiloils* in Canada
BRANCHES IN ALL CITIES



Insure Your Reputation for Spotless Cleanliness

Any store draws trade when it has a reputation for fresh, bright stock and clean floors. Customers are attracted by clean stock as much as by any other feature of store service.

STANDARD Floor Dressing

the non-evaporating, sanitary wood-***preservative*** thoroughly cleans the surface of wood, linoleum and oil-cloth. It also ***effectively prevents dust from rising.***

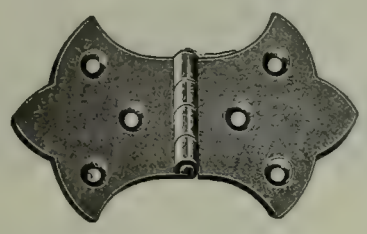
Imperial Standard Floor Dressing holds the dust so that it can be collected and removed from the store.

One gallon is sufficient to cover 500 to 700 square feet of floor space and last for several months. It is easily and quickly applied with an ordinary sprayer. Get a supply and apply it to your floors and shelves—ask the Imperial Oil man when he calls or ask our nearest branch.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

THE BRAINERD LINE

Quality  Service

No. 75.

An Attractive Line to Sell



No. 1257.
CUTS REDUCED SIZE

THE BRAINERD MFG. C.O

EAST ROCHESTER, N Y., U.S.A.



IN spite of a far higher selling price, Bethlehem Tractor Plugs *are the largest selling tractor plugs on the market.*

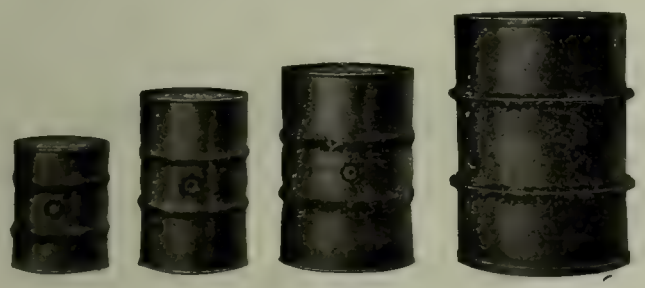
The International Harvester Company and other prominent tractor manufacturers use them as standard equipment. Price is no argument, because performance—*real performance*—is built into every plug. Write for facts.

THE SILVEX CO.
BETHLEHEM PRODUCTS
E. H. Schwab, President
Bethlehem, Pa., U. S. A.

Bethlehem SPARK PLUGS

The Modern Package

For either storage or shipping, if you try **Smart-Turner Steel Barrels,** you will never go back to the leaky wooden package.



KEGS

HALF-BARRELS

BARRELS

DRUMS

The Smart-Turner Machine Co., Limited

HAMILTON, CANADA

BE PREPARED for



FLY SEASON

with a good stock of Stover

Screen Door Hinges

Stover screen door hinges are made of strong, smooth castings with the best grade of spring wire. That is why people that know the hinge business order the Stover hinges.

Stover hinges are made in non-hold-back, hold-back, detachable and double-acting styles.

Our new general hardware catalog No. R-19 is now ready for the trade. If you have not received one, let us know. It shows a big assortment of seasonable, quick-selling specialties, such as: Mop Sticks—Waffle Irons—Corn Stick Pans—Meat Broilers—Lemon Squeezers—Ice Picks and Shaves—Lamp Brackets—Paper Holders—Combination Pliers—Pincers—Cast Hammers and Hatchets—House Numbers—Shade Fixtures—Door Pulls—Coat, Robe and Harness Hooks—Latches—Saw Clamps—Dampers, and other Stove Trimmings—Pulleys, all styles—Fireplace Fixtures—Windmills, Feed Mills and Gasoline Engines.

Stover Mfg. & Eng. Co.

709 East St.
FREEPORT, ILL.

Canadian Representatives: Cadman & Co., 322 McIntyre Block, Winnipeg; Mr. G. L. Cohoon, 11 St. Sacrament St., Montreal.

USE THIS COUPON

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your .....

Name .....
Business .....
Address .....

UNIMECO WROUGHT WASHERS

We manufacture a wide range of **wrought washers** of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA



ALL our products are made to give the utmost service to the ultimate purchaser. That means satisfied customers and more sales for the dealer.

We make:—

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

We can help you to increase your sales. Write for catalogue and prices.

Canadian Sales Representatives:

Messrs. Moncrieff & Endress, Galt Bldg., Winnipeg Man. 'Phone Garry 3389.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.

Williamsport, Pennsylvania



Now is the time to order your fall requirements of eavetrough, conductor pipe, elbows, corrugated iron, ridge-roll, ventilators, etc., as there are a lot of new buildings just reaching the stage where they are ready for these goods.

We make all these lines and others, and make them right.

Wheeler & Bain

Toronto, Canada

BROOMS

We are pleased to advise the trade that we can now supply our

Standard Brooms

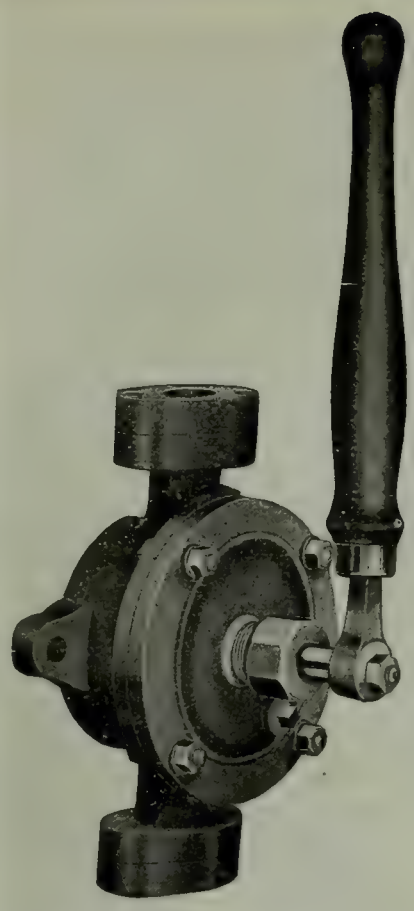
Prompt Shipment

and will be glad to book your order—*PRICES RIGHT.*

QUALITY as usual.

Walter Woods & Co.

Hamilton and Winnipeg



OUR

SEMI-ROTARY

Force Pumps

ARE

Simple in Construction

Effective in Operation

Write for Bulletin

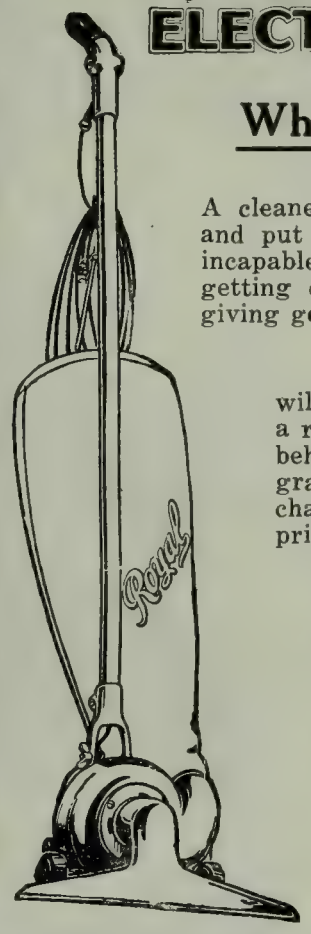
HAMILTON MOTOR WORKS LTD.

HAMILTON ∴ CANADA

ROYAL

QUALITY SERVICE

ELECTRIC CLEANER



Which will you sell?

A cleaner built up of cheap materials, and put together with low-priced help, incapable of rendering lasting service, getting continually out of order, and giving general dissatisfaction—

OR

will you boost the "ROYAL"—with a record like the Bank of England behind it. Built with the highest grade of materials by expert mechanics. Quality and Service—not price is what counts.

ONE PRICE ONLY

Rigid selling policy. Absolute protection to dealers. Write for proposition.

Cleaner, complete with attachments $72.00

Cleaner only $60.00

MUNDERLOH & CO.

LIMITED

MONTREAL, CAN.

QUALITY FIRST IN

Still's Handles

We are specialists in the manufacture of wood handles.

Quality First has always been our policy in all our products.

STILL'S HANDLES enjoy a reputation throughout the Dominion that has put them in the front rank of rapid sellers for the retailer.

Wherever the best is in demand there **STILL'S** are sold.

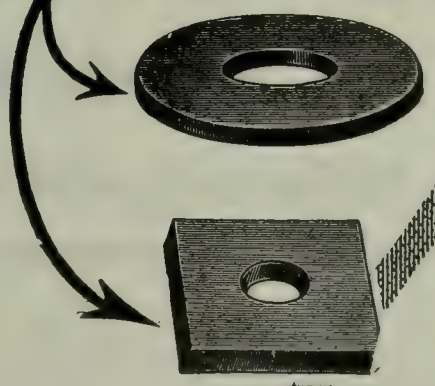
More sold in Canada than any other make. **STILL'S HANDLES** are made with exacting care from high quality Canadian woods, durable and lasting to an unusual degree. Axe, Pick, Sledge and Hammer Handles, Cant, Hook and Peavie Handles. There are good profits for the dealer and an abundance of customers' satisfaction in all **STILL'S HANDLES.**

J. H. STILL MFG. COMPANY

ST. THOMAS . - ONTARIO

Wrought and Steel Plate WASHERS

of all descriptions



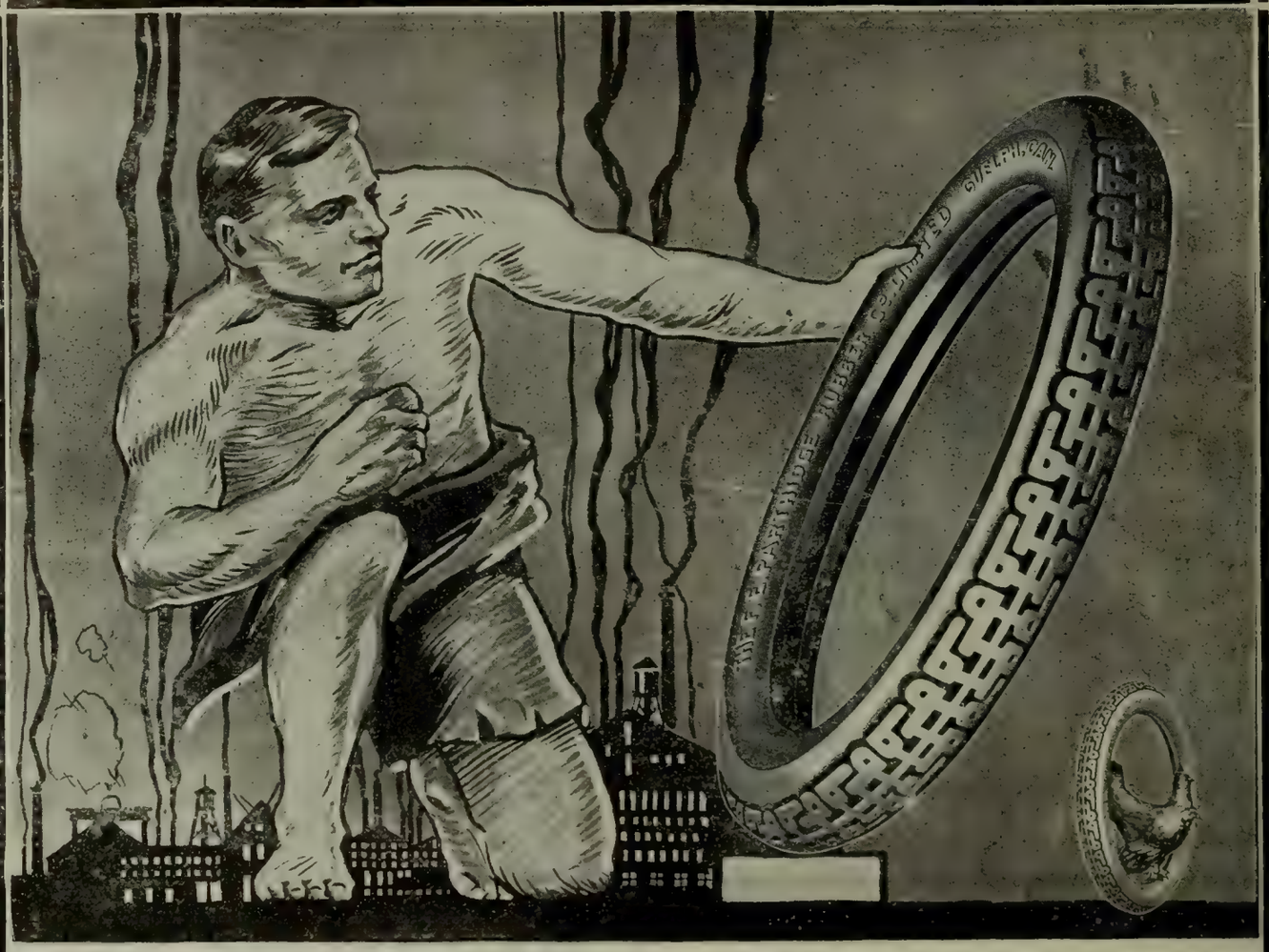
Round & Square Plain or Galvanized

Annealed Rivet Burrs, Felloe Plates, Sheared and Punched Plates. Malleable Washers and Cast Iron Washers.

Prompt Shipment

Wrought Washer Mfg. Company

Milwaukee, Wis.



The Workman's Masterpiece

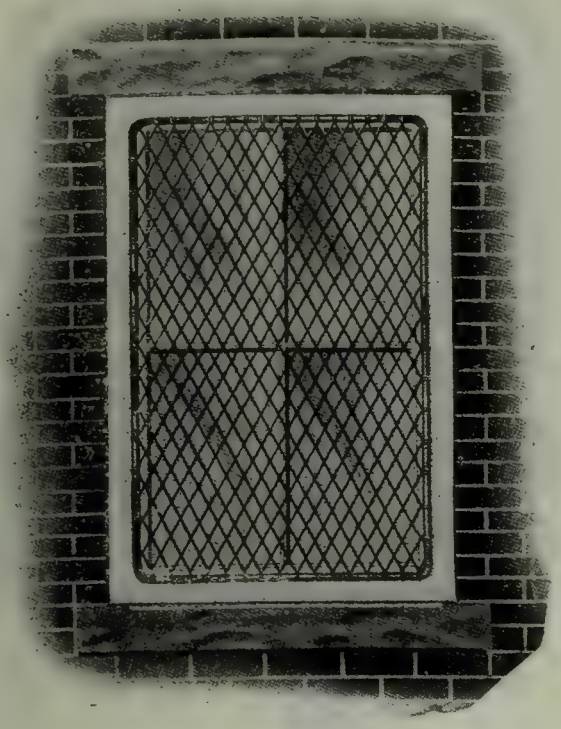
Partridge Tires

Made By Hand

by The F.E. Partridge Rubber Company, *Limited*. Guelph, Ont. 86

The advertisement shown above is No. 11 of a series that will appear during 1919 in newspapers and magazines from Coast to Coast. Hardware dealers can profit by this advertising by placing an order at once with any of the following distributors:

E. T. Black Tire Company - - Vancouver, B.C.	The Marks-Clavett-Dobie Co., Ltd., Port Arthur, Ont.
Border City Auto Supply Co. - - Windsor, Ont.	Marshall-Wells Co., Ltd. - - Winnipeg, Man.
The Motor Car Supply Co., Ltd. - Calgary, Alta.	Marshall-Wells Alberta Co., Ltd. - Edmonton, Alta.
The Canada Auto Devices Co. - - London, Ont.	Ontario Auto Spring & Supply Co. - Guelph, Ont.
Edwin Chown & Son - - - Kingston, Ont.	Thomas Plimley - - - - - Victoria, B.C.
Cragg Bros. Co., Ltd. - - - Halifax, N.S.	Summer Company - - - - - Moncton, N.B.
Hugh Carson Co., Ltd. - - - Ottawa, Ont.	Samuel Trees & Co., Ltd. - - Toronto, Ont.
G. L. Griffith & Son - - - Stratford, Ont.	The United Automobile Tire Co., Ltd., St. John, N.B.
Lamontagne, Ltd. - - - - Montreal, Que.	Wilson Auto Specialties Co. - - Hamilton, Ont.



Wire Window Guards
Wire Balcony Guards
Wire Counter Guards
Wire Grilles
Wire Partitions
for tool-rooms and stock-rooms
Heavy Wire Baskets

C. H. JOHNSON & SONS, LIMITED
WIRE WORKS: St. Henry, MONTREAL

Kwiklites

MEHASCO



Here is another well-advertised line, Metal Kwiklites. They are the latest and highest type of Flashlights, and made from the very best of materials. The cases are strong, drawn from solid sheet brass. They are non-short-circuiting; the battery will not run down by being left on metal objects. The Reflectors are scientifically designed and show up well on the darkest night, or in fog or smoke. They are also beautiful in appearance, and are of standard sizes, and their batteries are interchangeable with all other well-known makes. We feature strongly the Miners' regular two-cell and the three-cell, as well as the vest pocket. We also carry a stock of batteries and bulbs. If interested we will be pleased to hear from you.

MERCHANTS HARDWARE SPECIALTIES
LIMITED
CALGARY

FISHING TACKLE

TRADE MARK "MORRISCA"

This British-American symbol

is the Trade Mark of the best brand of fishing tackle made anywhere in the world.

This is a claim endorsed by fishers everywhere because of Morrisca Tackle's proved reliability.

Dealers find Morrisca Tackle the oustanding order-getter. It makes new customers and keeps the old ones.

Our new General Catalogue is now in preparation. May we put your name on our register?

Morris, Carswell & Co., Ltd.
Craftsmen in Silkworm Gut
118 Howard Street, Glasgow
Scotland :: (Wholesale only)
And at Murcia, Spain *Established 1855*



Ammunition Makes the Trip Successful

Bear this in mind when your customers are ready for their big game trips. Many will insist on Dominion Ammunition—suggest it to the others—not only because it means bigger profits to you, but because it means satisfied customers and future good-will and business.

The big "D" trademark represents a high quality standard that the experienced sportsman has proved to his satisfaction, and he will insist on Dominion cartridges for his big game trip.

Good judgment tells you that this means more sales for the dealer who carries Dominion Ammunition. Build your ammunition business on these facts.

Order from your jobber to-day—Dominion Metallics in all calibres.

Dominion Cartridge Co., Limited
Montreal, Canada



"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXI. TORONTO, SEPTEMBER 13, 1919 No. 37

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TINNED SHEETS

"Wilden"
"Manor"

Best English Brands

Submit your specifications for direct import

A. C. LESLIE & CO., LIMITED
560 St. Paul St., West
MONTREAL

If you want satisfaction specify

"QUEEN'S HEAD"

GALVANIZED IRON

It is better to pay a little more and get something which will last for 25 years or longer rather than buy an inferior sheet which has to be renewed every five years.

A. C. LESLIE & CO., LIMITED
Canadian Agents for
JOHN LYSAGHT, Ltd.
BRISTOL AND NEWPORT
ENGLAND



Put one on display and get our literature.

The "STEPHENSON" Washing Machine Sells Readily

It requires but a few moments of your time to explain the merits of the Stephenson Water Power Washing Machine—and then the sale is completed. Your customer will have no reason to doubt your statements, because each and every wash day will prove your claims for the "Stephenson" in their entirety.

We urge that you prominently display this washing machine in your store. All details as to prices, sales helps and literature are here for the asking. Write us now. It's in your best interests to do so.

Taylor-Forbes Co., Limited

Head Office and Works
Guelph, Ont.

TAYLOR-FORBES CO.
246 Craig St. W., Montreal

TAYLOR-FORBES CO., LTD.
1070 Homer Street, Vancouver

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg

Canada's National Hardware Weekly

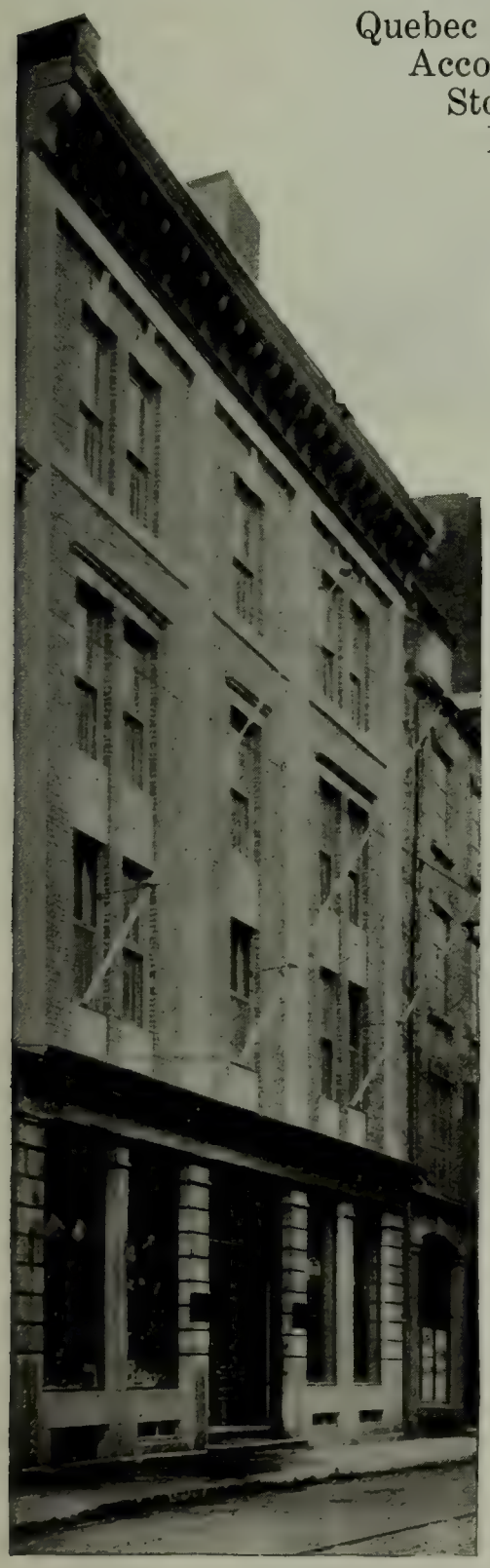
HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, SEPTEMBER 13, 1919 No. 37

Accurate Accounting Key To Success

Quebec City Hardware Firm Pay Close Attention to Buying and Selling Accounts—Be Able to Get at Vital Details Quickly — Order With Stock Breeds Better Clerks—Doyle Hardware, Reg'd, Do Not Follow Beaten Path—Some Details in Connection With Their Business as Carried on in the Ancient City



A contributing factor in the success of most businesses is the one which provides for their having a good store front. The above is a reproduction of the store front of the Doyle Hardware, Reg'd, Quebec City. There are four fine display windows in which they always try to have a sales-compelling arrangement of merchandise.

WILLIAM DOYLE, Registered, 15 St. Peter Street, Quebec, firmly believes that business success is built upon careful and accurate accounting. Since the firm has been in business for nearly forty years, being first established in 1880 by the late Wm. Doyle, Sr., their adherence to careful accounting ought to be argument of a winning and compelling order, for this is one of the very important principles upon which they have builded.

In speaking with the office manager, H. Doyle, a representative of HARDWARE AND METAL was told that, were it necessary, the exact condition of the business could be immediately ascertained within a few hours. This was only possible through a system of bookkeeping which enabled the management to tabulate purchases and sales, and to so allocate these under their respective headings, that, when a certain vital fact was needed, the same could be immediately turned to and produced.

Should Possess Helps

"No dealer should be without an accurate knowledge of his costs," thinks Mr. Doyle. "One of the best helps to this end is that of a book containing a table of percentages, discounts and laid-down costs. It is a big help, is accurate, and saves a great deal of time in figuring out exact net prices."

Mr. Doyle produced such a book for the writer's inspection, and this he uses to figure out the data and information required in every business. For instance, bolts, screws, various chains, harvest tools, valves, and countless items sold through the hardware trade, are bought on a list basis. To figure out net prices in the old-fashioned way is laborious, costly, and sometimes proves inaccurate. For when one is in a hurry, there is much danger of errors creeping in. On the other hand these tables are proven accurate before they are printed, and in a modern business they are a great boon to a busy merchant.

It Pays to Study

Mr. Doyle is, himself, very fond of accounting. With him it is really a hobby and he is continually aiming to keep abreast of new ideas and to assimilate the best that is evolved by various experts. This, Mr. Doyle considers, is a splendid policy to adopt. Short cuts may be suggested by reading an article in one's trade paper or a business magazine. Even though the idea is not wanted at the time, if there is merit in it, Mr. Doyle clips it out and places it in a scrap book kept for the purpose. There is likely to be use for it sometime, and the best way is that of filing these ideas away where they may be available when wanted.

In addition to being continually being on the "qui vive" for new methods that may be adapted to his business, Mr. Doyle does a great deal of studying and particularly that his own accounting may be simplified and work reduced to the minimum, without impairing efficiency, of course. The idea is to eliminate all dead wood, and waste motion is thus prevented.

Know Your Costs

In the prosecution of modern selling, it is decidedly essential that one should know his costs. Even before a piece of goods goes into stock its cost should be figured and its selling price determined. This entails a full consideration of freight, duty, war tax, probably, discounts, etc. In addition, it is essential that over head expenses be determined and added to the laid-down cost before one can say that he really is making a given margin of profit. All these things, the Doyle Company does, and there is thus no chance taken and no guess-work indulged in. Much value is attached to the retail price book which is kept right at the salesmen's elbow for quick references.

Following out the modern accounting system, in the matter of billing, the Doyle Hardware Co., has installed a billing machine and finds it excellent, particularly at the end of the month. In fact, it is the use of this machine right through the month that enables the accountant to render statements promptly at each month end. Where 2,500 to 3,000 accounts are handled, as is the case here, it proves the wisdom of such an investment. Time is saved and customers receive their accounts without delay. It makes for prompt settlement of accounts,



Neat, attractive displays of merchandise greet the eye of the visitor to the Doyle Hardware, Reg'd., Quebec City. In the background will be seen shelving on which sample drawers are placed. In the foreground the use made of show cases, counters, etc., can be seen.

and indicates to the customer, that he is dealing with a business house of prompt and systematic principles.

Invoice Part of System

While no attempt will be made to particularize on the Doyle bookkeeping system, a few references will be helpful. Mr. Doyle has evolved a system to meet his own business requirements, and there are, in this system, a number of ideas that he prefers to retain, for they are being gradually changed to meet special requirements of this business.

"The invoice we consider a part of our accounting," said Mr. Doyle. "Once received, this record is never parted with. If asked for it by the firm we have purchased from we will send them a copy, but the invoice, never."

As received, invoices are carefully checked. Goods are passed into stock, and entries made into the purchase ledger. Great care is taken to examine each individual item. This is done to ascertain if there is anything directly chargeable to expense, fixtures, building, or maintenance accounts, and so on. Done as invoices are received, there is no possibility of any mix-up occurring. The amounts are carried into a specially-ruled purchase ledger.

All invoices are consecutively numbered and pasted in a large book with expanding binding, together with all freight bills, duty, and other outlay sheets; in fact everything directly connected with the invoice in question accompanies it. This makes a bulky book, when filled, but the binding of the book is made to take care of this. When filled, the books are "keyed" and, if necessary, numbered, and placed in the vault.

Discounts—Keying Letters

In speaking with the accountant, the writer was informed that cash discounts were taken on purchases. "This is a big item in the course of a year," he said. "Some amounts are small and this saving may be but a few dollars, or in some cases, only a few cents. But, in a year's time, it totals a great deal, and the saving is well worth while.

"I never fail to attend to a piece of correspondence, a bill or any other item needing attention on a certain date. I am perfectly sure that bills will receive my attention when they should and there are no mistakes made in this matter," continued the accountant.

This seemed so definite that HARDWARE AND METAL'S representative wanted to know wherein lay the excellence of this system, whatever it might be, and the same was shown him. In the vault adjoining the office, a filing case is kept. This is of the upright-filing style, and there are thirty-one divisions. These are numbered consecutively from one to thirty-one corresponding with every day of the month. As invoices, letters, bills, etc., are received, the same are examined and filed into the case under the date when they should receive attention. Thus, if a bill were maturing on the fifteenth of the month it would be filed under that date. It might be marked for attention on the tenth or the twelvth, and this would be the case if settlement were to be made by cheque and the same mailed so that cheque would reach destination on due date. As a matter of fact, this definite plan is followed, for Mr. Doyle stated that practically all settlements were made by cheque.

Statements Attached

It matters not what the correspondence is, needing attention, it is filed in the above manner. It may be that someone has been given until a certain date to make settlement of an account. Copy of this letter is filed and turns up at the required time. That each letter, bill, statement, or invoice may receive its necessary attention, the office boy is required, as one of his first duties each day, to place each day's file on the accountant's desk early in the morning. Constant attention to this ensures no mistake being made, the idea has worked out perfectly.

In sending settlement to a jobber or wholesale house, a statement is attached. This is printed with the Doyle Co's. name on it and is complete, neat and business-like. The information embodied contains the total of the invoice, any credits allowed on it, cash discounts, etc., the net item for which cheque is the settlement being indicated clearly.

All through, while the Doyle Company has adopted good ideas from other systems, they do not follow a beaten path. They have suited the system adopted to their own particular needs, and in this plan have the advantage of discarding burdensome, antiquated methods.

Stockkeeping Methods

In keeping with its office and accounting system, the Doyle Hardware follows a policy of decided order in the arrangement and care of stock. The result is a model of neatness on all four floors. It would be safe to say that when clerks are trained to keep every nook and corner of a store orderly as it should be kept, and particularly when this extends to the warehouse and stock rooms, they are getting a training for their business life that is invaluable.

"About half-past five every night," said Mr. Doyle, "our men are required to go through the stock and see that everything is in its place. This enables us to keep our stock in first-class order at all times and each day is begun with the

shelves neat and tidy. This is a rule that all our men are required to follow."

A very striking idea was seen on each of the three stock floors above the store itself where all surplus stock is carried. Extensive shelving is provided on each floor. This is arranged on all four walls, or rather against them, and here very heavy goods such as bolts, ammunition, pumps, shot, builders' hardware, etc., are placed. Being near the walls, the weight is carried better and distributed to advantage.

Four Floors Used

In the centre the same idea is carried out, shelves running up, in some cases, to near the ceiling. An immense amount of stock can be placed in this way, and with the regular arrangement, aisles are provided for, with a ready approach to all lines carried. Provision is also made for small ledges, on which any goods being examined may be placed. These extend out from the shelving from 10 to 12 inches and are above the floor some 28 to 30 inches, just about as arranged in the store, on the wall shelving.

The top floor is used for harvest tools, garden or lawn hose, milkcans, asbestos board, stamped ware, handles, pumps, brooms, etc. The second floor accommodates shot, traps, boat hardware, varnish, plumbers' supplies, electric goods, brushes and fishing nets and twines, while on the first floor, builders' hardware, shelf-goods, knives, tools, etc., are stocked. On each floor, and at the end of shelving, lockers are provided for the warehouse apparel of the men. No soiled or unsightly garments or oil-soaked overalls are left around.

A Unique Oil Cellar

Access to the various floors may be had through use of a spiral steel stairway, or an elevator placed at the rear. In connection with the elevator arrangement, an interesting point developed recently. The store is built right under the "Upper Town" of this giant city. The stores on the street actually butt on the base of solid rock peat near which stands Canada's one-time formidable fortress, the Citadel. The rock is of a particularly solid and stubborn type and in endeavoring to lower the elevator shaft three or four feet, the workmen found it almost impossible to quarry this stone. Eventually this was accomplished, but the work was almost given up. Immediately to one side of the shaft, a huge room, literally a cave, accomodates the oil stock of the store, putty, white lead, etc. This big room is built in the solid rock, has a dome-shaped roof of a kind of cement, and contains a large stock of these goods. It is said that this and similar caves were the ancient retreats of Canada's founders, when the Indians, in all their war paint, descended upon the hardy settler for his very scalp. Could they now see the use to which these are put, they would at least feel that their great effort in providing them, was serving useful and practical purposes.

Store Arrangements

It is usual to leave mention of the actual store appointments to the closing chapter of a trade story such at this. However, this fact is not to be overlooked, that the selling floor of the Doyle business is fully appointed to serve the needs of customers promptly.

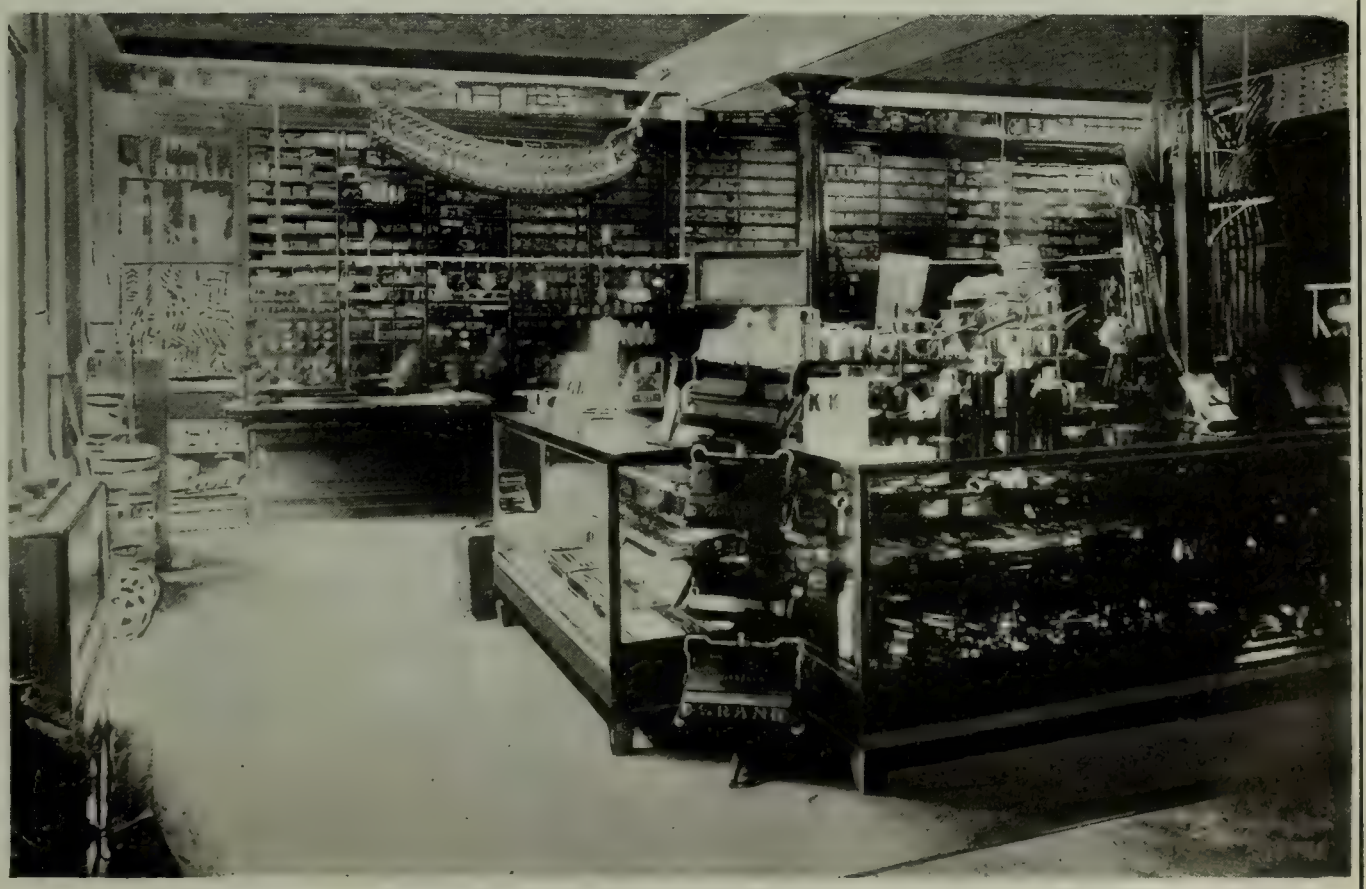
Dividing their duties Wm. Doyle assumes charge of the retail section and has his office immediately at the rear and in the centre. From this vantage point a clear vision of the store, customers and clerks is available. Being almost rectangular, the manager's office is convenient of access, and while it is amply large, does not take up a great deal of space. The accounting office is on the second floor, and well lighted, comfortable and quiet.

Wall cases are built right to the ceiling and sample and stock boxes are light finished oak. Brass pulls are used and these make a neat appearance. In connection with the sampling of these, Mr. Doyle said: "We change the samples at least once a year. This prevents them becoming shop-worn and soiled. It enables us to keep the stock fresh-looking, and we are not carrying a lot of money along in samples from year to year."

A good idea this. It takes diligence and means work to change the sampling on drawers, but it should really be done. The accompanying photograph will serve to convey a splendid idea of how carefully boxes are sampled. Attention paid in this way is not lost. A better impression is made upon the customer, than when sampling is poorly arranged, and when samples are dusty and tarnished. Bright, shining, builders' hardware has a lure for all—when well arranged.

Some Heavy Sellers

Some of the lines disposed of here are those which would not sell at all in other places. For instance, muzzle-loading shotguns have been a big seller, and still sell to some extent. This seemed a peculiar thing, and the writer asked the reason. It appears that the trapper, (for there are many of them in this part of Canada) does a lot of tramping. It means that he must eliminate weight as much as possible. And to assist in



This gives a view of the opposite side of the main floor of the Doyle Hardware, Reg'd., Quebec City, to that shown on the preceding page. The case in the foreground to the right is dressed with electrical household appliances, and cutlery is shown in the case facing the front of the store.



This gives a "close-up" view of the four windows fronting the Doyle Hardware, Reg'd., Quebec City premises. Good use is made of these at all times and their success as sales producers has been, it is said, remarkable.

this, he carries powder, shot, wads, and primers, rather than carry the breech-loading modern gun, and loaded shells.

"The trapper is a good shot," said Mr. H. Doyle. "He will rarely make more than one miss in a hundred, and, as he values his ammunition, he aims to make every shot do real work. We still sell quite a number of these guns."

Game traps are carried in large quantities and these, in some cases, are shipped out considerable distances. Quebec is a large trapping province, and this trade reaches large proportions. In addition, large quantities of nets are sold to fishermen plying the St. Lawrence, and these have been a profitable line and a steady seller. They are imported from the old country direct.

Paints are carried in the basement, and the shelving used is extra deep, so that a good space is left for the various colors. This department is in accord with the excellent arrangements carried out elsewhere, and fully described above. Electric lights are used here, and this department was a hive of bustling activity when the writer called.

As some packing requires to be done from time to time, and as an accumulation of straw and waste of various kinds is bound to need attention, a steel box is provided in the basement in which to take care of this material during the day, eliminating risk from fire.

Altogether, the Doyle store is conducted on the principle of order, neatness and efficiency, and new ideas are effected as required.

EXCHANGE NO FACTOR IN BASIS OF TARIFF

Ottawa.—The Customs Department has had many requests from importers that, in view of the fact that the British pound sterling has heavily declined, this should be taken into consideration when Canadian importers pay customs duties on imports from Great Britain. The practice is that they pay on the par value of $4.86. They believe that they should be given the benefit of current exchange.

The Customs Department points out that the practice is fixed. The matter of exchange is not taken into consideration as the value of the pound sterling is fixed by the Currency Act of Canada as compared with the dollar. Officials claim there is no injustice to the importer, as the goods he imports are worth at the rate of $4.86 2-3 in Great Britain, and under the customs law goods are valued at the time and place whence they are shipped direct to Canada. The importer gets sufficient advantage in the favorable rate of exchange.

The matter has been up for consideration several times. The practice is the same in the United States, the valuation for customs purposes there being $4.86 2-3, as here. The department has refused to entertain all requests to accept payment at the exchange rate.—T.M.F.

TIRE COMPANY FOR HAMILTON

The Industrial Department of the city of Hamilton may very shortly announce that negotiations have been completed by which the Canadian branch of an American rubber concern to employ 6,000 hands will locate there. Efforts are being made, it is stated, to obtain a site that will meet the requirements of the firm. It is rumored that the company is the Firestone Company of Akron, Ohio, which is capitalized at $75,000,000.

DON'T TINKER WITH ECONOMIC PRINCIPLES

Lowering the standard of living by artificial methods makes for popularity, but this course ignores economic principles, thus setting aside temporarily the law of supply and demand. But, back of all is that economic law which grows out of the experience of years and which, in the end, will prevail. Governments, and more especially those recently engaged in war, have borrowed heavily under inflated conditions. It would seem unreasonable to expect that there would be any attempt to meet the interest obligations on such indebtedness contracted under inflated conditions out of taxes to be raised under a deflated condition.

Such being the case, it would appear to be sound business to expect the Governments to refrain from any drastic measures to bring about a general widespread deflation until the public debt had been cared for in permanent form on a basis where the revenues from direct taxation under a moderate revenue law would be ample to meet the interest charges and provide the necessary sinking fund.—Continental and Chemical National Bank, Chicago.

Trouble With Trade Department at Top

Good Commissioners at Low Salaries Are Handicapped — Publicity Department — Interesting and Practical Exhibits For Manufacturers Seeking Orders in Power Trade

OTTAWA.— Notwithstanding the general paralysis which seems to affect the Department of Trade and Commerce, there are here and there indications that it is not altogether creeping paralysis. It seems largely confined to the head. Many of the trade ambassadors whom Canada has sent abroad—and to whom it may be remarked it is paying a salary which under present conditions is ridiculous —are men who would be valuable to any live organization where they had a chance to exercise their energy and ability.

One of the indications of energy is to be found in the Publicity Branch of the Department. In a large and well-[illegible] building on Kent Street, off Wellington, the department has a sort of trade exhibit, showing samples procured and sent in by the different trade commissioners of foreign-made goods which are in demand in the countries where they are stationed. As might be expected, Germany and the United States were, before the war, our chief competitors. The competition of the United States, particularly, is strong in countries like Australia and the West Indies. A familiar characteristic of the British goods is their strength and heaviness. In many cases, lightness would appear to be sacrificed to strength. An agricultural fork, for example, used in the West Indies, is steel-clad right up the shaft to the handle; and the tines of the fork are very massive and heavy. It would scarcely seem a suitable instrument to put in the hands of the lazy West Indian negro.

There is an exhibit from Russia of German made skates, with which Canadian makers, it would seem, could easily compete. The skate has the turned up end in front, familiar in the old days; and the method of fastening is different from the Starr patent. It is fastened to the sole of the boot by turn screws on each side and the heel has a plate attachment which is inserted in a hole in the heel of the boot. Bread slicers (such as are familiar to those who have poked around the cook tents of circuses), fruit pitters and slicers, hatchets and axes, almost all American make, are among the other exhibits. In South Africa also Germany seems to have had a big hold before the war, judging from the samples.

German Imitations

Attached to each exhibit is a printed card, giving the country of manufacture, the purpose for which the article is used, and various directions regarding packing and so forth. It is interesting to note how the goods of German make have closely imitated, externally, the British made wares; but there is a finish and solidity lacking in all of them, though the resemblance is close enough to impose on the casual purchaser. From New South Wales there is an exhibit of miners' drills and other tools, nearly all of American make.

Among the exhibits from the West Indies is one of the machetes, or heavy knives like claymores, which the natives use for cutting cane; and which, in the various Cuban insurrections, they used to use as weapons against the Spaniards with considerable effect. Some Canadian manufacturers have taken samples and specifications of these with the intention of producing a similar article.

Among the products sent from the different countries where they hope to do a trade with Canada, is a large collection of native woods from British Guiana, South America, and Australia. The supply of cabinet woods produced in those countries is very large, and the woods like mahogany, purple and green heart, crab wood, and so forth, are very beautiful; but with the exception of the crab wood, they are very heavy and seem inclined to check in the sawing. The crab wood of British Guiana is used a good deal in chairs which may be seen on the club verandahs in long rows in those countries. They stand up well under use. An interesting wood shown is the yaruba, which grows in a peculiar shape, soemwhat like natural balustrade.

A separate room is devoted to the display of catalogues of Canadian and foreign manufacturers. There is also a good exhibit of photographs of toys made in Victoriaville, P. Q., which shows that they are making fine progress in the industry, so well suited to Canada. There is also a fine exhibit of mechanical and other toys, made in Germany and Great Britain; and Canadian toy makers frequently come in to view this. In many cases they have duplicated or improved on the specimens. There are also shown specifications of patent toys, the patents on which have expired. The conditions on which they may be manufactured in Canada are stated; and for twenty-five cents a manufacturer can get a copy of any of the specifications. There is a large exhibit of picture mouldings of German and Austrian make, which have been selected by the British Board of Trade for exhiition in Canada, where they could be duplicated and are now being made to some extent.

Moving Pictures Shown

Perhaps the most interesting part of this Publicity branch of the Department of Trade and Commerce, and one which shows real enterprise, is the moving picture department. In a small theatre with seats there are shown pictures taken by the department in all parts of Canada, representative of sport and industry. Duplicates of these films are sent to each trade commissioner, who has them released to various moving picture circuits in the country where he is stationed. No better way of introducing our country abroad could be imagined. I was shown excellent reels of shipbuilding, aeroplane-making in Ontario, in British Columbia, and of salmon fishing and of bear hunting in New Brunswick, which are intensely realistic. Over fifteen of these big national subjects have been thus treated and are carrying the name and fame of Canada all over the world. This work is under the direction of B. E. Norrish.

There is, in the department described, the germ of what our trade and commerce department might be made. All that is lacking is a young and energetic executive head of the department in the cabinet.—T. M. F.

Take Insurance For Employees

Nearly $1,000,000 in life insurance is being taken out for its 1,200 employees by the Peck, Stow & Wilcox Co., in celebration of its centennial anniversary being celebrated this week in Southington, Conn.

Announcement of this was made Friday by President Lyman H. Treadway, following his presentation of gold and silver service medals to employees who have been wtih the company 25 years or more.

The insurance, which is retroactive, will go into effect October 1.

The plan is to provide a policy of $500 for every employee after he or she has been with the company for three months; $600 after one year's employment; $700 after two years; $800 after three years; $900 after four years, and $1,000 for everyone who has been with the concern for five years or more. There may be slight modifications in the working out of this, but they will be only minor.

With the long periods of service on the part of so many men and women in the organization, this means an average of between $700 and $800, totaling to something over $840,000.

Hold Carriers Responsible For Safety of Goods

Important Case in Superior Court at Montreal Places the Burden of Assuring the Safety of Goods Once Delivered to Carter or the Carrier Company, Whether Receipt Has Been Signed or No

AN interesting and important decision was handed down recently by Mr. Justice Maclennan in the Superior Court at Montreal recently, when he decided in the case of Greenshields, Ltd., against the Canadian Northern Railway that once the driver of the railway company received the goods on his waggon they were in his charge, and whether he had signed a receipt for them or no he was responsible for their safety.

This case had a very definite and important bearing on all shippers, and places a strong burden of responsibility upon all carrier companies to safeguard the goods handled.

In his judgment Justice Maclennan required the Canadian Northern Railway Company to pay to Greenshields, Limited, Montreal, the sum of $1,564.43, representing the full value of six cases of goods which were stolen from the company defendant's sleigh after being placed thereon in January, 1918.

The Details of the Case

The Canadian Northern Company sent a team of horses and sleigh to Greenshields' premises on Craig street to collect twelve cases of goods for shipment to Drumheller, in Alberta. The sleigh was standing in the warehouse yard, and after six cases had been loaded, the teamster went into the warehouse. When he came out, the horses, sleigh and goods had disappeared. Afterwards horses and sleigh were found, but the goods were never traced. Greenshields, Limited, in their action alleged that the carriers were liable to make good the loss.

Plea of No Avail

The company defendant contested the claims, submitting that as the contract and bill of lading had not been signed plaintiffs had not entrusted the goods to the carter or the company in whose employ he was; that the team and goods were on plaintiff's private property at the time they were stolen and in that circumstance it was plaintiff's duty to procure the protection necessary for the safety of the goods; that at the time the goods were stolen the carter had been invited into the premises to assist plaintiff's employees; that the disappearance of the team and goods was due to the fault and negligence of plaintiffs and their employees and the carter and defendants could not be legally held responsible.

Facilitated the Theft

Justice Maclennan dismissed the plea on the grounds that: "The defendants' carter, in leaving the goods in question unguarded facilitated the theft, and the loss was therefore entirely due to his fault and negligence. The carter was the agent of the company defendant duly authorized to receive the six cases of goods on behalf of defendant and was authorized to sign and execute a bill of lading for the carriage of the goods in question by defendants. Nothing further remained to be done by plaintiffs or their employees with respect to the six cases of goods after they had been delivered to the teamster and placed upon the sleigh in his charge. The delivery of the goods to the teamster was complete delivery to defendants for the carriage of the goods to their destination. The theft and loss of the goods was due wholly to the negligence of the teamster in the work for which he was employed and defendants are responsible therefor."

The goods were of the proved value of $1,564.43 and the judge said the plaintiffs were entitled to recover this amount from defendants.

Judgment was accordingly rendered for plaintiffs for the amount named and the costs of the action.

Plate Glass Rates Not to be Increased

Possibility of Adjustment in Premiums Later, Due to High Cost of Glass To-day

CANADIAN plate glass insurance companies have not yet decided to increase their rates to keep pace with American companies, who have declared a general increase for the whole United States ranging from 10 per cent. to 33 1-3 per cent. Insurance men state, though, that the question of revising the rates will probably be taken up shortly as there is no prospect of the world shortage of plate glass and the consequent high prices showing any signs of improvement. Canadian rates were last adjusted in August, 1918, when increases averaging 15 per cent. went into effect.

As practically all plate glass insurance is written on a replacement basis, the price of glass is naturally the governing factor in determining rates. During the war the price of plate glass has increased from 100 to 150 per cent. in Canada, and there is a shortage even at the higher rates. Before the war practically all Canada's glass was imported from Belgium, Northern France and England. This supply has been cut off for the past five years, as the Belgian and French plate glass factories were nearly all destroyed by the German invader, and English plate glass factories have been kept busy replacing windows shattered by German air raiders. It is estimated that it will take several years to replace all the glass windows broken in England during the war. Of late Canada has had to depend almost entirely on the Pittsburgh glass makers for its supply. With a shortage of glass in the States and high prices being bid, the American manufacturers have not been anxious to market their goods in Canada and have been very lax in their attention to Canadian orders.

The increases put into effect by the American companies will not affect Canadians insuring through the local agents of the American companies, as the local rate is always taken as the premium basis. The Canadian companies are unanimous in stating that there is no profit for them in plate glass insurance at present rates. One agent reported having collected $256 in policies last year and paying out $3,500 for breakages. They have merely been carrying the insurance at a loss in the hope that a return to normal conditions will aid them to make up their losses.

MERCURY IN B.C.

Production, Now Dormant, May Be Resumed

Mercury production, which has been dormant in Canada since 1896, may be resumed in British Columbia. A report issued by the British Columbia Department of Mines points out the commercial possibilities of the cinnabar deposits of that province, and states that the failure of attempts to produce mercury in 1895-96 was due to lack of economy in the operation of the furnaces rather than to the grade or character of the ore.

The principal deposits are in the Copper Creek Valley in the Kamloops Lake district. Other deposits are at Tunkwa Lake at the mouth of the Three Mile Creek and also in the valley of the Criss Creek. Though no attempt has been made to analyze the veins, it is thought that the high grade ore could produce about 2.9 per cent. mercury, and inferior ore about 1 or 2 per cent. This compares favorably with Italian deposits of 1 per cent., Austraian deposits of 0.85 per cent., and Californian deposits of 0.4 per cent.

STOVE BUSINESS IN CHINA

Practically all the heating and cooking stoves in use by the natives of North China are manufactured by Chinese foundries in Tientsin. Foreigners, and the better class Chinese, however, are gradually becoming aware of the advantages of the foreign article, and therefore the demand from this source is increasing. Furnaces and stoves are, it is said, usually installed by local branches of foreign firms, the materials coming chiefly from the United States.

Boosting Sales of Cutlery Department

Many Dealers State That a Window Display of Cutlery May be Shown With Profit Every Two Months—Many People Judge Whole Hardware Store by the Stock of Cutlery It Carries

SOME hardware dealers believe that a window display of cutlery and silverware can be put in every two months, and produce excellent results from a sales standpoint each time. Other dealers, while not making window displays as often as this, declare that they obtain excellent results by putting in occasional window displays of these goods, and by keeping them displayed about the store throughout the year. One of the troubles of most hardware men for some months past has been to get enough cutlery to keep up with the demands. In a great many stores stocks are very low and the dealers state that they would gladly replenish them if they could get the goods.

Always Looks Well

There are few lines among the scores which the hardware dealer handles which have so many attractions from a selling standpoint. Cutlery and silverware, if given any kind of care and attention, always look well and make a nice display, whether in the windows, or in the show cases. It has been said, and with a good deal of truth, that many people judge the general standing and efficiency of a hardware store by its displays of cutlery more than any other one line. Certainly whether displayed in the store or arranged in the window it catches the eye more quickly than most lines of stock. It carries a real interest also for a very large percentage of prospective buyers. Many dealers state that they can trace sales for weeks after putting in a window display, because people will come in and ask for this or that article which was in the window at a certain time.

The Two Big Seasons

Of course June, the month of brides, and December, the great gift month, usually see the largest sales of purely household cutlery and silverware. Sales, however, in other lines, may be very greatly stimulated all through the year if the dealer will make a drive. One dealer who is now handling more than $20,000 worth of these lines every year

Continued on page 70



Many dealers are of the opinion that a window display of cutlery or silverware may be shown with profit every two months. Few lines carried by hardware men offer more possibilities for attractive window dressing. Note the price tickets shown in the above display. This is a window display used with good effect by the Bond Hardware Co. of Guelph, Ont.

EDITORIAL COMMENT

THE RETAIL MERCHANT AND THE LOCAL NEWSPAPER

E. M. TROWERN, Dominion Secretary of the Retail Merchants' Association of Canada, in speaking at Carleton Place recently, stated emphatically: "It is the small town newspaper that is going to save the country." Mr. Trowern claimed that the large city dailies were so tied up to the departmental stores and big interests that only through the town newspapers could the people look for fair treatment. "Get behind them," he said, "and don't be afraid to advertise. They depend on you almost wholly for their support."

Whether Mr. Trowern's statements regarding the city papers are correct or not, there is no question of a doubt that his statement regarding the town papers, is beyond question. The town paper is booming the local town, often with all too limited co-operation. On such papers unquestionably rests in a large measure the success of such towns. For that reason if for no other the merchant should support them heartily with his co-operation in the form of advertising. But fortunately, the merchant can do so while at the same time furthering his own interests. The business of the merchant who advertises is sure of growth, with others the growth is problematical. It is good business to help the newspapers, for by so doing the merchant helps himself.

THE HIGH COST OF STRIKING

JUST how many strikes are on and are threatened throughout the world to-day it is impossible to say, but it is certain that at no time in history have strikes been so common or so widespread. It is impossible to pick up a daily paper now without finding the word "strike" figuring prominently in the headlines. One of the chief causes of the walkouts is usually given as the high cost of living. Not very much is said though about the high cost of striking. Every time a man strikes and every man who strikes increases the cost of living. He may get a few dollars a week more in wages, but this simply means that the cost of whatever product he is making advances and his fellow workers have to pay it. Then they strike and get more wages, and the man who first went out has to pay more for the commodities his fellow men are making. This sort of thing has been going on so continuously that everyone is affected by the high costs. This has been added to not only by higher wages, but by shorter hours and limited production. Prices cannot come down until there is a surplus of goods. What is needed is more production, not less. If by some miracle production could be brought up to the point where the world's needs could be supplied prices would quickly readjust themselves. One of the regrettable things about most of the strikes is that they never would have happened if both sides had got together and talked things over and understood the other's difficulties and tried to allow for them. Figures which are available for the recent strike of the miners in Yorkshire, England, show that in damages to the mines, coal lost to industry and losses to other industries, the total was $37,500,000. The miners' strike fund, which amounted to $1,400,000, and had taken them 25 years to accumulate, was completely exhausted. And all because there was a misunderstanding over a few clauses in an agreement and neither side would get together and talk things over. It is obvious that this sort of thing is ruinous in its results and is bad for trade, bad for the people directly concerned and bad for the nation.

GREAT BUILDING ACTIVITY

EVERY week sees increased activity in the building trades. Many contractors have more work now in hand than they had just before the war and that was the busiest period for many of them in their history. The building projects include all kinds of work, but from the standpoint of the hardware man it is particularly gratifying to see so many splendid homes being constructed. Houses of the better class are being erected in great numbers. These call for the best in many lines supplied by the hardware men and a splendid business is being done. In spite of all the work that is now under way a still larger programme of building is developing for next season and indications are that 1920 will mark new records in construction work in Canada. Many firms are finding themselves so rushed with business that extensions to their plants are required to take care of orders. A large amount of construction work of this kind is developing. Another feature of the building figures that is of peculiar interest to many hardware dealers is the great number of new garages being erected. As stated in previous issues of HARDWARE AND METAL, automobile manufac-

turers cannot keep pace with their orders. This means some splendid business for the hardware firms handling auto accessories and supplies.

THE GET-TOGETHER SPIRIT

EVIDENCES of a better relationship between employer and employee are not lacking in spite of the many strikes which have been called and that threaten. This is shown in welfare schemes and insurance plans being instituted by many firms for the benefit of their employees. But it is not solely for the benefit of employees, as these employers have realized. They appreciate that a satisfied employee is an asset and are taking steps which will encourage an employee to stay with them and develop their abilities in the interests of the employer. This means the development of experienced help by which production can be increased. Greater production is the crying need of the day to bring about a readjustment from the present high scale of living. The growth of these get-together schemes is an omen for good; let us lend them every encouragement.

TONNAGE HAS INCREASED

IN view of the acute shortage of ocean tonnage and the effects it is having on trade, it was with some surprise that the announcement of Lloyds Register of Shipping was received, showing that there are now 2,500,000 tons of shipping more than there were in June, 1914. And in spite of the huge subarine losses, there are more boats available to-day than before the war. The explanation of the shortage, however, appears to lie in the fact that a great number of the new steamers are under 2,000 tons capacity and are not ocean-going vessels. The majority of these new ships were built by the United States. It is interesting to note that Great Britain still maintains her lead as far as ocean carrying is concerned, having 1,485 ships of a tonnage between 4,000 and 8,000 tons, compared with 811 of the Americans and 263 vessels of 8,000 tons and over, as compared with only ninety owned in the States. These boats are the real cargo carriers, and the bulk of the world's trade on the high seas is still being transported in British bottoms.

WE CAN'T AFFORD THIS

CANADA'S fire waste in spite of our enormous resources is suicidal, and if continued means only one thing, an enormous and unnecessary drain upon every man, woman and child in the country. Because it does not appeal to them personally, the great majority of people fail to realize that they suffer every time there is a fire loss. The whole country is just that much poorer every time property is destroyed. It can never be replaced. The insurance companies may pay for it but they cannot bring it back and the great mass of people provide the insurance companies with the money. Every merchant who carries insurance provides for it in his overhead and the consumer pays. Last year Canada's fire losses were almost $34,000,000. This year it is not expected they will be quite so large. One of the reasons for the reduction is the attention that is now being given to the problem of checking fires. Every hardware man in the country can do his share in this good work and it is to his interests to do it. There are many ways of helping and as soon as everyone realizes what a criminal waste is taking place and does his share in stopping it, just so soon will Canada's fire loss cease to be the largest per capita fire loss in the world.

HOUSEHOLDER AND ELECTRICITY

ON every side the rapid development of electrical utilities is witnessed. Electric washing machines, motors for sewing machines, electric vacuum cleaners—one can go on naming them and one striking thing is the attention paid to the householder, to the lady of the house. Evidence is not lacking that efforts are being put forth to give to the housewife equipment which will make her work easier and better. The shortage of domestic help is one big factor upon which the merchant can depend to enlarge upon his sales of these various appliances. Even where domestic help is available, greater consideration is given towards lightening their labors and the woman of the house is quick to see the advantages in modern electrical equipment. Developing this trade is profitable and makes friends who become permanent customers of the store. Merchants to-day are realizing this fact and planning their sales campaigns accordingly.

EDITORIAL BRIEFS

SAVE and Serve is a good slogan at any time. In view of the coming Victory Loan, it is particularly adaptable now.

* * *

BETWEEN 1901 and 1919, Canadian workers lost over 14,000,000 days through strikes. Even at $3.00 per day this represents over $42,000,000 in wages, not to count the loss in production, interest on capital involved, etc. Strikes are, therefore, a factor in the high cost of living which should not be overlooked.

* * *

THE Canadian National Exhibition at Toronto went over the top in a splendid way. Many of your customers have seen new goods in the various exhibits which a little persuasion on your part can turn into business for yourself. The moral is obvious—strike while the iron is hot.

* * *

THERE is a good month ahead to develop outside painting. Keep up the good work which you have been doing all this year. Your customers will be as pleased at the results as you are.

EVENTS IN THE TRADE

Business Changes

Peterborough, Ont.—Miller, Powell and Watson have succeeded Alexander & Miller. The new store will be known as "The Electric Shop."

Fire Losses

A. J. Drummond, hardware dealer, Alderson, Alta., suffered loss to his store and contents through fire.

The store of W. Cook, hardware merchant, Campbellton, N.B., was badly gutted and stock suffered almost total loss in a recent fire.

Fire completely destroyed the second floor and roof of the building occupied by Goldman Bros., scrap, metal and paper dealers, located at 407-9 Grand River Avenue, Port Huron, Ont. It will be rebuilt at once.

Obituaries

The death occurrred at Hamilton, Ont., of Frank A. Fox, president of the Fox Chain Company of Canada, Limited.

Mrs. Edward Gurney, widow of the late Edward Gurney, founder of the Gurney Foundry Company, died suddenly Saturday morning at her home, Toronto.

Mrs. Gurney had resided in Toronto all her life and was highly esteemed by a wide circle of friends. She is survived by two sons. Cromwell and Holt, and three daughters, Mrs. Sanford Evans, Ottawa; Mrs. E. B. Wryckman, Toronto, and Miss Gladys Gurney, who lives at home. She was seventy-one years of age.

Personals

W. H. Cunningham of Kasement Skrene Dore Co., Toronto, who has been spending a few weeks in England and Scotland, on business, returned last week on the Tunisian. Mr. Cunningham reports great difficulty in securing return passage. Many of his fellow passengers have been weeks trying to book.

W. T. Hedges, sales manager of the Pyrex division of the Corning Glass Works, has sailed for Europe on an extended trade investigation. During his trip, Mr. Hedges will visit the industrial centres of Europe gathering information from manufacturers and retailers which can be utilized in the further development and extension of the sale of the firm's products.

S. W. Smith, Ontario sales manager Brandram-Henderson, Ltd., Toronto, is spending this week in London, Ont., at the fair, where the firm has an exhibit.

Mr. D. S. Fisher, of the Enterprise Foundry Co., Sackville, N.B., was a caller at HARDWARE AND METAL'S Toronto office during the week. Mr. Fisher spoke optimistically of the future outlook for the stove business, and stated that his firm had been working to full capacity. The company recently found it necessary to enlarge the plant both in pattern storage and the moulding shop. The company's export business in South Africa has been very satisfactory.

Trade Notes

H. B. Wilcox, Toronto, plumbing and hardware, has discontinued business.

The Acme Stamp & Tool Co., Hamilton, are erecting a $10,000.00 addition to their factory.

The Royal Oak Sales Co., Toronto, (W. W. Digby), jobbers in automobile tires, has discontinued business.

The Canadian Linderman Company of Woodstock, Ont., plans to manufacture unit lighting and power plants.

Declaration of partnership of James Doyle has been made by Doyle's Stove Company of Sydney, Nova Scotia.

The Dominion Sheet Metal Co., Ltd., Hamilton, have been granted a permit for an addition to its factory to cost $30,000.00.

The Renfrew Refrigerator Co. of Renfrew, Ont., contemplates erecting an addition to its plant and going into the manufacture of kitchen cabinets.

The Fox Chain Co., of Hamilton, has been reorganized since the recent death of F. A. Fox. The business will be conducted under the same name under the supervision of Robert N. Evans, the general manager.

The National Safety Council, with headquarters in Chicago, Ill., are planning a monster program for their eighth annual safety congress, which takes places in Cleveland, O., at the Statler Hotel, from October 1 to 4. This is a congress of men and women interested in accident prevention and the improvement of industrial relations.

Brantford, Ont., it is understood, will have the Canadian branch of the Robbins & Myers factory, which will manufacture all manner of small electric motors. A ten-acre tract of the waterworks property on which the buildings will be built has been procured. They are one of the largest builders of small motors in the world, with their head office at Springfield, Ohio.

The Iron Moulders' Union picnic at Waterloo last week was a grand success. There was a large attendance of members of the I.M.U. and their families from Waterloo, Kitchener and Preston. Over four hundred sat down to the supper tables. There was a long list of sports. The moulders of Clare Bros. won the tug of war. They first won from the Preston Electric Fittings Co., and then from the Waterloo Moulders. In the baseball game Preston won from Waterloo by the score of 9-4.

Montreal News

W. E. Skitch, of Calgary, was a Montreal visitor this week.

Frank L. Freeze, of Calgary, was a Montreal visitor this week.

J. L. Hilton, of Moose Jaw, and M. Geddes, of Regina, were Montreal visitors this week.

F. A. Ray, of Stevens-Hepner, Port Elgin, Ont., is making a trade call on Montreal wholesalers.

Norman O. Philp, sales dept. Starke-Seybold, Ltd., Montreal, is spending his holidays in Ontario points.

O. N. Parent, Canadian Yale and Towne Co., St. Catharines, is expected in Montreal next week.

A. H. Jenkins, of the firm of A. C. Leslie and Co., wholesale metals, is away this week on holidays.

J. M. C. Muir, secretary-treasurer Brandram-Henderson, Ltd., Montreal, is spending his holidays at Atlantic City.

Henry Detchon, general manager Canadian Credit Men's Association, Winnipeg, was in Montreal this week attending the fifth annual meeting.

Edward Goodwill, manager of the Thos. Davidson Mfg. Co., Ltd., Montreal, returned on Wednesday from New York.

G. N. Jackson, National president of the Canadian Credit Men's Trust Association, spent several days in Montreal this week before returning to Winnipeg.

J. Thurston Smith, secretary-treasurer Lewis Bros., Limited, Montreal, left on Friday of this week for San Francisco. Mr. Smith expects to be absent until early in October.

Thos. W. Learie, of Toronto, and A. S. Crighton, were delegates to the annual convention of the Canadian Credit

Men's Trust Association held in Montreal this week.

R. D. Dinning and A. L. McWilliams, Vancouver, were visitors to Montreal this week, and where they attended the National convention of the Credit Men's Trust Association.

Alexander Gibb, wholesale metals, etc., has been appointed Montreal sales agent for McKinnon Columbus Chain, Limited. Mr. Gibb will represent this firm for its electric welded and fire welded chain and for boom chain.

A CORRECTION

Consumers Cordage Company, Limited advertisement that appeared on page 109 of the Fall Sales Number of HARDWARE & METAL, issue of August 23, 1919, contained a copy writer's error reading as follows: "Quality that has taken 94 years to perfect." This line should have read: "A Quality 94 years perfect."

INCORPORATIONS

Universal Batteries, Ltd., Toronto, have been incorporated with a capital stock of $150,000 to carry on business in all kinds of electrical apparatus.

International Bushings, Ltd., Toronto, have been incorporated with a capital stock of $25,000,000 to deal in iron, steel, brass, etc., in all their many branches.

TO MANUFACTURE TUNGSTEN PRODUCTS

A Canadian Company is being formed at St. Catharines, Ont., to be a consolidation of the Canadian interests of P. R. Mallory & Co., Inc., the Liberty Electric Corporation, Abendroth Bros., all of Port Chester, N.Y., and the P. G. Nichoff & Co., of Chicago.

G. F. Yessler the general manager of P. R. Mallory & Co., Inc., of Port Chester, N.Y., was in St. Caharines last week and signed a lease for the factory on Niagara street, occupied during the war by the St. Catharines Machinery Co. as a munition plant.

The plant will start operations with about 25 employees manufacturing principally tungsten products such as tungsten wire for electric lamps and similar products of the rarer metals, and will also represent the Canadian interests of P. G. Nichoff & Co. in connection with the automobile trade.

The company hopes to be in full operation by October 1st.

NEW INDUSTRY IN LINCOLN, ENGLAND

The city of Lincoln, England, whose industrial enterprise in the past has been mainly devoted to the manufacture of agricultural implements, is to be given a new industry by one of its principal engineering firms, namely, Messrs. Ruston & Hornsby (Ltd.). This firm has transferred its extensive aeroplane works at Boultham, Lincoln, into a motor-car factory. It is expected that they will shortly turn out a new model touring car, from the design of Mr. Broughton, late of the Daimler Co., who has assumed charge of this new undertaking.



A. G. BOX

Hardware merchant of Pierson, Man., who was electea president of the Manitoba Retail Merchants' Association, at the annual convention held in Brandon.

WHY COST OF LIVING IS HIGH

It would seem that the high cost of labor is the real cause of the high cost of living, but this is only partially true, for labor has had to have its wage increased to keep pace with the increase in the cost of living. The true cause, as we have stated before, is because millions and millions of the world's workers turned from production to destruction and the world cannot escape from that great economic loss. It must pay the bill. It has resulted in an inflated currency, which in turn has brought about a national extravagance, and people are complaining not because they cannot live in the manner in which they have been accustomed, but because they cannot live in the manner to which they would like to become accustomed.—"N. Y. Commercial."

CATALOGUES and BOOKLETS

PECK, STOW & WILCOX CO.

In conjunction with the 100th anniversary of the Peck, Stow & Wilcox Co. of Southington, Conn., a souvenir program, which incorporated the official welcome of the town to the Soldiers', Sailors' and Marines' homecoming, was published. This is a very attractive program of 56 pages, which contain much interesting matter relative to the founders of the Peck, Stow & Wilcox Co. and the various stages of growth which the firm has experienced since its inception. The program is printed attractively on coated stock and presents a very fine appearance.

OAK TIRE AUD RUBBER COMPANY LIMITED

The Oak Tire and Rubber Company, Limited, of Oakville, Ont., has issued a booklet "Tougher Than Oak," or the Story of the Royal Oak Tire. It is most attractively printed throughout, and contains numerous illustrations, many of them full page. The booklet tells in a most interesting way of the various processes in the manufacture of tires. Readers of HARDWARE AND METAL who are interested, may obtain copies upon request.

WILSON AUTO SPECIALTIES CO.

Advance catalogue 1920, just issued by the Wilson Auto Specialties Co., of Hamilton, Ont., lists the lines of auto supplies, parts and equipment for pleasure and commercial cars handled by the firm. The catalogue is printed on glazed paper, contains fifty-two pages 10¼ x 7 inches, and is profusely and very attractively illustrated. Copies of the catalogue will be sent to readers of HARDWARE AND METAL upon request.

HOYT METAL CO.

A very interesting booklet has been issued by the Hoyt Metal Co., Toronto, covering one of their products. This is attractively gotten up, printed in two colors on coated stock and is pocket size, which makes booklet convenient to carry A full description of the product, its uses and the results of tests in actual use are given.

THE STANLEY WORKS

To introduce a new salesman for their products, the Stanley Works of New Britain, Conn., are issuing a counter display easel, which is very nicely gotten up. The trademark of the company and one class of their products are worked in attractively, and not the least feature; it is intimated, is the new salesmen.

BEATTY BROS., LTD.

Beatty Bros., Ltd., Fergus, Ont., have just completed their new general catalogue, which is a splendid sample of the printer's art. The type matter is clear, the illustrations clearly reproduced on coated stock, and the compilation shows an effort to supply retailers with a selling catalogue as well as one from which they first do their buying. Color work has been freely employed also, which adds much to the appearance of the book. The catalogue illustrates the entire line manufactured by this firm, including pumps, hay carrier goods, churns, washing machines, etc., each class of goods being grouped together and thumb indexed for quick reference. The book comprises 176 pages and cover. Readers of HARDWARE AND METAL can secure a copy by writing head office or nearest branch office at London, Ont., Winnipeg, Montreal, Edmonton, Alta., St. John, N.B.

Canadian Credit Men Convene at Montreal

Representation From Coast to Coast — Bankruptcy Act Most Important Work of Past Year — President Jackson, of Winnipeg, Reviews Progress Made

THE fifth annual meeting of the Canadian Credit Men's Trust Association Council was held in Montreal on Monday and Tuesday of this week, representatives attending from coast to coast and most of the provinces being represented by one or two delegates. Considerable interest was manifested in the various sessions.

Henry Detchon, general manager of the association, Winnipeg, made particular reference in his address to the forthcoming conference at Ottawa known as the National and Industrial Conference, and to which delegates will come from all parts of Canada. The interests of the Canadian wholesale trade will be ably looked after, he said, by James H. Ashdown of Winnipeg, Hugh Blain of Toronto, and George B, Fraser of Montreal. These appointees will attend the sessions opening on Monday, September 15.

In this connection the association expressed its approval of the plans of the Industrial Conference as embodied in the League of Nations programme. Particular attention was called, however, to the adoption of the eight-hour principle. When production was required on an intensified scale, the ushering in of a measure such as this required that due and careful consideration be given the matter.

Discuss Distribution

Some discussion centred upon the present system of distribution of commodities through the medium of the middleman. This is a timely subject engaging many minds. The assembled delegates were of the opinion that, while there might be improvements, the present system has worked out quite well. On the whole the scheme of distribution was conceded to be reasonably satisfactory.

In view of the fact that the Board of Commerce has been appointed by the Government to go into matters affecting trade, it was recommended that committees be appointed whose duties would require that they work with a view to assisting this board in its work. This may be accomplished through co-operation, consultation and conference with members of the above body. Such interest should be manifest in the operations of the Commerce Board as would be of value or assistance to the Canadian wholesale trade. This, the members believed, could be best attained through the co-operation just referred to.

To Secure Viewpoints

Manifest interest was evinced in the discussion which took place relative to the formation of a Dominion-wide wholesale association. It finally was agreed that the head office board should circularize the various wholesale associations throughout Canada and in this way to secure their ideas as to the advantages of such a body, were it formed. In fact, if the replies which come to hand are sufficiently encouraging, it was proposed that authority be granted the board to proceed with organization.

Registration of assignments came in for important consideration. This applies to book accounts, and as an act is at present operative in Saskatchewan and British Columbia it was felt that all the provinces should be on as uniform a basis as possible in this matter. Out of this discussion a definite decision was reached whereby a model bill will be drawn up, submitted to the various branches, who, in turn will take this up with the respective Provincial Legislatures.

In connection with the Bulk Sales Act, it was felt that a clause should be inserted into a model bill being prepared, providing for payment by the vendor of the commission due trustees. Because of the fact that the Bulk Sales Act was primarily in the interests of the creditors likely to suffer loss, the amount involved should not be made a tax upon the vendor and, therefore, the council should be instructed that no action be taken in the matter. It was decided to send the proposed act proposed by the Canadian Bar Association forward to the various provincial branches for their findings.

The Delegates Present

The afternoon session was occupied with discussion of internal questions relative to the work of the association, and in the evening the delegates attended the Princess Theatre as guests of the local branch.

Opening the convention in the morning President Jackson extended a welcome to the delegates, pointing out the importance of the questions to be discussed in the first session of the council since the declaration of peace. Mr. Thurston Smith, on behalf of the Montreal president and board, welcomed the delegates to Montreal.

Delegates representing the various branches of the organization throughout Canada as follows were in attendance: G. N. Jackson, national president, and Henry Detchon, general manager, Manitoba branch, Winnipeg; R. D. Dinning and A. L. McWilliams, British Columbia branch, Vancouver; W. E. Skitch and Frank L. Freeze, Alberta branch, Calgary; J. L. Hilton, Moose Jaw; M. Geddes, Saskatchewan branch, Regina; Thos. W. Learie and A. S. Crighton, Ontario branch, Toronto; Thurston Smith, J. L. Moriarty, J. W. Deziel and F. A. Todd, Quebec branch, Montreal; E. Milton Smith and Thos. Somerville, Maritime branch, St. John.

Banquet is Given

Problems confronting Canada in general, and business men in particular, with something of interest in regard to the situation in Britain, were matters which formed interesting speeches at the banquet held at the Windsor Hotel. Hon. C. J. Doherty, who had hoped to address the gathering, was prevented from so doing by pressure of public duties at Ottawa. The speeches were made by Geo. N. Jackson, of Winnipeg, president of the association, and Geo. T. Milne, British Trade Commissioner at Montreal. J. Thurston Smith, president of the local branch of the association, presided over the festivities.

POSSIBILITIES FOR WEST INDIAN TRADE

Present Arrangements Should be Enlarged, Says Canadian in London

Referring to possibilities of trade between the West Indies and Canada, Hon. Gideon Murray, M.P., in an interview in London, said that Canada and the West Indies are anxious for closer association. They are complimentary to each other, for Canada can supply the manufactured articles, flour, etc., which the West Indies require and do not themselves produce, while the West Indies are able to furnish all those tropical products such as fruit, cocoa, limes, sugar, etc., which Canada is unable to obtain within her own borders. It seems fitting, therefore, that these two countries should continue to come closer together in all matters of commerce and trade.

When the Reciprocity Agreement of 1912 comes up for review in 1922 it may be expected that the terms on either side will grant even larger preferences than exist in the present agreement.

Another nation that is anxious for trade with Canada is San Domingo, according to Dr. W. A. Morris, of that republic, who is visiting Canada. Dr. Morris says:

"There are many commodities that Canada wants and must shortly have as she grows in population, such as sugar, coffee, cocoa and tobacco, while the people of the island require saddlery, hardware, machinery of all kinds, cheese, butter, and almost everything shipped from the great manufacturing countries. The stability of the present Government is absolutely guaranteed under American military occupation, and there is no attempt by the authorities to boycott one country in favor of another, the island being opened to the development of the world. The soil is virgin, requiring no artificial means for crop production, which would spell disaster to the planter of many acres in subtropical countries."

Bicycle Dealers Hold Successful Convention

Third Annual Had Good Attendance—Dr. Cody Spoke on Co-operation—Walter Rinck, of New York, Announced Bicycle Trades Plant to Spend $150,000 For Propaganda—Officers Re-Elected

TORONTO, Ontario.—That the Canadian bicycle business has reached a responsible, dignified and substantial basis was indicated by the magnificent success of the third annual convention of the Canadian Bicycle Dealers' Association, which was held at the King Edward Hotel, Toronto, Wednesday and Thursday, September 3 and 4. Upwards of one hundred and twenty representatives of the bicycle trade in Canada, from Vancouver to Amherst, Nova Scotia, attended. Walter Rinck of New York, secretary of the United Cycle Trades Directorate, attended, and, in the chief speech on the second day of the congress, announced the organization of the Cycle Trades of America to take in all retail and wholesale branches of the bicycle industry in the United States.

Dr. Cody Speaks

Hon. Dr. Cody, Minister of Education for Ontario, in a forceful address at the annual banquet, made an eloquent and stirring appeal for co-operation, economy, work and education during the post-war reconstruction period. Dr. Cody further declared that a fault of the present situation was that too many people believed that they deserved a holiday after the war strain, and many were laboring under the apprehension that perfect happiness was obtained through reaching a state of idleness. Comfortable satisfaction was to be gained, however, by attention to agreeable work. Referring to the bicycle, he declared that the transportation facilities of a country were an important factor in the development of the nation, and the bicycle was playing no small part as a feature of the country's transportation.

Will Spend $150,000

Walter Rinck, the New York official, declared that nowhere had he seen such trade enthusiasm and apparent co-operation as at this convention, and the sight of the attendance of so many merchants inspired him to greater effort in his own sphere. He declared that the new Cycle Trades of America would appropriate $150,000 next year for bicycle propaganda in place of $40,000, as was spent this year, and he urged the Canadian Association to observe Bicycle Week next spring on the same dates as in the United States so that the full measure of success would accrue from the campaign. He believed that the consensus of opinion was that the first week in May was best suited for the spring drive. He told of the great rivalry aroused by the offer of a directorate dinner prize for the city making the best showing during Bicycle Week last spring, and he complimented the Ottawa and Hamilton, Ontario, associations for their showing in Canada.

Other Good Features

One of the brilliant successes of the conference was a mock bicycle sale on the first day, the sale being effected by George Wenige of London, secretary of the association, to A. E. Treadgold, of Kingston, vice-president of the organization.

A. E. Humphrey gave an enlightening talk on "Trade Conditions for 1920" in which he declared that the bicycle business was the best business in Canada to-day, all things considered. One reason for this was that the Canadian Bicycle Dealers' Association had been able to get the dealers together and the feeling of comradeship which had been aroused was bearing fruit. The dealers now have the confidence of the public, which was also due to the association's work. Cut-throat methods had been discouraged and the dealers talk better of each other. Sales are therefore, better.

Mr. Humphrey pointed out that the only way in which wholesale orders will be taken to-day is for "delivery when ready" and no cancellation of orders was permitted. English manufacturers are ready to go back to ordinary business after five years of munition and other work, but their machines are worn out and materials are scarce. "England will not be able to supply quantities for another year, and prices in England range up from $45," he said. "To bring any English bicycle to Canada, means that the wholesale price at Toronto for the imported wheel would be about $65."

Canadian bicycle prices had remained the same all year, although materials had advanced greatly in the meantime. This showed that the manufacturers had used foresight in buying materials. With regard to types of dealers, he stated that the man who carries a cheap line and sells at a cheap price is not the most prosperous. The better way is to sell a good line at a fair margin of profit.

What Ottawa Did

One of the early speakers was W. M. Gladish, a chairman of the C.B.D.A. executive, who told of the development in advertising and racing enthusiasm which had been in evidence in a number of cities, particularly Ottawa, Ontario, where the results had been particularly noticeable. In Ottawa, the dealers had spent $49.13 for propaganda in 1918, and $35 of this amount had been for parade prizes. In 1919, the Ottawa association spent $77.95 for prizes, printed matter, signs and other details and bicycle sales had been enormous. As a result of co-operation, Ottawa had had more bicycle racing than any other city in Canada this year, and it had been of the effective and paying sort. There were practically no races in Ottawa for many years previous. What had been done in large cities had been done in Ottawa, and could be done in even smaller towns. For the last track races in Ottawa, the attendance was upwards of 12,000 people.

Good Speakers There

Prominent speakers at the convention included J. W. Gibson, general manager of the Canadian Cycle & Motor Company, Limited, who dwelt at length on the subject of "Canadianism"; E. C. Briscoe of Chatham, Ontario, who spoke on office efficiency; George Wenige of London, who addressed the gathering on "Time Sales"; F. Occomore of Collingwood, Sid Simpson of Sarnia, Ontario; J B. O'Higgins of Toronto, whose subject was "Window Dressing"; President J. R. Dixon, of Hamilton, A. T. Tanner of London; A. A. Butler of Kitchener; Bert Brown of Hamilton, and others.

Souvenirs were distributed at the annual banquet in the shape of silver pencils and the big dinner was provided by the Canadian manufacturers and jobbers along with the Dunlop Tire and Rubber Goods Company, Limited. The producers present included the Canada Cycle & Motor Company, Hyslop Bros., Humphrey Bicycle and Motor Company and the Planet Bicycle Company.

Good Representation

Upwards of thirty cities and towns of Canada were represented at the convention by delegates and several Ontario cities, including Chatham and Brantford, had one hundred per cent. representation. The centres represented included Toronto, Hamilton, Chatham, Ottawa, Brantford, London, Vancouver, Sarnia, Kingston, Collingwood, Weston, Woodstock, Orillia, Peterboro, Amherst, N.S., Kitchener, St. Catharines, Rockland, Alliston, etc.

Officers Re-elected

Officers were re-elected with one exception, the new board including:—President, J. R. Dixon, Hamilton; Vice-president, A. E. Treadgold, Kingston; Secretary-treasurer, George Wenige of London. Executive:—N. S. Ferries, Hamilton; J. L. Isaac, Brantford; E. C. Brisco, Chatham; Percy A. McBride, Toronto; W. M. Gladish, Ottawa.

The fourth annual convention will be held in Toronto during the first week of September, 1920. Coincident with the recent convention was the Canadian National Exhibition at Toronto, which had a number of bicycle, motorcycle and accessory exhibits of direct interest to the visiting dealers.

THE CLERKS DEPARTMENT

How to Achieve Success in Business

Ability to Systematize and Organize Produces Best Results—Energy, Foresight and Knowledge of Human Nature Required to be a Real Leader of Men

By Theodore N. Vail, Chairman of the American Telephone and Telegraph Co., in Forbes' Magazine

WHERE do the men who earn salaries of $10,000 to $25,000 a year come from? Right from the ranks. I don't know if you realize that of all the really big men in New York to-day there is hardly one who didn't start in the ranks. Take the men who are running the big financial institutions of the country—nearly every one of them started in the messenger office. It is the same in our big industries. The presidents of most of our railroads have walked the tracks, and in our own business there is not a single man in any big executive position who has not come up through all the various grades of organization, either in this company or in other industrial companies. Many of them have climbed poles or worked at the key or the switchboard. I believe I would find the same conditions in any business. If I went into a big newspaper office I should expect to find that the executives who didn't start in as cub reporters started in as office boys or printers' devils.

What are the qualifications of a $25,000 a year man? What is demanded of him? you ask.

Well, the man who earns $10,000 to $25,000 a year must first of all know his business from the ground up. Large salaries are paid because of ability to so systematize and organize that the same effort will produce greater results, and so organize operations that neither effort nor material nor time is wasted. Mere drivers are not valuable. It is organization, system, ease, and comfort in operation with production that is valuable.

He must be absolutely efficient; that is, he must have ability, judgment, courage, enthusiasm, self-confidence, energy, initiative, foresight, experience, a great knowledge of human nature and personality enough to be a real leader of men.

He must take infinite pains in small things as well as in large. He must demand of himself as well as of others nothing but the best.

He must win and retain the confidence and the friendship of his superiors, his associates, and his subordinates.

He must always be ready to take responsibility, to decide quickly, and he must be right more than half the time.

With all that he must have backbone and a real desire not only to excel, but also to serve.

Of course, a man has to earn a big salary before we can pay it, but we are only too anxious to pay it to men who can earn it.

Do we get many college men in the $25,000 class?

Well, they don't come right out of the universities and take up executive jobs, but every year we take in a certain number of college men, and they have to start in at the bottom and work their way up gradually. A man has to have it in him. Sometimes, of course, we make mistakes, but not often. There may be a man in a $1,500 job doing remarkably good work, and we promote him. We put him up, and then we discover that he is only a $1,500 man after all—that he doesn't grow with the growing responsibility. In the same way there may be some good men who have never really had an opportunity, but, after all, real merit is rare and hard to hide. Higher salaries are being paid now than ever before.

Let a young man see to it that he increases his earning power to the highest point of which he is capable, and a salary commensurate with his worth will be forthcoming sooner or later—sooner rather than later, as a rule.

You ask me the importance of certain qualifications; let me answer briefly.

Observation

It is, of course, necessary that you see a thing before you can appreciate or understand.

Concentration

In order to understand you must have powers of concentration, or reflection is worthless.

Imagination

Imagination is necessary to grasp properly anything that is new or original, but it must be backed by powers of observation, concentration, reflection. Imagination is essential to great success in constructive lines, but it must be under control. No great success except on routine or developed matters is possible without imagination. Imagination is like a very spirited horse—most valuable where the horse is useful, but it must be harnessed, saddled, and bridled. Without saddle, bridle, or harness or complete control a splendid horse would, if you tried to use him, only destroy, not accomplish.

Reflection

Without reflection, observation or imagination is useless, and with concentration reflection is valueless.

Memory Cultivation

Memory is valuable, but don't load your mind with immaterial things or things where correctness and exactness are essential and which can be easily obtained from a reference book.

There are so many lines along which industries and professions are developing that any type of mind will find a line adapted to the type. This is the chance which has been brought about by the application of what might be called pure science to operations of every kind.

Talking of imagination, when Mr. Bell and Mr. Watson first talked in public over the telephone, or Mr. Hubbard first tried to interest constructive interests in the new "Yankee toy," if either had prophesied as possible what actually exists to-day, he would have been laughed at. Those who laid the foundation of the business could well define the structure, but its magnitude has far surpassed expectation. When my connection with the telephone was announced, one who was then a representative and afterwards a senator and a cabinet minister, whose name always commands respect, said to me: "Vail, that isn't big enough business for you." Consider that in the light of to-day!

It is not too much to think that in time it will be possible for anyone, at any place, to communicate immediately with anyone at any other place in the world by reasonably available methods; that distance will be annihilated and the whole world will be united in common interest, common thought, common traditions and prejudices. Then and only then can there be a common people.

The wonderful work that geographical research did in opening up the unknown world in the late seventeenth, eighteenth and early nineteenth centuries presented a new field to the people of initiative and enterprise of an old world already bursting its confines by its development.

This world development, for which geographic research is largely responsible, is in turn responsible for the magnitude of present operations, economic and social. This immensity is constructive, not destructive, is something to be welcomed and encouraged rather than persecuted and destroyed. It is something which is uplifting all men, raising them up to higher levels and possibilities, and is neither oppressing nor taking away from man any possibility of greater enjoyment or of better things. It is bringing to him and within his power of acquisition those things which were formerly for the few. It is making possible all things that can bring the extremes of mankind nearer together.

This economic industrial development of the world is caused by that co-operation, that co-ordination of effort which assigns to individuals the tasks and duties for which each is best fitted, and in this way gets the most out of the efforts of all.

Everything possible should be done to develop proper understanding and education. No matter what may be the future "uplift" or development, some conditions will never change. Food and clothing and shelter, no matter how simple, must be procured and prepared for use by labor. Transportation and inter-communication must be provided by labor. All kinds of work must be done, agreeable or disagreeable, cleanly or soiling. From the raw material to the finished product, some must bear the physical burden, some the mental, and some the financial.

There must be mutual concession and subordination of the individual to the comfort of all. There must be leaders and followers, for without organization there can be only chaos. Society must be organized and improved if possible without destroying its essential element, or man must go back to the primitive state where each does everything for himself, or by brute strength forces some one into slavery to do it for him.

Much can be done to improve conditions and environment surrounding labor and rest, but the only way permanently to better the condition of the individual is to teach him to raise himself by his own efforts, into a better position, and, by thrift, economy, and intelligence in labor, and by absence of self-indulgence earn and save enough to take care of his future.

Speaking more directly to young men (and any man is young who comes to recognition of new ability in himself), I would emphasize that it will be your own actions and the experience and knowledge gained from them, that will mould you and make for you your place as active, responsible members of society.

Every act, small or great, will have some influence on your future; it will have its part in the formation of your character. Be careful, therefore, that each act is a rightful act, and one that will be part in the formation, for you, of a good and worthy character and reputation.

A permanent or desirable reputation is slow in coming, but once gained, while it may be temporarily obscured by misunderstanding, or misconstruction, or mistaken knowledge of your acts, no thoroughly good reputation, based on character and on actions which have been guided by correct principles, can ever be permanently destroyed except by yourself.

As you go through life you will need the assistance, credit, and the confidence of your fellow men. Credit and confidence are based on reputation and on the cumulative influences of your acts far more than upon any other asset you may have. Credit, confidence, and intelligent productive labor, together with co-operation, create prosperity, both of the individual and of the community.

Try to do whatever you undertake a little better than you have ever done it before and a little better than anyone else does it. While you cannot always succeed, the effort brings its reward through its influence on your character and the satisfaction afforded you.

No matter what you may undertake, education, forethought, and organization will help you to accomplish it better; this applies as well to your own efforts and your own labor as it does to the management and organization of the labor and effort of thousands.

Ordinary results come from ordinary methods; the great results of the world are the result of that organization and efficiency which produce more with less effort and work than can be produced by ordinary methods.

Do not undertake anything beyond your limitations, natural or acquired, and before undertaking be sure that you have a fair understanding of what you are about to undertake. Do not have overconfidence. Have just enough lack of confidence to recognize that there are some things you do not know and that you could not accomplish, and thus avoid recklessness and failure, but do not lack confidence sufficiently to kill initiative and enterprise.

Recognize and have proper deference and subservience to age, position, and larger experience.

Neither ask nor expect others to bear the expense of getting your experience and knowledge. Every man's position in this world dates back to the practically unaided efforts of the individual, and, even if part of it comes from his forbears, is only maintained and can only be maintained permanently by the individual efforts of the possessor.

Dependence upon assistance from others is apt to be like putting concentrated fertilizer on the hills of corn planted in very poor soil—it makes a splendid start but a lamentable finish. The soil in which it is planted and the preparation and cultivation make the crop.

Everything in this life worth having is dependent upon your own efforts, either in the getting or in the maintenance. Learning and experience you caannot inherit.

One word more. In business, take as your slogan: "Increase in quantity, increase in quality, and decrease in cost per unit of measure or weight."

Increase in cost increases price, decreases consumption, decreases profits.

Decrease in cost increases consumption and aggregate profits.

The great fortunes of modern times have been accumulated by increase in consumption and consequent increase in aggregate profits.

These truths or rules of guidance which I have laid down are not new or original, they are but the summary of thousands of years of experience. Individuals have varied characteristics and degrees of natural capacity and ability, but within your natural limitations your success will be measured by the completeness of your education and understanding and the thoroughness of the application of them to your daily life.

A BRAZEN OFFER TO NEWSPAPER PUBLISHERS

The following letter has been sent by The A. W. Phillips Petroleum Co., Wichita Falls, Texas, to newspaper publishers. One of them sent a copy of the letter to the National Vigilance Committee, with appropriate comments.

THE A. W. PHILLIPS PETROLEUM COMPANY

Wichita Falls, Texas.
July, 1919.

Mr. Publisher:

How would you like to take a shot at the oil game with very little actual cost to you, and make a nice little sum on the side?

Here is how! Run the accompanying advertisement, on a quarter or half page, in your paper three times during one week either on succeeding days or every other day (including once on Sunday) and take your payment in stock.

Put a line in at the bottom recommending this stock, and we will give you 15 per cent. commission on all sales made as a result of your ad.

All we ask you to do is to forward all applications at once, so certificates may be mailed without delay, and mail us copy of every edition carrying the advertisement.

Hoping to receive the first copy as soon as you can get it here, we beg to remain,

Sincerely yours,
A. W. Phillips Petroleum Co.,
By Wm. G. Hoover, Sales Manager.

P.S. If acceptable, wire rates and circulation; we will confirm ad by wire.
—Associated Advertising.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

MAYALL AUTO HEATER

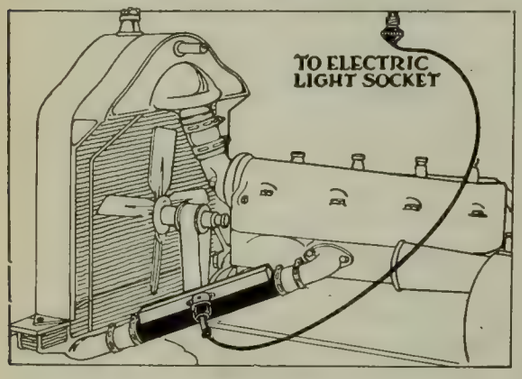
The Mayall Auto Heater now being marketed in Canada by John Miller & Son, Ltd., Montreal, is, it is indicated, a big step forward towards all-year running. The expense of the heated garage, or the unpleasant task of starting a cold motor has deterred many an enthusiast from enjoying the pleasures and convenience of year-round motoring.



Mayall Auto Heater

With the Mayall Auto Heater attached, the circulating water is warm, the engine is warm, the lubricant is not congealed, and at the first crank the motor is running.

The Mayall Auto Heater is, it is said, 100% efficient—the "Nichrome" element immersed in the circulating water transmits every unit of heat. There is no fire risk and the cost of operation in most parts of Canada is as low as $2.00 per month when in use ten hours nightly. Screws into any 110v. D.C. or A.C. electric light socket—other voltages to special order. The installation on the Ford Car is illustrated—models for other cars will be on the market later in the year. The lower Ford water pipe is replaced by the Mayall Heater and the hose connections tightened up again



Showing Installation on Ford Car

—a ten-minute job. There is no impediment to free circulation and the Mayall Heater carries a year's guarantee from date of installation.

IRON CEMENT

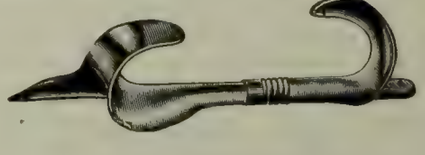
A new product, Norwesco Iron Cement, which will, it is said, permanently repair cracks, blemishes and sand holes in iron and steel castings; and leaks in radiators, boilers, steam, hot and cold water pipes; threaded joints, etc., has been placed on the market by the Northwestern Chemical Co., Marietta, Ohio. Norwesco Iron Cement is made in powder form, and manufactured, it is indicated, under strict laboratory supervision which insures a standard quality that will give the desired results. Used extensively by United States Government during the war. Norwesco Iron Cement is put up in cans of three sizes; 6 ounces, 1 pound and 5 pounds. When mixed with water, and applied according to directions, most remarkable repairs can be made at a very small expense, it is stated.



Norwesco Iron Cement

UNIVERSAL PIN

The R. F. Clark Mfg. Co., 169-173 N. Jefferson St., Chicago, Ill., have put on the market a new universal pin, No. 2700. Advantages of this new style pin, enumerated by the manufacturers, are its heavy nickel plate with much brighter finish; round handle which does not cut the fingers when gripped; more flaring edges to prevent irritation to

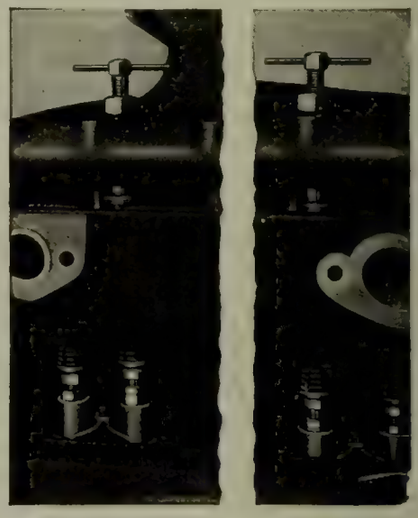


Universal Pin

any part of the hand; the front and rear brace twist on each other making an automatic flexible grip to fit any hand with comfort; rigid adjustment to any size hand which will not come loose while using. The new style pin, the manufacturer states, contains every feature of any other similar pin on the market, as well as those additional stated above.

CYLINDER HEAD LIFTERS

John Millen & Son, Ltd., Montreal, are placing on the Canadian market cylinder head lifters. These when screwed into spark plug holes, one at each end of cylinder head, makes, it is said, the removing of the head a simple matter, avoiding the crude method of prying up



Cylinder Head Lifters

with a screwdriver and spoiling the gasket.

These are sold in pairs either ⅞-18 or regular ½ in. spark plug size. The handle itself is threaded into the shell and by turning same down will, it is intimated, produce sufficient upward pressure to easily separate the head from the cylinder block.

RETAIL CLERKS, WINNIPEG, ENJOY INTERATIONAL UNION

Officers of the Retail Clerks' association of Winnipeg were elected recently. They are: President, W. Smith; vice-president, T. Cross; recording secretary, J. G. Jordon; financial secretary, Miss S. Smith; treasurer, Miss A. McQueen; warden, J. A. McDonald; executive, A. T. Clarke, Miss M. Rose, John Walker, D. Richmond. A resolution was passed supporting the Trades and Labor Council and international affiliation. The local, shattered as a result of the general strike, is now fully organized, its officers say.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

REVISIONS have been made in some quarters on galvanized and black steel sheets, resulting in an advance in both of these commodities. Steel plate is just the reverse, having shown a slight decline. The market is firm at present levels, which are in the form more of a readjustment than otherwise.

Boiler tubes, seamless, show an advance ranging from 5 to 7½%, with lapweld tubes in some sizes similarly affected. These changes, it is indicated, bring prices more in line with latest prices issued by the manufacturers.

A somewhat lower level of prices has been established on both electric weld and fire weld chain this week. Another important change is that recorded on iron rivets which show an advance in new discounts issued over former levels, approximately 10%.

Prices on window glass show a decline in new discounts issued of about 7½%. This is true of both single and double diamond glass with the exception of the first three brackets of single on which the list shows an advance which offsets change in discount very largely.

Linseed oil becomes scarcer every week. Crushers are pretty well loaded up with business and cannot handle the orders offering. This does not mean that volume of orders is exceptionally heavy, but rather that shortage of seed is becoming acute. No relief is looked for before another month or six weeks passes and new crop seed is available. Prices show a slight advance this week.

Turpentine has reacted from the high level reached last week and is now being quoted at figures showing a decline of 10c per gallon. This is in line with downward move shown in markets to the south. Resumption of overseas buying of turpentine may mean higher prices again as stocks are just about at level of domestic requirements.

MONTREAL MARKETS

MONTREAL, Sept. 11—Price changes for the week are those of an advance for soldering irons and one for scales. Drawer pulls are also higher and all iron and tinned rivets are advanced through a change of the discount. Various chest, trunk, suitcase, wardrobe and other locks are also marked up to the extent of about 20 per cent. Winchester and Remington shotguns, rifles, carbines and parts are marked higher. Scythes are up 75c per doz., net. An increase of one cent per gallon is in effect for coal oil of various grades. Copper, in the ingot, is weaker and is quoted down half a cent. Tin is very firm and spelter is higher to ten cents per pound.

The state of trade in Montreal is excellent, orders from the country being particularly frequent and the total tonnage going out every week is considered gratifying. Some difficulty is experienced in getting various goods promptly.

Locks and Keys Up; Rifles and Guns, Too

Montreal.

LOCKS, GUNS, RIFLES.—Increased prices are effective for locks of Eagle Lock Co.'s manufacture. The advance runs from 10 per cent. to 15 per cent., and applies to cabinet, chest, box, drawer, wardrobe, suit case and trunk locks, etc. Cut keys and key blanks are likewise affected by a similar discount. Winchester rifles, carbines and shotguns are higher in price, the new discount now amounting to 27½ per cent. on list or an increase of 10 per cent. Remington rifles, shotguns and parts are also advanced. The increase brings the present advance over list to 50 per cent.

Soldering Irons Up; Scales Higher, Too

Montreal.

SOLDERING IRONS, SCALES.—Regular styles of soldering coppers are now being sold on the basis of 55c per pound. This increase is due, of course, to the recent advances made for ingot copper. Scales of New Warren make are now selling on a new discount basis, this being 20 per cent. to the hardware trade.

Drawer Pulls Are Up; Small Rivets Higher

Montreal.

DRAWER PULLS, RIVETS. — Increased prices are in effect for drawer pulls of the American Ring Co.'s manufacture. The increase is approximately 20 per cent. Iron rivets, black, tinned, etc., are also advanced through a change of discount from 40 and 5 per cent. to 37½ per cent.

Scythes Marked Up 75c; Snaths Sell 10% Off

Montreal.

SNATHS AND SCYTHES.—The discount on snaths is now quoted 10 per cent. from list. Scythes for next season are being booked at an advance of 75c per dozen net.

Soft Fibres Firm; Rope Slow Mover

Montreal.

ROPE AND CORDAGE.—The trade is not buying heavily of rope just now and the movement is confined to actual requirements for present needs. Soft fibres continue to maintain a strong undertone. Manila fibre is steady, while sisal is somewhat unsettled, but there is no change of price. The basis for pure manila holds at 32 cents per pound;

British or beaver manila, 28 cents, and sisal 25 cents.

Heaters Move Out; Fall Lines Active

Montreal.

STOVES, RANGES, WARES.—With the near approach of colder weather the manufacturers are sending forward booked orders of heaters and other kindred lines. There has been no change in the price basis but a firmness characterizes the market and steel basic materials, in particular, are very high in price. Stove pipes and boards, coal hods, wash tubs, pails and such lines are steadily firm with a seasonably good movement to the trade.

One Cent Advance In Coal Oil Basis

Montreal.

OIL AND GASOLINE.—The feature of the week in coal oil is an increase in the price of 1 cent per gallon. This makes the range 22 to 25 cents per gallon, Royalite grade selling at the lower price and Palacine and Electroline at 25 cents. The gasoline movement is fair and the basis holds unchanged at 33 cents per gallon.

Big Country Orders Take Iron and Steel

Montreal

IRON AND STEEL.—An active movement of steel and iron bars continues and this is particularly manifest from the country store sources. The price basis is steadily held without change, and various sizes and grades are selling at the following prices:

Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 22
Black Diamond tool steel, per lb.	0 22
Black Diamond cast steel, lb.	0 22
Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75

Wire Nails Sellers; Pipe Moves Freely

Montreal.

WIRE NAILS, PIPE.—There has been a steady demand for wire nails and the movement to the country trade is especially active. The price basis is unchanged for both cut and wire nails at $4.75 per keg. The sale for wire has been fairly good, seasonably speaking, and the prices are without change, smooth wire, gauges 0-9, selling still at $5 base. There is an excellent demand for wrought pipe, and one jobber reports difficulty in procuring needed supplies.

Some Say Shortage Certain Gauges Iron

Montreal.

SHEETS AND PLATES.—A good movement of galvanized and black sheets is reported, and one jobber states that there has been some difficulty in maintaining a stock of the lighter gauges. The tone is, if anything, somewhat firmer. Advances have, as a matter of fact, been suggested by United States makers. It is felt that increases at the present time, if made by the makers, would but increase the demands made by labor for increased wages.

BLACK SHEETS—	**Per 100 lbs.**	
10 gauge	$5 50	$6 25
12 gauge	5 55	6 20
14 gauge	5 60	6 35
16 gauge	5 70	6 50
18-20 gauge	....	6 35
22-24 gauge	....	6 40
26 gauge	6 45	6 50
28 gauge	6 75	7 00
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	$8 65	$9 25
28 gauge	8 30	8 85
26 gauge	....	8 50
22 and 24 gauge	7 70	8 35
20 gauge	7 50	8 35
18 gauge	7 50	8 35
16 gauge	7 30	8 00
English Standard—		
28 gauge	....	8 35
26 gauge	....	8 10
24 gauge	....	7 40
22 gauge	....	7 30
18 and 20 gauge	....	7 00

NOTE——These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Manufactured Lead Products Selling

Montreal.

LEAD PRODUCTS.—In view of the fact that considerable repair work is undertaken at this season of the year there has been a fair trade for manufactured lead products. The basis holds steady and firm with no actual price changes reported in this market. Solder is steady.

Lead pipe	....	0 12½
Lead waste	....	0 13½
Note.—Lead pipe is subject to a discount of 10%.		
Lead traps and bends	....	15%
Lead wool, lb.	....	0 13
Lead sheets, 3 to 3½ lbs., sq., ft., lb.	....	0 12½
Lead sheets, 4 to 8 lbs., sq. ft.	....	0 09½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	....	0 37
Solder, strictly, lb.	....	0 32½
Strictly, commercial, lb.	....	0 31½
Solder, wiping, lb.	....	0 29½
Solder wire (8 gauge)—		
40|60	....	0 36
45-55	....	0 38¾
50-50	....	0 41¼
Zinc sheets, casks	....	0 17
Do., broken lots	....	0 18

Makers Halt Buying Of Old Materials

Montreal.

OLD MATERIAL. — Manufacturers, the old material dealers claim, are purchasing in decidedly small quantities. This makes for an accumulation of tonnage in the hands of the different dealers and the condition is rather that of a waiting one. No price changes are made for the week and the following quotations obtain here:

Dealers' Buying Prices—		
Pipe scrap, ton	....	8 00
Stove plate, ton	14 00	15 00
No. 2 busheling	7 00	8 00
Old rubbers, boots and shoes	0 07	0 08
Overshoes, lumbermen's rubber		

BRIEFS FROM THE WEEK'S MARKETS

One usually has to reach for a hat and coat hook. They are higher—in price—this week by 10c gross.

* * * *

Iron rivets and burrs are now quoted at a discount of 37½%, an advance from former levels with prices determined from a discount of 40 and 5%.

* * * *

Mirrors have registered a further increase in price. The question is: "How will many people 'face' such a move?"

* * * *

A decline has been registered in both fire-weld and electric-weld chain this week.

* * * *

Sheathing is reported very scarce and an advance in price seems possible. Higher prices on some of the better grades of roofing are talked of also.

* * * *

There is said to be a famine in ½-inch galvanized pipe. Shortage of skelp is the reason given and it will be a couple of weeks before manufacturers will be able to supply.

* * * *

Molasses gates show an advance in new prices issued this week.

* * * *

Barb wire is up 15c a spool in Winnipeg following higher prices named in United States markets.

* * * *

Window glass has undergone a revision downward, the discount now being 30%. The list on the first three breaks of Star Glass has advanced but other sizes and double diamond are unchanged.

* * * *

Scales show an advance in price this week.

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Remington shotguns, rifles, carbines, etc., are marked up; Winchester lines are also higher.

* * * *

Soldering coppers have registered an advance this week.

boots	....	0 05
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	....	0 03½
Automobile tires	....	0 04
Yellow brass	0 09	0 10
Red brass	0 15	0 16
Light brass	0 07½	0 08½
Scrap zinc	0 05½	0 06
Light copper	....	0 15
Heavy copper	0 17	0 18
Wrought iron, No. 1, per gr. ton	....	15 00
Malleable scrap (ton)	....	15 00

Copper Little Weaker; Spelter Up; Tin Firm

Montreal.

INGOT METALS.—Copper is a little weaker and tin very firm. Spelter is also firmer with a slight advance to 10c per pound. There is not a heavy movement in any line.

COPPER.—Buying at the present price levels is not active and the tendencies have been weaker. At present the basic prices here are half a cent less at 25½c per pound.

TIN.—Shipments of English tin have been arriving as required, and while there is no quotable change the basis is firm at 61c per pound.

SPELTER.—Some strength has developed this week in the local market and prices are marked up one-quarter cent to 10c per pound.

ANTIMONY.—Ten cents per pound is still being quoted for this. The sales are rather light.

LEAD.—At 7¼c per pound the market is fairly steady. The United States market is firm at present.

ALUMINUM.—Absolutely no change in the basis and the movement is very light at 35c per pound.

PIG IRON.—Some sale obtains for this and the price holds at $50 per ton.

TORONTO MARKETS

TORONTO, September 11 — Higher prices continue to mark the position of some lines, among these affected this week being boiler tubes, iron rivets and burrs, galvanized and black sheets with the tendency in bars upward. Chain has been revised downward and steel plate is slightly easier. Some lines of pliers, boring machines, augers, car bits have shown an advance and the tendency is upward on sheathing, roofing, and brooms.

Iron Rivets and Burrs Show Advance

Toronto

IRON RIVETS AND BURRS.—An advance is shown in iron rivets and burrs in the new discount issued this week and effective from September 8. The present discount from standard list on iron rivets and burrs is 37½ per cent., which replaces a former discount of 40 and 5 per cent.

Pliers Higher; Hat and Coat Hooks Too

Toronto

PLIERS, HAT AND COAT HOOKS.—An advance in some lines of pliers is reported this week, amounting to from 7½ to 10 per cent. The lines affected include fence, pipe cutting, etc.

Higher prices are effective in some quarters on coppered wire hat and coat hooks, 3 inch. These have advanced 10c per gross to $1.15.

Tin Roofing Caps Sell at 10½c

Toronto.

TIN ROOFING CAPS.—Quotations have been revised on tin roofing caps in some quarters and the price named to the trade is now 10½c per pound.

Boring Machines, Augers, Car Bits Up

Toronto.

BORING MACHINES, AUGERS, ETC.—A general advance has been recorded in the various lines manufactured by the Snell Mfg. Co. These goods embrace such items as boring machines, boring machine augers, car bits, eye augers, ship augers, etc.

Chain Prices Show a Decline

Toronto.

CHAIN.—A decline is shown in new prices named in some quarters this week on electric weld and fire weld proof coil chain. The quotations which now prevail are being shown as follows:

Electric Weld Proof Coil Chain: ¾ inch, $9.30 per 100 pounds; ⅝ inch, $9.50; ½ inch, $9.75; 7-16 inch, $9.70; ⅜ inch, $10.00; 5-16 inch, $11.00; ¼ inch, $13.00.

Fire Weld "B" or Proof Coil Chain: 1 inch, $9.10 per 100 pounds; ⅞ inch, $9.20; ¾ inch, $9.30; ⅝ inch, $9.50; ½ inch, $9.75; 7-16 inch, $9.80; ⅜ inch $10; 5-16 inch, $11; ¼ inch, $13.

Fire Weld "BBB" Chain: 1 inch, $10.-50 per 100 pounds; ⅞ inch, $10.80; ¾ inch, $11.10; ⅝ inch, $11.65; ½ inch, $11 90; ⅜ inch, $12.25.

Sheathing, Roofing Revealing Strength

Toronto.

SHEATHING, ROOFING.—Manufacturers report market situation in sheathing as one of decided strength. Materials are very scarce and an advance in price seems the logical outcome of the present conditions.

The continued high prices of felt and the fact that it is none too plentiful are factors which it is thought may affect the better grades of roofing. Competitive grades will, it is thought, hold their present level, but an advance in first grades looks probable.

Higher Broom Prices a Prospect

Toronto

BROOMS.—There is some talk of an advance being made in prices applying on brooms. Whether this will actually take place is still questionable, but tendency seems to be that way.

Stoves Selling; Wares Go Forward

Toronto.

STOVES, WARES.—A very good movement of stoves continues to be manifest and manufacturers generally appear to be quite satisfied with volume of business being done. Prices are holding at very firm levels with no change recorded as yet.

An active trade is shown in all lines of wares with the markets remaining firm, but unchanged. Stove pipe, elbows, stove boards and kindred lines are moving forward freely along with other fall and winter lines.

Coal Oil Holds at Advance; Gasoline

Toronto.

OILS, GASOLINE.—No further change has been made in coal oil, prices ruling at the advance made in figures last week and range from 21½c per gallon to 24½c per gallon, according to grade. Gasoline shows no change in price, 32c per gallon being figure quoted, with sales of same holding at high average.

Cordage Rules at Unchanged Levels

Montreal.

CORDAGE.—The sign "no change" still hangs out over the market in rope. Business is only fairly good and prices remain at the following unchanged figures. Pure manila 32c per pound, base; Beaver or British manila, 28c; New Zealand hemp, 28c; sisal, 25c; sisal lath yarn, 25c per pound, base.

Nails Moving Very Well; Wire Selling

Toronto.

NAILS, WIRE.—There is a very good movement of nails recorded and prices are holding at firm levels. Quotations on the wire nails are made at $4.70 per 100 pounds base, and the cut nails at $4.75, unchanged figures.

Wire is going forward in fairly liberal quantities with prices holding steady. Smooth steel wire, base, is still $5.00 per 100 pounds.

Strong Market in Steel and Iron Bars

Toronto.

IRON AND STEEL BARS.—There is a feeling of more confidence in the

steel market, as there seems to be no likelihood of a strike at the mills for the present at least. A week or so ago the Canadian selling agents of some of the U.S. mills seemed to be certain that there would be trouble. Some of the warehouses here were none too well fixed for material, and prospects of a strike, or of a holdup of material were not pleasing. Warehouses in several cases are buying heavily at present, preferring to get their stock in good shape while they can do so, and before there is any tie-up of the transportation system. It cannot be said that they are looking for increased prices, although bars do look as though they would not stay long at present figures, one Canadian mill already having announced an increase of $2 per ton.

Common bar steel	$4 00	$4 25
Common bar iron	4 00	4 25
Angle base	4 25	4 50
Horseshoe iron	4 50	4 75
Tire steel	4 45	4 70
Mild steel	4 25	4 50
Norway iron	11 50	15 00
Toe caulk iron	5 15	5 45
Sleigh shoe steel	4 25	4 50
Band steel	4 00	4 25
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45

Boiler Tubes Show Advance; Wrought Pipe

Toronto.

WROUGHT PIPE, BOILER TUBES. An advance amounting to about 7½ per cent. has been made in seamless boiler tubes and 1¾ inch, 3 inch, 3¼ inch, 3½ inch and 4 inch lapweld tubes are up about 5 per cent. Prices to-day are, it is indicated, more in line with the market on the other side. Quotations in effect are given below.

Wrought pipe maintains an unchanged position as regards prices, those shown in current market quotations being firmly held. The shortage of skelp reported in these columns two weeks ago has developed to a point where a famine is said to exist in ½ inch galvanized pipe with manufacturers claiming it will be two weeks before further supplies are released. Other sizes are still available.

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1 inch	$27 00	.....
1¼ inch	29 00	.....
1½ inch	29 50	.....
1¾ inch	32 00	$27 00
2 inch	31 00	26 00
2¼ inch	35 00	28 00
2½ inch	43 00	32 00
3 inch	48 00	40 00
3¼ inch	.....	47 00
3½ inch	60 00	44 00
4 inch	75 00	56 00

Advance Recorded in Sheets; Plates Down

Toronto.

SHEETS, PLATES.—An advance has been recorded in some quarters in both black and galvanized sheets, and the tendency seems to be towards the slightly higher level. The range of prices on galvanized is still the same, with indications that the $8.00 figure for 10¾ oz., 30 inch width, will be general in another week or so. Black sheets, which have been down considerably in some quarters in an effort to reduce stocks to a more workable basis are readjusted to a higher basis of quoting, as shown in figures below. Plate has been revised downward, ¼ inch and heavier being quoted at $4.25 per 100 pounds.

BLACK SHEETS—		
14 gauge	4 75	5 10
16 gauge	4 85	5 20
18-20 gauge	5 70	....
22-24 gauge	5 75	....
26 gauge	5 80	....
28 gauge	5 90	....
3-16 inch plate	4 75	6 25
¼-inch boiler plate	4 25	5 80

Prices shown are for full cases. An extra charge of from 25c per 1$$ lbs. is made for less than case lots.

GALVANIZED SHEETS.			
10¾ oz.	$7 80	$8 00	$8 10
U.S. 28	7 40	7 60	7 70
U.S. 26	7 10	7 30	7 40
22 and 24	6 95	7 15	7 25
18 and 20	6 80	7 00	7 10
16	6 65	6 85	6 95
12 and 14	6 50	6 70	6 80

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than

Scrap Markets Still Rather Quiet

Toronto.

OLD MATERIALS.—Business is fairly good in the scrap metal market, and this is about all that can be said for it. The larger dealers are shipping to the United States market, but only on contract, and no new business is being taken on for the present. In some places slight increases have been shown in line with tendencies outlined in these columns last week.

Copper continues to be fairly strong. There is quite an amount of copper turnings yet in this country, the property of the United States Ordnance Department. A certain part of this has been disposed of, but sales have not been made against the entire holdings. As far as the shell steel scrap is concerned, the market has been cleared out, as all that the United States Government had stored here has been sold or removed, while that of the British Government has in a large measure been shipped back to Britain.

Dealers' Buying Prices—		
Tea lead	....	0 03½
Heavy lead pipe	....	0 05¼
Pipe scrap	....	6 00
Stove plate, per ton	....	13 00
No. 2 busheling	....	11 00
Yellow brass	....	0 09
Red Brass	....	0 16¾
Light brass	....	0 07
Scrap zinc	....	0 06
Heavy copper	....	0 18
Wrought iron, No. 1, per gr. ton	....	14 00
No. 1 machinery cast	....	18 00
Heavy melting steel	....	13 50
Old rubbers, boots and shoes	....	0 07
Overseas, lumbermen's rubber boots	....	0 04½
Bicycle tires	....	0 02½
Automobile tires	....	0 03¾

Corrugated Sheets Selling Very Well

Toronto

CORRUGATED SHEETS.—A very good demand is being experienced for corrugated sheets as well as much other kindred manufactured materials, with gratifying results to the manufacturers. Prices are holding firm, but no change is looked for in present scale of quotations, which follow:

Corrugated Sheets—	Gal'zed Per 100 Square	Painted Feet
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Steady Trade in Lead Products at Firm Prices

Toronto.

LEAD AND ZINC PRODUCTS.—Manufacturers report business coming along nicely with a decidedly firm undertone to the market on solder, due to advances recorded in the price of tin. No changes have yet occurred, however. Lead products are holding unchanged with a good demand in evidence.

Lead pipe, list, per lb.	....	$0 12½
Lead waste pipe, list, per lb.	....	0 13½
Do., over 8 inches, list, per lb.	....	0 14½
Above subject to discount of 10%.		
Lead traps and bends	....	15%
Lead wool, lb.	0 11	0 12½
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 12	0 13

Cut sheets ½ to ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	$0 35½	$0 38
Solder, strictly, lb.	0 34½	0 37
Solder, commercial, lb.	0 32½	0 35
Solder, wiping, lb.	0 31½	0 34
Solder, wire, lb.	0 35½	0 41
Zinc sheets, per lb.	....	0 17

Tin Goes Still Higher; Others Steady

Toronto.

INGOT METALS.—Higher prices are again the order of the day in some quarters on tin, with other metals showing an unchanged market, though spelter is weak. The demand for all lines is generally good.

COPPER.—There has been just a little doubt as to the course of copper during the past few days, it being held that it was at its peak and was likely to recede. The trade here is not disturbed, This being quoted at 27c per pound with a somewhat steadier feeling apparent.

TIN.—An upward move is again revealed in some quarters on tin, prices showing a wider range as a result at 62c to 65c per pound. Supplies are ample and the demand considered satisfactory.

SPELTER.—Weakness is showing up in this metal, but no actual change in price is shown here, 10c per pound being the figure generally prevailing.

LEAD.—The demand for lead is considered very good and the market is ruling firm at unchanged levels. Some factors have made a slight advance in quotations, but this has not extended to the local field.

ANTIMONY.—A brisk demand is reported which serves to keep the market firm. Supplies, though ample, are not superfluous. The price ranges from 10c to 11c per pound.

ALUMINUM.—New features are lacking in regard to this metal. Sales are coming along pretty fair and price shows no change at 35c per pound.

LONDON MARKETS

LONDON, Ont., Sept. 11—The markets remain decidedly firm with higher prices being recorded in shellac, molasses gates, wood dash churns, rifles, shotguns and mirrors. A decline has been registered in window glass. Hardware business here continues brisk. All the stores report their sales heavy and compare very favorably with the same season other years.

The Western Fair is on here this week and many out-of-town merchants are visiting London. Several local hardware stores have splendid exhibits at the Exhibition Grounds and have also put in special window displays for the week. Collections are good.

Cyclone Seeders Higher For Spring

London, Ont.

CYCLONE SEEDERS.—Spring booking orders are now being solicited on the Eureka Cyclone seeders. These show an advance over prices which have been in effect during the past season, quotations now being made at $17 per dozen.

Supply Disinfectant In All Sizes Now

London, Ont.

DISINFECTANT.—Jobbers, it is indicated, are now in a position to supply all sizes of Zenoleum disinfectant, and this line is moving forward quite freely. Prices quoted to-day are as follows: 30c size, $2.50 per dozen; 60c, $5; $1.10, $9; $1.75, $15.

Booking Orders For Screen Wire Cloth

London, Ont.

SCREEN WIRE CLOTH.—The price remains the same as last year on screen wire cloth for spring booking orders, which are now being solicited by the jobbers. The quotations are confirmed as follows: Painted black, 100-ft. rolls, $3.25 per 100 sq. ft.; 50-ft. rolls, $3.30.

Activity Noted In Coaster Wagons

London, Ont.

COASTER WAGONS.—Auto wheel coasters are moving forward freely at the new prices established about one month ago. The new list prices, which are subject to a discount of 35 per cent., are as follows: No. 00, $40.50 per dozen; No. 01, $79.70; No. 1, $96.15; No 2, $106.25; No. 3, $117.65; No. 4, $134.10. The net prices figured from the foregoing lists at a discount of 35 per cent., are as follows: No. 00, $26.33 per dozen; No. 01, $51.81; No. 1, $62.50; No. 2, $69.07; No. 3, $76.48; No. 4, $87.17.

Wood Dash Churns Register Advance

London, Ont.

WOOD DASH CHURNS.—New prices have been established on wood dash churns this week which provide for an advance over figures formerly in effect. The present list of quotations is as follows: No. 0 x 4 gal., $24.75 per dozen; No. 1 x 5 gal., $25.50; No. 2 x 7 gal., $26.75; No 3 x 10 gal., $27.50

Shipping Snow Shovels, Ash Sifters

London, Ont.

SNOW SHOVELS, ASH SIFTERS.—Snow shovel orders are now being shipped out at prices which have been ruling for some time past. The range of prices follows: Prince, No. 20, $7.88 per dozen; Queen, No. 30, $8.75 per dozen; King, No. 40, $10.50 per dozen; Moose, No. 50, $13.13 per dozen. Furnace scoops are also being shipped, prices for long and D handles being $8.75 per doz. Ash sifters are also selling quite freely at following quotations: Common wood side, $3 per dozen; Banner, $3.20 each; No. 1 Rocker, $4.75 each.

Rifles and Shot Guns Up Again

London, Ont.

RIFLES, SHOT GUNS.—Higher prices have again been named on Winchester rifles and shot guns, the new quotations being determined by adding 27½ per cent. to list. Loaded shells are selling very freely with prices firm and unchanged as follows: Dominion, black powder, add 10 per cent. to list; smokeless powder, net list.

Lanterns Moving; Stove Boards Sell

London, Ont.

LANTERNS, STOVE BOARDS.—The shorter days are bringing about a bigger sale of lanterns. The tin lanterns, both long and short pattern, plain, remain at an unchanged price of $12.50 per dozen. Stove boards, wood lined, are moving out at 30 and 5 per cent., and paper lined at 40 and 5 per cent., unchanged discounts. Kindred lines such as stove pipe and elbows are also active.

Mirrors Reach Higher Levels

London, Ont.

MIRRORS.—Higher prices have been named on framed shock mirrors this week, the new quotations on the common white frame being as follows: No. 2401 x 5 in. x 7 in., $3.25 per dozen; 6 in x 9 in., $4; 7 in. x 9 in., $4.50; 8 in.. x 10 in., $5.25; 9 in. x 12 in., $6.50; 10 in. x 14 in., $8.50.

Molasses Gates Up; Pliers Available

London, Ont.

MOLASSES GATES, PLIERS.—An advance is shown this week in molasses gates, the new prices being: No. 1, $5.25 per dozen; No. 2, $6; No. 3, $6.95; No. 4, $7.50. Whitman & Barnes fence pliers are now being offered for sale, the price being for the 10-inch, $10 per dozen.

Brisk Sales of Nails Reported

London, Ont.

NAILS.—A brisk sale of wire nails is reported with the supply very limited locally at present. Price shows no change at $4.70 per 100 pounds base. Cut nails are active and firm at $4.75 per 100 pounds base; large head American roofing nails are enjoying a good sale, too, in line with the above. Prices are well maintained; $8.50 per 10 pounds in kegs, and $9 per 100 pounds in 25-pound boxes.

Shellac Up Again; Short Supply

London, Ont.

SHELLAC.—Shellac jumps in price again this week with the supply very limited. The new quotations are as follows: Orange, 1 gals., $6.90 per gallon; ½ gals., $7.10 per gallon; ¼ gals., $7.30 per gallon; pints, $11.45 per dozen; ½ pints, $6.10 per dozen; ¼ pints, $3.45 per dozen; ⅛ pints, $2.20 per dozen. White, 1 gals., $7.40 per gallon; ½ gals., $7.60 per gallon; ¼ gals., $7.80 per gallon; pints, $12.15 per doz.; ½ pints, $6.45 per dozen; ¼ pints, $3 65 per dozen; ⅛ pints, $2.30 per dozen.

Turpentine Shows a Ten-Cent Decline

London, Ont.

TURPENTINE.—The market rules at firm levels. Prices in Southern markets show a recession which has resulted in a decline to their present level. This is as follows: 1 bbl. lots, $2.45 Imp. gal.; 2 to 4 bbl. lots, $2.44; 5 gal. lots, $2.55.

Decline in Glass; Lead in Oil Firm

London, Ont.

GLASS, WHITE LEAD IN OIL.—A decline has been recorded this week in the price of window glass. New lists have been established on single glass in the first three makes, but otherwise list is unchanged. The new discount on both single and double diamond glass is 30 per cent. There has been no change in the price of white lead in oil, and a good seasonable demand is apparent. The price of pure white lead in oil in ton lots is $16.35 per 100 pounds, and in less than tons, $16.70.

Linseed Oil Shows An Advance

London, Ont.

LINSEED OIL.—There is a fair sale of linseed oil at present though dealers are restricting their purchases to immediate requirements. An advance in price is shown though flax seed prices have declined considerably. Quotations are: 1 to 2 bbls., raw, $3.27, boiled, $3.28 per gallon; 3 to 5 bbls, raw, $3.24, boiled, $3.25; 6 to 9 bbls. raw, $3.22, boiled $3.25. Less than barrels, add 10c gallon.

WINNIPEG MARKETS

WINNIPEG, September 11—Price changes during the past week show some lines of interest to the hardware dealers. The advance in barb wire and a slight revision in Rie Nie products and carborundum oil stones are noted. Markets in general remain very firm with a tendency in many lines toward advances and the next 30 days will no doubt see many changes in staple lines of hardware.

Business in all lines is reported good and particularly in axes, snow shovels, stoves, elbows, pipe, etc., which are moving very freely, while a good demand is reported in all general lines.

Barb Wire Goes Up 15c Spool

Winnipeg.

BARB WIRE.—Following the recent advance of $5.00 per ton, made by American mills on all wire products, new prices are now effective on barb wire, which shows an increase of 15c per spool on all styles. To-day's selling prices on the different styles are as follows: Lyman 4 point, $5.15 spool, Winnipeg basis; Glidden 2 point, $4.95; Baker 2 point, $4.85.

Ten Per Cent. Advance in Oil Stones

Winnipeg.

OIL STONES.—Prices on carborundum stones have advanced approximately 10 per cent. during the week, due to further advances in the cost of manufacture, and are now selling at the following figures: No. 108, $1.70; No. 109, $1.20; No. 110, $1.45; No. 111, 95c; No. 112, 75c; No. 115, $1.45; No. 116, $1.45; No. 118, $1.20; No. 119, $1.20; No. 121, 95c; No. 122, 95c; No. 124, 80c; No. 125, 80c; No. 133, $1.20; No. 134, $1.20 each.

Cement, Grinding Compound, Etc., Down

Winnipeg.

CEMENT, GRINDING COMPOUND, ETC.—A general revision in prices has just been announced covering Rie Nie products, which show a general reduction, based on new costs of production at the Canadian branch. To-day's selling prices are as follows, on a few of the more familiar lines:

Cement and rubber filler, 63c each.
Patching cement Tubes, 70c dozen; ¼ pints, 18c each.
Vulcanizing Cement—¼ pints, 18c; ½ pints, 28c; 1 pint, 45c; 1 quart, 88c; 1 gal., $3.35 each.
Radiator Cement—½ pints, 45c each.
Grinding Compound—Duplex, 23c; shop size, 52c each.
Radiator Compound, 30c each.
Mohair Dressing—1 pint, 70c; 1 quart, $1.25; ½ gallon, $2.10 each.

	¼ pts.	½ pts.	Pints.
Air Drying Black Enamel, each.	32c	53c	88c
Air Drying Grey Enamel, each..	35c	60c	$1.05
Cylinder Black Enamel, each...	32c	53c	88c
Cylinder Grey Enamel, each....	35c	60c	$1.05

Rubber Patches—Small size, 30c box; large size, 60c box.

Linseed Oil Declines 10c Gallon

Winnipeg.

LINSEED OIL.—Prices on linseed oil show a reduction during the week of 10c per gallon, due to lower prices now ruling on flax seed, making to-day's ruling prices as follows: Raw linseed oil in barrel lots, $3.00 gallon; boiled linseed oil in barrel lots, $3.03 gallon.

Prices Named on Harvest Tools

Winnipeg.

HARVEST TOOLS.—Discounts on harvest tools, which were given in last week's issue, are confirmed at 17½ per cent. off the manufacturers' list, and net prices on the various lines are as follows:

Feeder Forks—No. 41½, $10.95 dozen.
Hay Forks—No. 40, $9.40; No. 41, $10.70; No. 50, $11.35; No. 51, $12.80 dozen.
Barley Forks—No. 77, $19.00; No. 79, $20.45; No. 80, $21.65; No. 83, $25.20; No. 84, $26.80; No. 80¼, $20.00; No. 80½, $21.45 dozen.
Barn Forks No. 118, $17.30; No. 122, $21.65; No. 222, $20.35 dozen.
Chaff Forks—No. 92, $27.50; No. 93, $28.65 doz.
Manure Forks—No. 97, $12.35; No. 98, $13.80; No. 107, $18.15; No. 108, $19.60; No. 112, $20.60; No. 113, $22.05; No. 95, $11.35; No. 96, $12.80; No. 105, $17.30; No. 106, $18.75; No. 110, $19.80; No. 111, $21.25 dozen.
Straw Forks—No. 68, $12.50; No. 69, $14.85; No. 70, $16.25 dozen.
Field Hoes—No. 155, $8.25; No. 157, $7.40; No. 170, $6.00; No. 172, $4.75 dozen.
Garden Rakes—No. 271, $7.25; No. 272, $7.75; No. 273, $8.25; No. 251, $10.70; No. 252, $11.65; No. 253, $12.55; No. 281, $5.55; No. 282, $6.00; No 283, $6.50 dozen.

Prices on Valves and Fittings Figured Out

Winnipeg.

VALVES, FITTINGS. — Net prices have just been figured on valves and fittings, discounts on which were given in last week's issue of HARDWARE AND METAL, to-day's ruling prices being as follows:

Bushings—Black: ¼ in., 4c; ⅜ in., 4c; ½ in., 4c; ¾ in., 4½c; 1 in., 5½c; 1¼ in., 6½c; 1½ in., 8c each; galvanized, 7½c; ½ in., 7½c; ¾ in., 9c; 1 in., 11½c; 1¼ in., 13c; 1½ in., 17c each.
Caps—Black: ¼ in. 2c; ⅜ in., 2½c; ½ in., 5c; ¾ in., 6c; 1 in., 11c; 1¼ in., 11c; 1½ in., 13c ea.
Reducing Couplings—¼ to ⅛ in., 5½c.; ⅜ to ¼ in., 4c; ½ to ⅜ in., 5½c; ¾ to ½ in., 8c; 1 to ½ in., 13c; 1 to ¾ in., 14c; 1¼ to 1 in., 12c; 1½ to 1¼ in., 18c; 2 to 1½ in., 25c each.
Black Crosses—⅜ in., 8c; ½ in., 12c; ¾ in., 18c; 1 in., 36c; 1¼ in., 38c; 1½ in., 42c each.
Black Elbows—⅜ in., 5c; ½ in., 7c; ¾ in., 7c; 1 in., 12c; 1¼ in., 20c; 1½ inch, 25c; 2 in., 38c each.
Galvanized Elbows—⅜ in., 7c; ½ in., 10c; ¾ in., 12c; 1 in., 19c; 1¼ in., 33c; 1½ in., 40c; 2 in., 62c each.
Black Locknuts—⅜ in., 2c; ½ in., 2½c; ¾ in., 4c; 1 in., 6½c; 1¼ in., 8½c; 1½ in., 9c; 2 in., 9½c each.
Galvanized Locknuts—⅜ in., 2½c; ½ in., 4c; ¾ in., 6½c; 1 in., 8½c; 1¼ in., 12c; 1½ in., 12c; 2 in., 13½c each.
Black Plugs—⅛ in., ¼ in., ⅜ in., ½ in., 2c; ¾ in., 3c; 1 in., 4c; 1¼ in., 5c; 1½ in., 6½c each.
Black Unions—¼ in., 13c; ⅜ in., 14c; ½ in., 16c; ¾ in., 19c; 1 in., 24c; 1¼ in., 33c; 1½ in., 41c; 2 in., 53c each.
Galvanized Unions—¼ in., 19c; ⅜ in., 21c; ½ in., 24c; ¾ in., 28c; 1 in., 35c; 1¼ in., 49c; 1½ in., 63c; 2 in., 81c each.
Standard Angle Valves—¼ in., 69c; ⅜ in., 73c; ½ in., 95c; ¾ in., $1.20; 1 in., $1.71; 1¼ in., $2.40; 1½ in., $3.33; 2 in., $5.05 each.
Standard Globe Valves—¼ in., 69c; ⅜ in., 73c; ½ in., 95c; ¾ in., $1.20; 1 in., $1.71; 1¼ in., $2.40; 1½ in., $3.33; 2 in., $5.05 each.
Standard Horizontal Check—¼ in., 62c; ⅜ in., 67c; ½ in., 86c; ¾ in., $1.10; 1 in., $1.55; 1¼ in., $2.15; 1½ in., $3.00 each.

Turpentine Prices Hold Without Change

Winnipeg.

TURPENTINE.—Turpentine prices show no change during the week, holding firm at former quotations with no immediate prospect for lower prices, as producers are having calls for large quantities for export. To-day's market prices are confirmed as follows: Barrel lots, $2.70 gallon; half barrels, $2.73 gallon; 5 gallon lots, $2.75 gallon; 1 gallon lots, $2.75 gallon, plus the usual extras for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., Sept. 11.—The labor situation in the iron and steel industry is greatly improved. The universal opinion among manufacturers is that a general strike, such as was threatened, is out of the question. There may be sporadic outbreaks, as there have been in the past three months, but there may even be less of that than there was.

At no time was the balance of probability that there would be a strike. At Youngstown it was thought at one time to be "50-50," but Youngstown is the worst place in the country in that respect. It was there that the riots occurred at the beginning of 1916. Now the chances, taking the industry as a whole, are practically insignificant. Of course, no prediction can be made for any length of time, for there may be new developments eventually, but as to this particular strike that the labor agitators have been endeavoring to foment, it would

have occurred before this if it was going to occur at all.

There was quite a complication of events, as detailed in last report, with the strike committee seeking to arrange a conference with Judge Gary and threatening strike if the conference were not arranged, at the same time that Samuel Gompers, President of the American Federation of Labor, with his more moderate views, returned to this country, and President Wilson issued his appeal that there be a truce in labor disputes.

The outcome was that the strike committee did not call any strike. Why they did not nobody but the labor people knows. It may have been through realization that calling a strike would not produce a strike, or through Mr. Gompers refusing on general grounds to sanction a strike, or through the issuance of the President's appeal showing that a strike would be ill-timed.

After the hand seemed to be played out the strike committee continued throwing down cards. They secured, under the headship of Mr. Gompers, an interview with President Wilson, seeking to have him endeavor to get Judge Gary into a conference, and then last Friday they sent a long telegram to the President at St. Louis, urging him to arrange a conference, and saying they had great difficulty in restaining their men at various points from striking. All along the Washington press correspondents have had the wrong view of this thing, and they seem to have taken seriously the agitators' bluff that they were having trouble keeping the men from striking. Everywhere else in the country the sun shines through the bluff, which is considered a cheap joke.

It may be taken that the whole matter rests for a time, or at least until after the conference, early in October, that the President has called, to be participated in by 15 men selected by manufacturing and financial interests, 15 labor leaders, and 15 men to be selected by the President himself. The object is to devise a solution for the whole labor matter, so that strikes and lockouts will be relegated, like wars, to the barbaric past. Naturally enough, however, one is inclined to be cynical. There have been great conferences before in Washington, aimed at accomplishing various things. However, the chief trouble is "unrest," time is passing and time has been expected to decrease the unrest.

Production

Production of pig iron at the beginning of September was at the rate of about 34,400,000 gross tons a year, against average rates of 32,650,000 tons in August, and 28,950,000 tons in July. The low point in production was at about the middle of May, since when there has been a constant increase to date. Capacity is about 44,000,000 tons a year, based on what the furnaces actually produced in 1916, working under 1916 conditions, with allowance for new furnaces completed. On that basis production now is at 78 per cent. of capacity, which would indicate 22 per cent. capacity idle. All the idle capacity, however, could not operate if they had a market for their product at present prices, because with wage rates so very high now the furnaces that employ much more labor per ton of iron produced than the generality of furnaces are at a much greater disadvantage than formerly. There was a time when the greater labor employment was more or less balanced by the much smaller capital investment, but the great advance in wages, with decreased labor efficiency, has altogether altered the balance. This might apply to something like 10 per cent. of the capacity, so that there remains a considerable volume of idle capacity that could come in if the orders were available. Such orders are not available, however, since buying now is on a limited scale. Consumers of foundry grades of iron are fairly well covered by contracts to the end of the year. Some of them are buying in a moderate way, finding that their wants are greater than anticipated when they contracted, or having concluded to end the year with a normal stock, when formerly they had counted on having practically no stock. Some sales into next year at advanced prices are reported, but the tonnages are small. There is little demand, and producers prefer to wait until they have a better line on their costs.

Steel Market Quiet

The steel market is quiet, there being only a very limited demand, as to new purchases, while on the other hand the mills have little to offer, being fairly well sold up to the end of the year. If the works that are in operation were producing normal tonnages there would be a good bit of steel available, but at nearly all plants tonnages are unsatisfactory, by reason of slackness on the part of labor. While 90 to 95 per cent. of the productive capacity is in operation, the tonnage output is 80 to 85 per cent., estimating capacities on the basis of what the mills were able to turn out in 1916, when manufacturing conditions were favorable.

Occasionally reports are circulated that this producer or that has advanced one price or another. Such advances, if actually made, are not suggestive of any general advance to come, for the leading producers are strongly opposed to advancing steel prices. On the other hand there is no prospect of any decline while conditions are as they are to-day.

Export Business

Export inquiry for blast furnace and steel mill products is about the same as formerly, which means that it is about as good as could be expected in view of unsettlement throughout the world and the very unfavorable exchange rates on New York that prevail in several countries. Italian exchange is at a level that makes it the same as if exchange were at par and prices here were 88 per cent. higher than they are. Exchange in France is nearly as bad, and while London exchange on New York is much less distance from par, it is unfavorable enough to cause business to be held back. With a better exchange situation the export demand would be still heavier, but the exchange situation has not begun to improve, and it may get still worse.

Hardware Firm Employs Float To Keep Firm Name Before Customers



The float shown in the accompanying illustration was a feature of the Peace Parade, at Barrie, Ont., which attracted a lot of attention and favorable comment. It was arranged by the Otton Hardware Co., Limited. The framework of the boat was constructed of 2 x 2 lumber the length of the firm's auto truck and the bow and stern were made of lighter strips of wood. This was bent to shape and the whole was covered with white cheese cloth and then decorated with flags. The body part of the truck was left open for the young ladies to ride in and the driver was clothed in a white duck suit, as a sailor.



Widen Your Paint Merchandising Ideas

Develop Broader Outlook in Regard to Paint Business—Sell Prospect Ideas—How It Has Been Worked—Keep the Think-Tank Working—Let the Trucker Truck

LORD KITCHENER, shortly before his death, stood nearly half a day with his staff reviewing British troops before their departure for France.

After the last man had passed, Kitchener turned to his generals with the query: "Gentlemen, has this taught you to think in millions?"

A new era in the size of military operations had come about and Kitchener was anxious that his men should think in terms commensurate with the problems before them.

Broader Outlook

And so it is with merchandising to-day. It has become necessary to think in bigger numbers, with bigger ideas, with broader viewpoints, and with deeper comprehension of what possibilities exist about us.

Not a few paint and varnish dealers have sat and whistled, scratched their heads, and developed worry bumps about the forward strides of his competitor, or mail order business, or how he could become as big as the big fellows in his line.

In the first place worry won't get a man anywhere. The fellow with his nose in close proximity to the grindstone won't get along very much further. There is just as broad a conception of wide, up-to-date merchandising in the paint and varnish trade as with any other line.

Sell Prospect Ideas

Norval Hawkins, the man who increased the sales of Ford cars from 6,181 to 815,912 in twelve years, says that the secret of big sales accomplishment is to get a big conception of your work. "Remember," says he, "that you are not selling goods, you are selling ideas about goods. First, sell the prospect-ideas that will make him realize he needs your goods. Second, sell him the ideas of possession of the goods."

In other words the prospect should be led to the realization that the value of paints and varnishes rests entirely in the service rendered rather than the actual cost of the goods. The retail paint salesman's chief object should be to bring about a conviction that paints and varnishes are needed for preservation and protection. When the customer has been brought to a complete recognition of this service and the value of paints and varnishes for this purpose, 85 per cent. of the sale has been made.

An Idea That Worked

A traveling paint salesman had in his territory a town that looked very shabby for lack of paint. As long as a man's neighbor did not paint his house, he saw no need for doing so himself. Moreover, the paint dealers in this town, naturally, were not interested in stocking a product for which they had no call.

So this salesman sold them the idea of painting instead of paint. He went to each dealer in turn and told of the benefits to be derived from a bright and well-painted town. He touched slightly on the profit they would make in selling the paint. And the dealers, having the idea of painting up the town, helped to put on a "Paint Your House and I'll Paint Mine" campaign which resulted in a boom of paint sales.

Get-Together Spirit Best

If shabby, unpainted conditions exist in your locality, why wait for an outsider to come along to show your town up, and incidentally show up your lack of merchandising enterprise, as the salesman in the above incident had to do? Why not get into touch with the other paint dealers and put on a co-operative campaign that will meet the needs of your community?

Size up the most serious needs of the property of your town from the painting standpoint, then pick out the most vulnerable point for attack with an advertising campaign and shoot ideas into the trade that will lead to paint business.

If your former paint advertising has not brought about the results you expected, or you wish to change your methods of advertising paint, change to advertising ideas about paint. There is an almost inexhaustible fund of ideas to draw from for this purpose.

A rather fussy old gentleman had erected a cement garage beside his home. He had selected cement, because it was cement and would last without painting or any other attention. Yet there was something about it that didn't please him. Just what it was he couldn't tell, though he told his troubles to others aplenty. Finally he reached the ear of his hardware dealer who knew the old man and the history of the garage pretty thoroughly.

Playing "Harmony" End

The hardware man was shrewd enough not to mention paint, yet knew that paint was the remedy. He pointed out that the cold greyness of the cement scarcely fitted in with his nicely painted home and the shrubbery

Continued on page 68



BETTER SERVICE—
For Our Customers in Province of Nova Scotia

We have just completed arrangements with MR. JOSEPH H. CLEVELAND, who has represented us IN THE MARITIME PROVINCES for the past four years, to carry a COMPLETE STOCK of OUR PRODUCTS in an up-to-date warehouse located at 150 Granville St., Halifax, for distribution in Nova Scotia.

Our new arrangements will help us to give BETTER SERVICE to our customers and to maintain OUR POLICY, which has always been to put OUR GOODS in the hands of our dealers at the LOWEST POSSIBLE PRICES.

All ORDERS and ENQUIRIES should be sent direct to—

Mr. J. H. Cleveland,
150 Granville St.,
Halifax, N. S.

Will Not Affect New Brunswick

This new arrangement WILL NOT AFFECT our dealers in NEW BRUNSWICK as MESSRS. EMMERSON & FISHER, LIMITED, wholesale hardware merchants, St. John, N.B., will continue to act as OUR DISTRIBUTORS for this Province. ALL ORDERS and ENQUIRIES which are sent to them will receive the VERY BEST ATTENTION.

An Agency For MOORE'S Paints and Varnishes Means:
BETTER PRICES BIGGER PROFITS

Benjamin Moore & Co., Limited

Toronto

"Save the surface and you save all" *Paint & Varnish*

The Brush Department

Why Not Investigate This Chance for More Business?

Ninety Per Cent. of the Shaving Brushes Sold To-Day Are Handled by the Drug Stores—Big Chances for the Hardware Dealers to Cash In On Some Easily Made Profits

"NINETY per cent. of the shaving brushes sold to-day are sold by the druggists," said the sales manager of one of the largest brush firms in Canada to HARDWARE AND METAL in talking over trade conditions.

"The hardware men could get the lion's share of this business very easily if they will go after it," he continued. "It is business that is worth going after, and it is easily secured. Very few druggists advertise. They depend on their window displays and their store displays almost entirely. Many people would be surprised if they knew the number of shaving brushes sold by some of the drug stores each year. They would also be surprised if they knew the prices for which the brushes are sold.

Get Good Prices

"Many hardware dealers think they are making a good sale if they sell a brush for $2. They regard it as an extra good sale if they sell a $3.50 brush. Any number of druggists are selling brushes that retail at $12 each. They have realized that it is just as easy in a great many cases to sell a $12 brush as it is to sell a $2 brush. When a prospect comes in attracted by their window display or their store display of shaving brushes, they do not trot out a $2 one and offer it to him. They talk the $12 brush and point out its good qualities. A man does not buy a shaving brush every day. He does not mind paying for a brush that is going to give him real service and satisfaction, and last for years. Druggists report that there is a very decided tendency on the part of people to demand quality regardless of price. The druggists know that they can stand absolutely behind high quality brushes and that they can go the limit in guaranteeing them. The same sales effort that they might put in in selling a $2 brush will get results in a $12 article and they make a great deal more profit. If the $12 brush is beyond the prospective buyer's pocket they can always come down and offer something a little cheaper."

Keep Goods Displayed

This sales manager's experience is a wide one, and his trips bring him into close touch with the men who are distributing brushes. One general fault he declares with hardware men is that they keep their stock hidden away and seldom put in window displays.

"There are a great many hardware dealers," he said, "who are doing a splendid brush trade. They are the men who are not afraid to let people know that they are in the business and that they have a stock of brushes. They do not keep their brushes hidden away in drawers but out where people can see them, and they put the prices on them. The dealer who gets in a few brushes and then hides them away and waits until people come in and ask him for a brush naturally finds sales slow. There's a reason, and the dealer himself is the reason."

A Good Business

There is a lot of good business to be had in brushes of all kinds. It is an all-year-round trade for the man who goes after it. Brushes of one kind or another are needed the year round, and the man who carries the stock and lets people know that he has it need not worry about sales. Some of the hardware men who are doing the biggest business in brushes to-day are finding that it pays well to run an occasional brush advertisement and also to occasionally mention brushes in a section of their regular advertising. These dealers also give attention to their store and window displays of brushes and they get results.

WIDEN PAINT MERCHANDISING IDEAS

Continued from page 66

that surrounded it. He finally led the old man up to the point where he realized that the garage was out of harmony with its surroundings. With this conviction the old gentleman naturally took up the question of paint on his own initiative and a sale was made. Had the hardware man mentioned paint at the outset, the probability is that the customer would have been further antagonized and the possibility of a sale spoiled.

Will Realize Benefits

Call it diplomacy, camouflage, or what you will, the fact remains that when emphasis is placed upon ideas rather than goods, when the approach to a sale is shrouded with ideas of service and benefit to the customer, it takes the mind away from any dead-lode notion of price, cost, etc., and leads him to a position where he sees the benefit that will come to him through the use of those goods. With that attitude obtained, desire on the part of the customer overcomes other objection and the closing of the sale becomes merely a matter of writing down the details.

Cause of Success

This conception of selling can be applied to the detail of individual sales or to advertising and selling in the mass. It is because the big fellows have been able to apply these principles to their general advertising and selling policies that they have been able to attain the success that becomes the wonder of the smaller men.

The big fellow hires men to truck barrels, he also hires men to think and think in big ideas of merchandising that keeps the trucker in a job.

Never by any chance does he let these two classes get mixed up in their jobs. All too frequently we see hardware men wrestling with barrels, or bales of fence wire, when they should be concentrating their attention on ideas that would easily provide a job for some other fellow to push that truck.

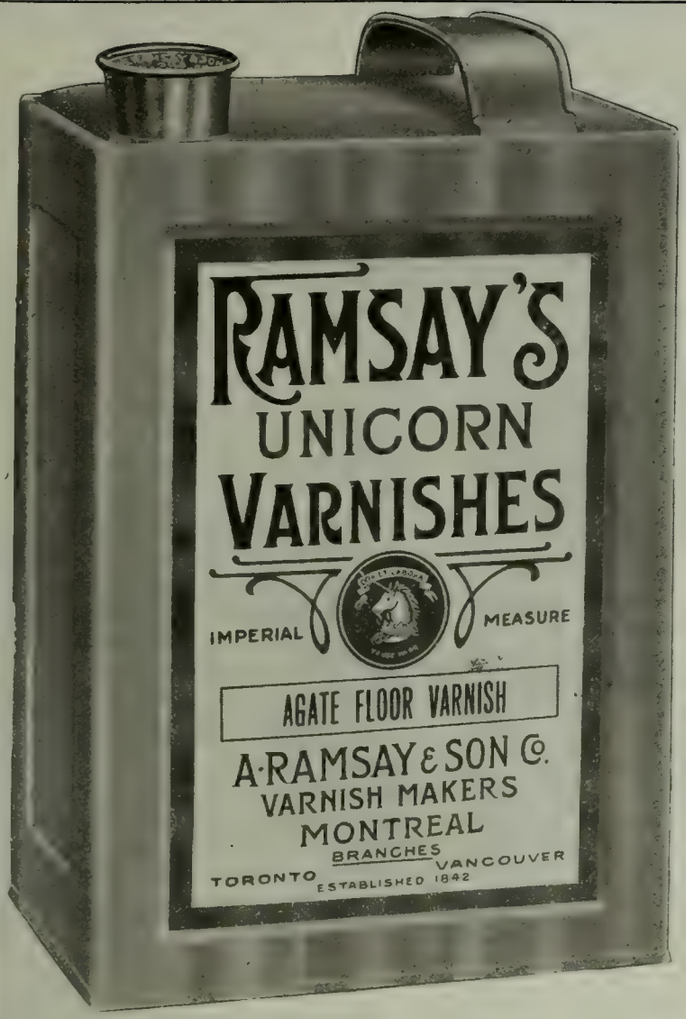
Get Head Working

Muscular development is a fine physical asset, but is much less forceful in putting forward successful merchandising ideas than the right use of the head. Develop the muscles outside of business hours in whatever way your hobby leads you. The cost of somebody else's muscle for use in business hours against the loss of inactivity of your idea generator is insignificant.

When you set your attention on the paint department, remember that men and women do not buy cans of paint to set on the mantel or buffet. They are bought for service, with an idea of some accomplishment for personal benefit and satisfaction. The more such ideas can be promoted in the minds of your trade the more readily it will lead to paint or varnish sales, and I think you will find that advertising painting ideas is less costly and brings a greater volume of returns for each dollar spent.

PAINT, OIL AND VARNISH CLUB TO MEET

The first regular meeting of the Paint, Oil and Varnish Club of Toronto will be held next Tuesday evening. A dinner is being given at the King Edward Hotel, after which the business of the meeting will be proceeded with.



"Save the surface and you save all" *Paint & Varnish*

Ramsay's Agate Floor Varnish

A timely fall suggestion to your customers: Agate Floor Varnish "Saves the Surface" and beautifies the floors.
There is no element of doubt about "Agate Floor Varnish." It always lives up to its reputation as a **"quality product."** You can sell it in full confidence—that it will prove satisfactory beyond all expectations. Be a Ramsay Agent. It will add prestige to your store.

A. Ramsay & Son Company

Makers of Properly Preserving Paints and Varnishes for 77 years

Toronto **MONTREAL** **Vancouver**

Distributors

EDMONTON DISTRICT
Revillon Wholesale Limited, Edmonton

CALGARY DISTRICT
The McDonald-Baker Co., 818 8th Ave. W., Calgary

GLIDDEN CO. ABSORBS NUBIAN PAINT & VARNISH CO.

Announcement has been made of the acquisition by the Glidden Co., Cleveland, of the Nubian Paint and Varnish Co., of Chicago. It is understood that the deal involves over $1,250,000.

The Nubian company was established in 1879 and has specialized in supplying technical paints and varnishes for the industrial trade. The company also has made a specialty of supplying dull black varnish finishes to the stove and hardware trade.

The business of the Nubian company will continue to be operated in the same style and under the same management. The company owns considerable switching properties on which, it is stated, the Glidden Co. plans to build additional varnish fires and buildings to house tanks and equipment for storing and ageing varnishes for the accommodation of their trade in the West.

The Glidden organization now has seven factories, located as follows: Toronto, Can.; Reading, Pa.; San Francisco, Cal.; two in Cleveland, and two in Chicago.

WHY HARDWARE IS HIGHER

In answer to the question, why are castings and hardware high in price, the Thomas Devlin Manufacturing Company, of Philadelphia, says as follows:

"The reason is obvious. 172 3-5 per cent. is the average advance in labor since 1909 (and nearly all since 1914) in the wages of five of the important mechanics and laborers who produce hardware in our works and they are as follows:

Day moulders	advance	150%
Piece moulders	"	190%
Machinists	"	133%
Tool makers	"	157%
Laborers	"	233%

The method employed to arrive at the above percentages is as follows:

1909—Moulders received $18 per week—60 hours, at 30c per hour. No difference then in favor of piece moulders.

1919—Moulders (day) $36 per week—48 hours, at 75c per hour, or 150 per cent. advance since 1909. Moulders (piece) $42 per week—48 hours at 87½c per hour, or 190 per cent. advance since 1909, and the per cent. is even greater by extra help furnished moulders.

1909—Machinists, $18 per week—60 hours at 30c per hour.

1919—Machinists, $33.50 per week—48 hours at 69 79-100c per hour, or 133 per cent. advance since 1909.

1909—Tool makers, $18 per week—60 hours, at 30c per hour.

1919—Tool makers, $37.50 per week—48 hours, at 77c per hour, or 157 per cent. advance since 1909.

1909—Laborers $9 per week—60 hours, at 15c per hour.

1919—Laborers $24 per week—48 hours, 50c per hour, or 233 per cent. advance since 1909.

"In addition to the above percentage entering into the cost of hardware, there has been an average of 100 per cent. advance in raw materials, iron, coal and coke. There are still other additions to the cost of goods. War taxes imposed by the National Government commencing with capital stock tax, income tax, excess profit tax, transportation and other taxes, besides increased municipal taxes, and all know that to pay taxes it must be added to the cost of goods. Do you now wonder why goods are not and cannot be furnished cheap if bankruptcy is to be avoided?"

THE RUBBER SUPPLY

Rapid Increase As Result of Growth of Plantation Production

The cost of crude rubber has been steadily declining ever since 1912. In the year 1918 the average cost per pound was 44c, as compared with 84c in 1912. The explanation of this extraordinary decrease in price, and, incidentally, of the great increase in rubber company earnings, is to be found in the following record of the world's rubber production.

Year	East	Brazil	Other	Total
1906..	531	36,000	29,500	66,031
1907..	1,133	38,000	30,000	69,133
1908..	2,010	39,000	24,500	65,510
1909..	3,997	42,000	24,000	69,997
1910..	7,521	40,800	21,500	69,821
1911..	13,973	37,750	23,000	74,703
1912..	28,518	42,410	28,000	98,928
1913..	47,302	39,370	21,500	108,172
1914..	71,959	37,000	12,000	120,959
1915..	105,205	36,350	12,000	153,555
1916..	150,000	35,000	13,000	198,000
1917..	190,000	34,500	10,000	242,000
1918..	213,600	34,400	10,500	258,500

Thanks to the plantation rubber boom, which began in London around 1900, and lasted for more than ten years, the world's rubber output is now so great that even Mr. Ford cannot catch up with it. The left hand column shows the growth of plantation rubber, and this is where all the growth lies.

BOOSTING SALES OF CUTLERY

Continued from page 49

stated to HARDWARE AND METAL that by making a feature of pocket knives he has brought his sales in this one line up to more than 3,000 knives. He does this by frequent advertising, in which he features quality pocket knives at reasonable prices and by carrying a complete stock. He has a couple of silent salesman right up at the front of the store, and, neatly arranged in them, with each one bearing a price tag, is a variety of pocket cutlery that cannot be surpassed in this dealer's city. He carries no cheap goods, working on the theory that the man who wants to buy a knife of inferior quality had better buy it in some other store, as he will be dissatisfied with it in a very short time and then blame the dealer.

Shows Only One Line

"We always get excellent results from our window displays," he told HARDWARE AND METAL. "We have found that cutlery and silverware displays interest a very large number of people. They like to look at it, and, while we sell a lot of goods at the time we find that perhaps a month or more after people will still come in and ask for articles that were shown. One of the reasons why we get such good results is because of the goods themselves. There are few lines which are really more useful in a home, which look so well, or which will give such years of real service. Take carving sets for instance. We sell a lot of them and I have known cases where through one sale of good goods of this kind we have eventually made a dozen others, because the party who bought was so well pleased with the set and it was admired by friends and talked about. We sell a lot of these in June and at Christmas. We find that table cutlery, knives, forks, etc., is getting to be an all year seller, while many of the lines of silverware and glassware are the same. Sales of all these goods may be increased by window displays and advertising. We find we get the best results when we feature only one line. That is if we plan a drive on cutlery we put in a cutlery window and advertise cutlery. We think that if we put in a window that was all mixed up, with cutlery, tinware, tools, and other lines, that we would not get good results from any of them. The effect would be to scatter people's attention and the result would be that they would not buy, but by showing cutlery alone, or silverware alone, or glassware, we get most satisfactory results."

Keep It At Front

Many dealers plan their store arrangement with the idea of favorably impressing everyone the moment they enter the store, by having them face an attractive display of cutlery or silverware. Certainly the effect is a striking one if the arrangement is well carried out and the goods shown at once hold and interest women. A fine showing of shining cutlery, shining silverware or sparkling glassware right at the front of the store will, in the view of many dealers, impress prospective buyers more favorably with the service they may expect and the standing of the store than anything else will. They also state that keeping these goods at a point like this, where everyone who comes in or goes out cannot help seeing them, speeds their turnover appreciably.

PLANT IN CUBA

Reports would indicate that considerable developments are at present taking place in Cuba with a view to the adoption of oil fuel in place of coal, etc., for many industries. Oil companies are erecting large oil tanks; sugar mills, railway companies and cement companies are adapting their plant for the use of oil as a motive power, and it appears to be a suitable opportunity for firms making any description of plant using oil fuel to consider this new development as providing a market for their manufactures.



Varnish Selling

It is no trouble to sell any varnish once, but the one permanent salesmaker is quality.

The universal recognition of Berry Brothers label as a guaranty of quality is the reason why Berry brands require no sales arguments.

Liquid Granite Floor Varnish, Luxeberry White Enamel, Luxeberry Wood Finish, and Luxeberry Spar Varnish are a few of the many products that have made the name of Berry Brothers a household word.

It pays to buy "Berry" Finishes.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.	A. M. Bell & Co., Ltd. - Halifax, N.S.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.	Lariviere, Inc. - - - Montreal, Que.
Frank A. Gillis Co. - - Halifax, N.S.	L. H. Gaudry & Co. - - Quebec, P.Q.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.	Wood, Vallance, Ltd. - Winnipeg, Man.
Whites, Ltd. - - - - Collingwood, Ont.	Wood, Vallance & Adams, Ltd., Calgary, Alta.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.	Revillon Wholesale, Ltd. - Edmonton, Alta.
Townsend Paint Mfg. Co. - - - - - - Montreal, Que.	

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

Walkerville, Ont.

NO. 33

Liquid Granite FLOOR VARNISH Luxeberry WHITE ENAMEL

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Sept. 11.—Anticipating an active fall business, the paint manufacturers are well prepared to take care of the business that may come. In the meantime there is no lessening of the difficulties connected with procuring seed for augmenting the supply of linseed oil. This is truly scarce and were it not for the fact that there is a somewhat limited demand from the trade, there would be hardship. Only one crusher is quoting oil, and it will be several weeks yet before there can be much supply. The Canadian yield of flaxseed is estimated at about 6,000,000 bushels, but it will be two or three weeks before much seed can reach the East. Putty and white lead in oil are very firm and some state that advances cannot be much longer deferred. Turpentine still is scarce and high and procurable only in 5 gallon lots.

New Crop Flaxseed Will Relieve Strain

Montreal.

LINSEED OIL.—The supply of flaxseed here is practically nil and the crushers are not hopeful of an improved supply being available for at least a few weeks. In view of the fact that business has quieted down somewhat, the trade is not so awkwardly placed, but it will probably be three weeks before new crop seed is crushed to any extent here. The price basis is nominal, with raw being quoted at $3 per gallon and boiled at $3.02½. Few are naming prices.

	Imp. Gal.
Raw—	
1 to 4 barrels	$3 00
5 to 9 barrels	....
10 to 25 barrels	....
Boiled—	
1 to 4 barrels	$3 02½
5 to 9 barrels	....
10 to 25 barrels	....

NOTE.—Owing to fluctuating seed markets jobbers, generally, are not quoting. The basis is decidedly nominal.

Early Advance Probable For White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—It is freely stated that the present basis for white lead in oil cannot hold. Just what the future holds is not clear, but if it were not that sales are light at this time of the year and also that the time when schedules are considered for the year ahead is approaching, advances would be likely immediately. In the meantime the undertone is decidedly strong and both pig lead and linseed oil are holding firm at recent advances. The basis for standard lead is $15.50 per 100 pounds in five ton lots and $16 per 100 pounds for ton lots, while smaller quantities are selling at $16.35.

Little Turpentine; Small Lots at $2.65

Montreal.

TURPENTINE.—Prices are strictly nominal and there is really no easing of the difficulties in obtaining supplies from the South. The only price being quoted is that of $2.65 per gallon for 5-gallon lots and with package charges extra.

	Imp. Gal.
Turpentine—	
1 to 4 barrels	....
Small lots	2 65

(Packages extra.)

NEW BASE PRICE LIST—SHEET GLASS

Effective Sept. 1st, 1919

United Inches	Star per 100 ft. box	Double Diamond per 100 ft. box
10 - 25	19.90	22.90
26 - 34	20 80	24.85
35 - 40	21.80	26 40
41 - 50	23.50	30 00
51 - 60	24.60	30.80
61 - 70	26.50	32.70
71 - 80	29.70	35.10
81 - 84		45.45
85 - 90		48.85
91 - 94		49.80
95 - 100		58.55
101 - 105		65.35
106 - 110		73.10

Putty Holds Steady; Strong Undertone

Montreal.

PUTTY.—Business is of seasonable proportions and the outgo from week to week is fair. With linseed oil ruling high the undertone is naturally strong and no declines are likely to come at this time. The basis in this market is as follows:

	5 ton	1 ton	Less Quanty.
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases.	7 15	7 40	7 75

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

All Makers Report Big Paint Season

Montreal

MIXED PAINTS, SPECIALTIES. — All paint manufacturers are delighted with the volume of business which has come to hand this year and records will, in many cases, be completely smashed. Just at the moment there is not a great deal of heavy buying. The makers are looking forward, however, to an active fall business, and in the meantime it is felt that the retail trade is looking toward a reduction of stocks to the minimum before again filling in broken lines. The tendencies are of a firming nature.

TORONTO

TORONTO, Sept. 11.—Linseed oil is higher again this week and reported very scarce. Crushers and jobbers are all shy of stock and look for no relief before new crop seed is available. Turpentine has reacted and quotations show a decline of 10c per gallon following a similar move in the Southern markets. Mixed paints are active and a firm market is reported in lead in oil and putty. Glass has declined and is quoted at 30 per cent. discount from list.

Higher Prices on Linseed Oil Named

Toronto

LINSEED OIL.—A slight advance is shown in prices on linseed oil this week with more factors withdrawn from the market altogether. Linseed oil is scarce and orders are accumulating in the crushers' hands which they cannot fill. The tendency is to cut orders down to small lots and secure wider distribution. It will be at least a month, and probably six weeks, before October seed will be available, and spot seed is unavailable. The demand is reported fairly good, which, under present conditions, does not add to the joy of crushers and distributors. Range of prices asked this week follow:



The Sign that says: "Here's a Quality Store"

The illustration above shows the B-H Metal Flange Sign whereby our agents are enabled to let the world know — by means of our famous "three can" display—that he handles the highest-quality paint and varnish line.

This sign has actually operated as a business-builder for every store that has displayed it—by reason of all that it *stands for* in quality of paint and in advertising co-operation by the makers of B-H Paint.

The B-H Flange Sign tacked over your door the day you start to represent us, is but the forerunner of a whole battery of advertising helps which will be at your disposal for your Fall and Spring paint selling.

"Save the surface and you save all" *Paint & Varnish*

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

Linseed Oil —	Raw	
1 to 2 barrels, gal.	$3 25	$3 30
3 to 5 barrels, gal.	....	....
10 barrels and over	....	....
	Boiled	
1 to 2 barrels, gal.	$3 28	$3 33
3 to 5 barrels, gal.	....	....
10 barrels and over	....	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

Turpentine Reacts; Declines 10c *Gallon*

Toronto.

TURPENTINE.—Lower prices have been reached on turpentine this week following a reaction in the market in the South. What is directly responsible for this is hard to say, for the market seems to vary almost daily. One thing seems certain and that is that levels appreciably lower than those quoted are not expected. Should the overseas demand continue to come along, higher prices are possible; there would seem to be only about enough turps for domestic requirements now. To-day's price is shown below.

The finer grades of rosin are distinctly scarce and advices from the South would indicate that there can be no more fine grades made this year. Stocks are about equal to domestic needs, so any new demand will curtail amount available and tend towards a maintenance of high prices.

Turpentine—	Imp. gal.
1 barrel (barrel included)	$2 45
2 to 5 barrels (barrel included)	2 44
5 gallon lots	2 55

White Lead in Oil Holding Firm

Toronto.

WHITE LEAD IN OIL.—A firm market is reported on white lead in oil with the movement to the trade generally considered pretty satisfactory. Higher prices are talked of, but no definite action has been taken in this regard. Prices are unchanged at following figures: Five ton lots, $15.85 per 100 pounds; one ton lots, $16.35, and in smaller quantities, $16.70.

Mixed Paints In Fair Demand

Toronto

MIXED PAINTS.—Manufacturers appear to be well satisfied with the volume of business being done and look forward to a good movement of paint to the trade this fall. One manufacturer stated that business at hand would keep their plant operating until October 15 without another order, and to add to their difficulties, linseed oil is very hard to secure. Evidences are not lacking that a better fall trade is anticipated by the retailers and plans are being laid accordingly. Prices hold firm, but without change.

Window Glass Down; Putty Rules Firm

Toronto.

GLASS, PUTTY.—A decline in window glass is shown in the new discount named this week of 30 per cent. The list prices issued are the same as the list of March, 1918, except that the price has been advanced on the first three brackets of single thick in the September list. Otherwise it is the same as the March list. The necessity for altering this list is, it is said, to bring it into harmony with the factory costs which were made effective August, 1918. The new base price list appears in panel on second preceding page.

Putty prices are firm, but unchanged at following levels:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$ 35	$5 60	$5 95
Do., 100 lb. iron	6 20	6 45	6 80
Do., 25 lb. iron	6 45	6 70	7 05
Do., 12½ lb. irons	6 70	6 95	7 30
Bladder, in barrels	7 10	7 35	7 70

Welfare Scheme For Employees of Dominion Chain

"NO person can lead a normal, healthy human life whose mind is clouded by worries. It is in an effort to anticipate and remove the reasons for some of these worries that the association's plan of co-operative insurance between employer and employee has been devised by the American Chain Co." Thus A. G. Ross, manager for the Dominion Chain Co., Niagara Falls, Ont., summarized the motive behind the Acco Employees Society, which has been recently organized at this plant.

The plan insures the workers against sickness and old age, provides death and birth benefits, vacation and even free legal advice. Enrolment in the association is entirely voluntary. The worker pays an initiation fee of $1 and 50c a month in dues. The cost to the company is in the neighborhood of $300,000 annually.

Some of the Benefits

The scheme affords the worker health insurance ranging from three months to one year, according to length of service with the company.

In the event of death, a cash payment of $100.00 is made for funeral expenses, and in the case of a married man who has been employed by the company for one year or less, the widow receives $1,000, each dependent child, brother or sister, $200, and a dependent parent $500. These payments are graded upward until the maximum insurance payable to the widow of an employee who has served ten years or more, reaches the sum of $2,000. (plus the usual allowances for other dependents) and for a dependent father or mother, $1,000. In case there are no dependents, $500 is paid to the nearest relatives.

A cash benefit of $25 is paid for each birth in the family, together with the fees of doctor and nurse for a period of two weeks previous to the birth of a child and for as long after as may be considered necessary. The company have made arrangements with a number of doctors and nurses, so that the patient has a choice.

Vacations For All

Two weeks' annual vacation on full pay is given all workers, whether in factory or office. To aid the employee in securing the greatest possible pleasure and benefit from his holiday, a vacation bureau is being established which will endeavor to give the inquirer every assistance in making the most of the holiday.

In the case of an employee who has ten years' service to his (or her) credit, becoming permanently disabled, provision is made to pay a sum which will meet the individual case. Each problem will be decided by the Board of Managers, who have authority to do what they consider best under the circumstances.

Old Age Pensions

Persons who have been in the employ of the company twenty years (or more) and have reached the age of 65 years (in the case of a woman 55), are given a competence based on length of service and the average of the highest ten years' pay. 1½ per cent. of this amount is paid for each year of service. Twenty years' service would entitle a man to 30 per cent. of his highest pay.

Legal advice is provided not only in the case of the employee, but for any member of his family. The company will not, however, defend actions at law, unless in protection of a member.

Each person is entitled to a sick benefit of $2 per day, beginning on the fourth day of his illness, and continuing for the length of time to which his service with the company entitles him. Under unusual circumstances the Board of Management may at their discretion increase either the allowance or the period over which the payment extends. A visiting committee keep in touch with the employees who are ill. In cases where the Workmen's Compensation Act and the company's sick benefit come in effect together, both are not paid. The workman receives whichever grant would be the larger.

Under Local Board

The affairs of the association are managed by a board of seven men. The secretary, treasurer and two members of the board are nominated by the company, the four remaining members by the employees. The reserve fund, which covers these guarantees, will be invested in Victory and Liberty Bonds, thus insuring its reliability, although the Dominion Chain Co. holds itself responsible for the enterprise.

The affairs of the association will be administered with every regard for the wishes of the workers, who are invited to suggest alterations or improvements which may help the successful handling of the scheme and promote greater efficiency, co-operation and good fellowship.

"Save the surface and you save all" *Paint & Varnish*



True Quality Since 1858 —Improved Apace With Progress

It will be a pleasure to give you full details regarding our profitable agency plan. A line from you will not obligate you in any way and will bring particulars by return mail.

R. C. Jamieson & Co., Ltd.

Calgary **MONTREAL** **Vancouver**

Owning and Operating P. D. Dods & Co., Limited



CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — —B.B. Caps 25%, B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; zz short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; centre fire pistol, add 35% list; centre fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M. net; empty shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers——Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, add 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz	$13 25	$16 00
Hunters' Axes	11 00	12 00
Boys' Axes	12 00	14 00
Double Bit	16 50	19 50
Bench—No. 2, doz	12 50	13 20
No. 3, doz	13 50	14 20
No. 4, doz	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 9 60
No. 2, dozen	12 00
No. 3, dozen	9 60
No. 4, dozen	1 00
No. 5, dozen	13 00
No. 6, dozen	15 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb	$ 4 00
No. 2 x 50, lb	5 00
No. 3 x 60, lb	7 50
No. 4 x 100, lb	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen	$ 8 50
No. 2, 18 x 28 in., dozen	10 50
No. 3, 20 x 30 in., dozen	12 00

BOARDS, SLEEVE—

No. 3, dozen ..... $ 5 50

BOARDS, IRONING— —

No. 1, dozen	$21 00
No. 31, dozen	$11 00
No. 32, dozen	12 00
No. 35, dozen	26 00
No. 36, dozen	30 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and larger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends, 25%.
Plow Bolts, 30%.
Elevator Bolts, 25%.
Fancy Head Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list), 25%.
Whiffletree Bolts, 25%.
Nuts, square, blank, add to list, 75c.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list $1.25.
Stove Bolts, 65%. Tire Bolts, 50%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb...11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$ 0 41
Rods, base ½ to 1 in., round	0 39
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy	$12 50
30-gal., Standard	11 00

BOARDS (Wash) Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond Ring (glass)	6 30

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	Net
No. 800	add 5%
No. 838	5%
No. 808	5%
No. 804	12½%
Nos. 802, 842, 844	5%
No. 810	add 12½%
No. 814	add 25%
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 10%.
Triplex Spring Hinges, 5%.
Chicago Mortise Floor (5,000), 15%.
Chicago Relax Floor (6,000), 20-20%.
Chicago Premier (4,000), 7½%.
Chicago Ajax (3,000), 20-5-2½%.
Lavatory Door Hinges, 5%.
Chicago Screen Door (2,000), 40-5%.
Chicago Screen Door (3,000), 25-5%
Sagless Gate Hinge, 20-20%.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

CHAIN

	Proof Coil Mont'l	Tor'to	Welded Mont'l	Tor'to
3-6 in.				
¼ in.				
5-16 in.				
⅜ in.				
7-16 in.				
½ in.				
⅝ in.				
¾ in.				
⅞ in.				
1 in.				

Electric Welded

	B.B.	B.B.B.
¼ in.		
3-16 in.		
¼ in.		
5-16 in.		
⅜ in.		
7-16 in.		
½ in.		
⅝ in.		
¾ in.		

F.O.B. Toronto, Montreal

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.		
5-16 in.		
⅜ in.		
7-16 in.		
½ in.		
⅝ in.		

Electric Welded B.B.B.—Chain, ¼ in., 5-16 in., f.o.b. Toronto.

Cow ties, 20%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen $33 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 15% f.o.b. St. John, N.B.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $21.00; No. 1, $25.50; No. 2, $31.00; No. 3, $39.50.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F.o.b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths	$6 85
17—7strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 50
18—6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER Montreal, Toronto

Casting ingot, see weekly report.

Rods, ½ to 2 in.	0 41	0 42
Soft sheets, base, 16 oz. and heavier	0 42	0 43
Tubing, lb.	0 46	0 47

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12	75

F.O.B. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal, Montreal, Toronto

Ordinary, 52 sheets	$7 75	$7 35
Do., 60 sheets	7 85	7 45

COKE, TIN PLATES

	Per box
IC, 20x28 base	$16 00
IX, 20x28 base	21 00
IXX, 20x28 base	23 00
IXXX, 20x28 base	25 00

F.O.B. Toronto.

TERNE PLATES

IC, 20x28, 112 sheets $19 00
F.O.B. Toronto

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

TIN
COPPER
ANTIMONY
ALUMINUM
SPELTER
LEAD
THE CANADA METAL CO.
LIMITED
Montreal - TORONTO - Winnipeg

WE MAKE
BABBITT METALS
THAT GIVE
Excellent Service
THE
CANADA METAL CO.
LIMITED
TORONTO

GET OUR PRICES
SOLDER
BABBITT
LEAD PIPE
AND ALL
METALS
THE CANADA METAL CO.
LIMITED
Montreal - TORONTO - Winnipeg

ENAMELLED BATHS, LAVATORIES,
SINKS, LAUNDRY TUBS, AND
EVERYTHING FOR THE PLUMBER
THE
CANADA METAL CO., LTD., TORONTO

SHEET LEAD,
SOLDER
BLOCK LEAD
THE
CANADA METAL CO.
LIMITED
TORONTO

Hardware and Metal

is a dominating factor in maintaining efficiency, equipment and service in your store.

Every issue teems with advertising and editorial matter of a character that will keep YOU right up to the minute in your business.

CLOCKS

Big Ben	$3 20

F.O.B. Montreal, Toronto, London.

Good Morning, each	1 30
Lookout	1 75
Sleepmeter	1 84

Hamilton

CROWBARS, $9.60 per 100 lbs.

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank.

List each.			
1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
1/4	.60	23/32	1.60
9/32	.65	3/4	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.85	7/8	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	3/8	$ 8 50
1/8	3 00	7/16	10 50
5/32	3 50	1/2	13 00
3/16	4 00	9/16	15 50
7/32	4 50	5/8	18 00
1/4	5 00	11/16	21 00
9/32	6 00	3/4	24 00
5/16	7 00	7/8	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	40%
Straight Shank	40%
Straight Shank, wire	40%
Taper Shank	40%

DOORS

See Screen Doors.

F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list. Net prices Class B, black, 26c lb.; Class C, 17c lb.; galvanized, Class B, 36c lb.; Class C, 26c lb.

Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 50
Under 40 lbs.	4 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 80
Black rope shank, 1 in.	13 75
Black rope shank, 1¼".	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼".	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36

F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neckyokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices. Figured at 5% off list.

	Strap Doz.	Tee pairs.
4-inch	$ 2 85	$ 2 43
5-inch	3 52	3 04
6-inch	3 80	3 42
8-inch	5 18	3 90
10-inch	9 12	6 94
12-inch	11 31	11 02
14-inch	12 92	11 20

Light, Net Prices. Figured at 5% off list.

3-inch	$ 0 95	$ 0 95
4-inch	1 14	1 05
5-inch	1 33	1 24
6-inch	1 62	1 43
8-inch	1 70	2 35
10-inch	2 25	3 30

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 35%.

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 75
Lightning	13 25
Heath's	13 25
HOES, Grub	$10 00 10 50

HOOKS, GRASS

	Canadian	Fox
No. 2, per doz.	$4 40	$5 00-$5 50
No. 3, per doz.	4 50	5 50- 6 40
No. 4, per doz.	4 60	6 00- 7 40
Little Giant	6 25	....- ....
Barden Patent	6 25	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.15 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 85
Mrs. Potts, No. 50, nickel-plated, set	1 90- 1 95
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 34
Hercules, 4 to 10 ft.	0 36
Hercules, 12 to 14 ft.	0 41
Faultless, 4 to 10 ft. only	0 32
Ontario, 4 to 10 ft. only	0 29
Shelf Lock, 4 to 8 ft. only	0 24
Gardner, No. 1	0 21
Do., No. 2, bolted	0 21
Dominion, No. 3	0 25
Do., No. 4, bolted	0 28

Single and Fruit Picking

10 ft. to 16 ft.	22c ft.
18 ft. to 20 ft.	25c ft.

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.
20 to 32 ft.	$0 26
36 to 40 ft.	0 29
44 ft.	0 32
Over 44 ft.	0 42

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby	$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$11 00
Dowswell	11 25
Noiseless	15 50
Hamilton	12 50
Ottawa	11 50
Peerless	11 50
Snowball	17 00
Momentum	18 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	110 00
Seafoam, engine drive	50 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	11 50
Popular, No. 2	11 00
Economic	13 50
Champion	18 50
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	51 50
Do., do., electric	111 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	59 50
Perfection, electric	119 50
Gem	18 50
Winner	17 00
Connor Improved	10 75
Jubilee	10 25
Canada First	21 00

Discount, 30% and 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$13 00
Pick, doz.	13 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1½ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

Lowe Brothers Paints

Lowe Brothers LIMITED

PRODUCTION

THAT'S WHAT YOU WANT---FIRST AND LAST---IN YOUR BUSINESS

You get it by starting your paint stock moving off your shelves and **keeping it moving.**

By satisfied customers—By quality and service—By thought and work.

You have no time for anything but the **actual sale**—That's why our Service Department was created. It starts your stock moving **immediately** from your shelves and keeps it going to SATISFIED CUSTOMERS. Our Service Department **SERVES.** It FINDS and SENDS CUSTOMERS to your store and keeps them going there. It works and thinks ceaselessly for your Paint Department. It does not "go back on you" when you have been sold and

LOWE BROTHERS'
High Standard Liquid Paint

completes the service by its superiority. You wouldn't believe us if we told you it was the best. Don't blame you. **You would believe** if tests, made by yourself, convinced you High Standard can beat them all hands down. Write us about our scheme for increasing PRODUCTION in your store.

High Standard Interior Paint
Mellotone
L-B Wagon Paint
Oil Stains
Graining Color Sets
Gold Paint
Oil, Japan and Distemper Colors
Dry Colors



L-B Drying Floor Paint
Seal-cote
Auto-Carriage Gloss
Vernicol Stains
Aluminum Paint
Enamels for Furniture and Interior Purposes
Paint and Varnish Remover

Lowe Brothers LIMITED
TORONTO, ONT.

DAYTON BOSTON NEW YORK CHICAGO KANSAS CITY

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 85
36-inch, per roll	6 25
48-inch, per roll	7 25
60-inch, per roll	8 60
72-inch, per roll	9 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	....
U.S. Navy (spun)	21 60
Plumbers (spun)	9 50

F.o.b. Montreal, Toronto.

OILS	Montreal	Toronto
Royalite, gal.	0 22½	0 21½
Palacine, gal.	0 25½	0 24½
Gasoline, net, gal...	0 33	0 32
	List	Gallon
Black oil (Summer)	0 14½	0 13½
Black oil (Winter)..	0 16	0 15
Imperial Kerosene		
Tractor	0 59	
Capital cylinder ..	0 62	0 58
Machine oil, regular grades	0 36	0 36
Standard gas engine oil	0 40½	0 37
Parafine	0 25	0 21

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list.	0 90
Polarine A, list	1 00
Gargoyle Mobiloil, list ...	1 30

List, less 25% on above.

Fuel oil, bbls. net	0 08
Fuel oil, tank cars, net...	0 07

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll..	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red..	1 05
Do., blue	0 70
Tarred Fibre, No. 1 roll	1 25- 1 30
Tarred Fibre, No. 2 roll	0 78
Surprise Fibre	0 66
Tarred felt, per cwt.	3-80-90
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliette (dry fibre)	0 60
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 100 lbs.)	4 75
Straw, sheathing, dry, per cwt.	3 05
Do., Do., tarred, per cwt...	3 20

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast	
1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—		
5 to 6 lbs., doz.	$11 00	$11 25
6 to 7 lbs., doz.	12 00	12 25
Rock—		
7 to 8 lbs., doz.		13 00

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$....
¼ in..	4 53	6 66	5 13	7 26
⅜ in..	4 53	6 66	5 13	7 26
½ in..	5 99	7 57	6 84	8 42
¾ in..	7 53	9 66	8 68	10 81
1 in..	11 14	14 28	12 84	15 98
1¼ in..	15 07	19 32	17 37	21 62
1½ in..	18 01	23 10	20 76	25 85
2 in..	24 24	31 08	27 94	34 78
2½ in..	38 90	49 73	....	....
3 in..	50 87	65 03	....	....
3½ in..	64 86	81 88	....	....
4 in..	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$27 94	$34 78	$31 64	$38 11
2½ in..	40 66	51 48	46 51	57 35
3 in..	53 17	67 32	60 82	74 97
3½ in..	66 70	83 72	75 90	92 92
4 in..	79 03	99 19	89 93	110 09
4½ in..	88 00	113 00	107 00	132 00
5 in..	103 00	132 00	125 00	154 00
6 in..	133 00	171 00	162 00	200 00
7 in..	175 00	224 00	211 00	259 00
8 in..	184 00	235 00	221 00	273 00
8 in..	212 00	271 00	255 00	314 00
9 in..	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in..	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 80%.

4½" and larfer, 70%.

4" and under, running thread, 50%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list.	3 00
12-oz. bottles, doz., list.	6 00
1-qt. can, doz., list.	15 00
½-gal. cans, doz., list.	24 00
1-gal. cans, doz., list.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton Size	Case	Doz.	Case
¼ pts., 3 doz.		$1 15	$3 40
½ pts., 3 doz.		2 10	6 00
Pints, 2 doz.		3 15	6 00
Quarts, 2 doz.		4 65	9 00
½ gal., 1 doz.		8 40	8 40
Gal., ½ doz.		....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron Burrs, 40 and 5%.

Copper rivets, usual proportion of burrs, add 6%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Amazon, 1 ply	$2 05
Amazon, 2 ply	2 35
Amazon, 3 ply	2 70
Samson, 1-ply roll	2 50
Samson, 2-ply, roll	2 95
Samson, 3-ply, roll	3 50
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Everlastic, 1-ply	1 90
Everlastic, 2-ply	2 20
Everlastic, 3-ply	2 55
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 45
McCombe, Sp., 1-ply	1 70
McCombe Sp., 2-ply	1 95
McCombe Sp., 3-ply	2 30
Panamoid, 1-ply	1 70
Panamoid, 2-ply	(95
Panamoid, 3-ply	2 30
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 70
Black Diamond Ready Roofing, 2-ply	....
Black Diamond Ready Roofing, 3-ply	....
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 25
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto and Montreal.

ROPE	Lb.
Pure Manila basis	32
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	25

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	25
Double lath yarn	25½
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis. On application	
Cotton, ⅛ in.	0 82
5-32 in.	0 81
3-16 in.	0 74-77½
¼-in. and up	0 73-76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.20 dozen; 751 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 752B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $5.00.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge, Steel	$4 35
103, 50 ft. Reliable Jr., Steel	4 45
243, 50 ft. Rival, Steel	3 85
1243, 50 ft., Rival Jr., Steel	3 60
603, 50 ft., Metallic	3 25
604, 66 ft.	3 65
403, 50 ft., Linen	2 35
	Dozen
713, 50 ft., Ass Skin	6 00
714, 66 ft., Ass Skin	7 00
143, 3 feet, Steel Pocket	7 50
145, 5 ft., Steel Pocket	10 20
175, 5 ft., Linen Pocket	5 85
165, 5 ft., Cotton Pocket	1 50

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES	Scale	Stamping extra
Champion—	List	
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$15 75
Golden Clipper	16 75
Little Giant	17 75
Bush	16 25

F.O.B. London, Tronto, Montreal.

About
MURPHY COLORS
and the fourfold secret of their superiority

Colors like Murphy's are not produced by any mere chance formulae or perfected by haphazard manufacturing methods. Murphy Colors lead to-day because of four specific reasons, namely——

Purity of Pigments
Fine Grinding
Uniform Quality
Exactness of Shade

and added to this is a constant vigilance that precludes the slightest possibility of varying shades.

Murphy colors for customer satisfaction and better profit.

Japan Colors - Oil Colors - Paste Colors (ground in oil)

"Save the surface and you save all" *Paint & Varnish*

Manufactured By

The Dougall Varnish Co., Limited
Montreal

SNATHS Doz.

00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	77½%
Wood, R.H., bright	75 %
Wood, O.H., bright	75 %
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	20

Wooden Bench Screws

Dozen $7 00

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 10
18 and 20	7 10
16	6 95
14	6 80

F.O.B. Hamilton and Toronto.

SHINGLES, METAL

Standard, galvanized	$10 00
Standard, painted	8 00

Discount 7½%.

SIDING, METAL

Standard, galvanzed	$8 50
Standard, painted	6 50

Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay: also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS

Base, 3 to 8 lbs., 56c, f.o.b. Toronto and Hamilton.

SOLDER, BAR

See weekly report

SPOUTS, SAP

Eureka, per M..... $13 50 $16 50

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.

Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	$ 7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.

Freight allowed on shipments of 24 heaters.

STRETCHERS. CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz.	$2 60
Sampson, doz.	7 50

TACKS Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 and 10%
Shoe findings list adopted July 5, 1917	Net List
List of Capped Goods adopted Jan. 1, 1916	60 2and 15%

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.

F.O.B. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1	$ 2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.O.B. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb	0 71 -0 77
4-ply wrapping, lb.	0 73½-0 80

Montreal.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.O.B. Newmarket.

VALVES %

Compression work, standard	44
High grade	40
Fuller work, standard	40
Basin cocks, No. 0, standard	35
Nos. 1 and 2	35
Bath cocks, compression	45
Flatway stop and waste cocks, standard	44
Roundway stop and waste cocks, standard	44
Brass steam cocks, standard	Net list
Radiator valves, standard	31
Do., removable seat	Net list
Globe, angle and check valves, standard	20-22½%
Do., Jenkins Disc	22
JJenkins Valves	Ne list
Standard Gate	25

F.O.B. Toronto.

Penberthy Brass Valves

Compodisk Valves	5-2½%
Gate Valves	15%
Regrinding Valves	5%
Swing Check Valves	Net List

WARES, ETC.

Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%; White Ware, 50%
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30% and 5%.
33 1-3%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Nickel-plated Ware, 50%.
F.O.B. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Rain plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00, 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅜ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$4.75	$4.00	$4.75
Section, ½lb., per 100 lbs.	4.75	4.50	4.50
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

WHEELBARROWS

Navvy, steel wheel, doz.	$63 00
Garden, steel, doz.	64 25
Light garden, doz.	46 80

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

Cut Hay Wire.	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	5 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.

Smooth Steel Wire.

Nos. 0-9 gauge, base..... 5 00

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	45 and 5	45 and 5	45 and 5
Draining Tools	45 and 5	45 and 5	.....
Hollow Back Scoops	45 and 5	.....	45 and 5
Sand Shovels	45 and 5	.....	45 and 5
Hollow Back Shovels	45 and 5	.....	45 and 5
Hollow Back Coal Shovels	45 and 5	.....	45 and 5
Riveted Back Scoops	45 and 5	45 and 5	45 and 5
Miners' Spring Point Shovels	45 and 5	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's Doz.

American Queen, nickeled fittings, Cyco ball bearing	$51 00
Club, jap. Cyco bearing	108 00
Champion, nickeled fittings	43 00
Champion, japanned fittings	36 00
Grand, nick., Cyco B.B.	64 00
Grand, jap., Cyco B.B.	57 00
Grand Rapids, nick., Cyco B.B.	48 00
Grand Rapids, jap., Cyco B.B.	41 00
Parlor Queen, nick., Cyco, B.B.	54 00
Princess, nick., Cyco B.B.	49 00
Standard, nickeled fittings	44 00
Standard, jap. fittings	37 00
Universal, nick., Cyco bearing	46 00
Universal, jap., Cyco bearing	39 00

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, nickeled	$124 00
Household, japanned	110 00
Suverba, nickeled	140 00

F.O.B. factory, Niagara Falls, Ont.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 90
Attachments, set	8 25

F.O.B. Toronto, Hamilton, London.

METALS · CHEMICALS · GLASS
B&SH
Established 1790

Send Us Your Orders NOW for:---

Canada Plates
Tin Plates
Terne Plates

as later on they will be difficult to secure.

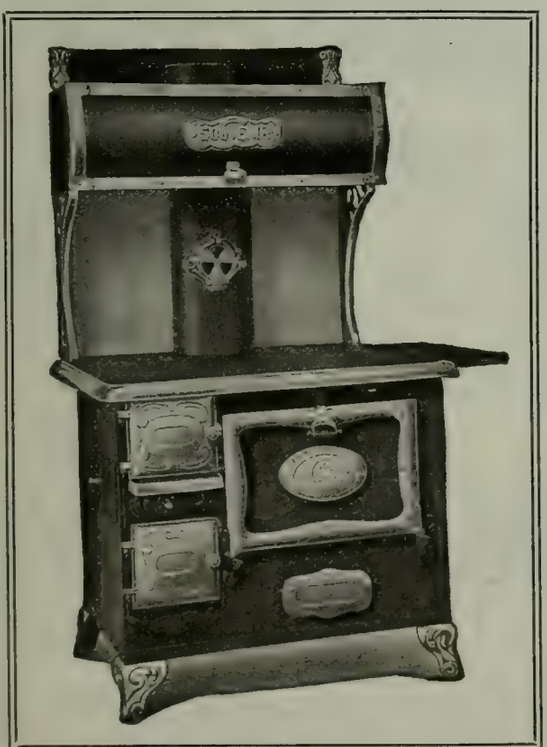
Metals

Sheet Zinc, Sheet Copper, Ingot Tin, Galvanized Sheets, Black Sheets, Tin Plates, Canada Plates, etc. Ingot metals of all kinds.

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG VANCOUVER NEW GLASGOW, N.S.
Selling Agents for Eastern Canada for United States Steel Products Co.
Exporters of the Products of the American Sheet & Tin Plate Co.

The Range that Simplifies Cooking



Offer your customers a range that can be depended upon always, a range that requires the minimum of care and attention—that bakes perfectly and is scientifically constructed to meet the demands of the average household. The ideal range for the purpose is the

British Crown Steel Plate Range

Exceptionally well-made and highly finished; it burns either coal or wood, and may be instantly changed to use either.

Special corrugated linings add life to the fire box and heating surface of the oven.

Fitted with high closet and white enamel splashers.

This range can be had either with or without a reservoir at a small extra cost.

The oven is 17½" x 11¾" x 21".	Weight without reservoir, 285 lbs.
Coal Fire box 18" x 7" x 7½".	Weight with reservoir, 310 lbs.
Wood Fire box 21" x 7" x 7½".	Price without reservoir, $46.35 Net.
4 9" covers. 2 5½" covers.	Price with reservoir, $51.95 Net.

We will be glad to tell you more about our stoves and ranges on receipt of a postal card.

HAMILTON STOVE & HEATER CO., LIMITED
Successors to Gurney, Tilden & Co., Limited
HAMILTON - CANADA
Head Offices and Works: Hamilton, Ont.
Branch Offices and Warehouses: Winnipeg, Montreal and Vancouver

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 0lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE Montreal Toronto
Per lb. 12c 12

COLORS (DRY) Per lb.
Raw Umber, No. 1, 100-lb. kegs 0 09½
Do., pure, 100-lb. kegs... 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 09½
Do., pure, 100 lb. kegs.. 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 09½
Do., pure, 100-lb. kegs.. 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 09½
Do., pure, 100-lb. kegs.. 0 15
Imp. green, 100-lb. kegs.... 17-19
Chrome green, pure..... 0 35
Chrome yellow 25-41
Brunswick green, 100-lb. kg. 12-14½
Indian red, 100-lb. kegs... 15-20
Indian red, No. 1, 100-lb. k. 06-10
Lamp black 0 23-0 25
Venetian red, best bright.. 07-09
Venetian red, No. 1 ..... 0 05½
Drop black, pure dry 0 09½
Golden ochre, 100-lb. kegs.. 0 12
White ochre, 100-lb. kegs. 05½-06
White ochre, barrels.....0 04½
Yellow ochre, barrels 0 03½
French ochre, barrels..... 06-10½
Spruce ochre, 100-lb. kegs.. 0 07-8
Canadian red oxide, bbls.. 0 03½
Super magnetic red 0 05
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1 lb. tins—
Venetian red 23-30
Indian red 0 30
Chrome yellow, pure 0 53
Golden ochre, pure 30-32
French spruce ochre, pure. 25-28
Greens, pure 28-38
Siennas 0 34
Umbers 0 34
Ultramarine blue 45-48
Prussian blue 1 00
Chinese blue 1 00
Drop black 0 35
Ivory black 0 36
Signwriters' black, pure.... 38-40
Lampblack 38-40
Marine black, 5-lb. irons... 0 20
F.o.b. Montreal, Toronto

ENAMELS (white) Gal.
Duralite $7 47½
B-H "White" Enamel 7 47½
C.P.C. Albagloss 5 75
Mooramel 7 00

GLUE Per lb.
Discount—
French medal (prices withdrawn).
English common sheet 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags 0 35
Hide, 112-lb. bags..... 0 45
Gelatine, 112-lb. bags 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags. 0 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 10
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 30%; over 3,500 feet an additional 5%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each...	3 00
Plates 111 to 120 wide containing not over 100 ft., each...	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discounts, 30 and 5%.
City deliveries, 35%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton. 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$16 00	$16 35
Crown Diamond	16 00	16 35
Crown, Pure	16 00	16 35
Green Seal	16 00	16 35
Ramsay's Pure	16 00	16 35
Moore's Pure	16 00	16 35
Tiger, Pure	16 00	16 35
O.P.W. Dec. Pure	16 00	16 35
Red Seal	16 00	16 35
O.P.W. English	16 20	16 55
Elephant Genuine	16 50	16 85

B.B. Genuine Lead, less than tone, $18.50, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$12 00	$14 50
Genuine, 100-pound kegs, per cwt.	13 00	15 50
Less quantity	14 75	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs.	$....	$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

LITHARGE
Tons or over (cwt.).....$10 75
Smaller lots (cwt.) 11 75

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60: white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$4 95
Elephant, colors	4 55
B.-H. English, white	5 05
B.-H. English, colors	4 85
B.-H. Floor	4 00
B.-H. Porch Floor	4 55
Minerva, white	4 90
Minerva, colors	4 65
Crown Diamond, white	4 80
Crown Diamond, colors	4 55
Crown Diamond, floor	4 00
B.-H. Fresconette, white	3 60
B.-H. Fresconette, colors	3 50
Moore's House Colors, white	5 00
Moore's House Colors, colors	4 80
Moore's Egyptian Paint, white	4 00
Do., colors	3 85
Moore's Floor Paint	3 75
Moore's Sani-Flat	3 75
Moore's Porch and Deck Paint	4 90
Jamieson's Crown Anchor	4 30
C.P.C. Pure, white	5 05
C.P.C. Pure, colors	5 55
O.P.W. Canada Brand, white.	4 80
O.P.W. Canada Brand, colors	4 50
O.P.W. Canada Brand, floor	3 75
O.P.W. Flat Wall, white	3 60
O.P.W. Flat Wall, colors	3 50
Ramsay's Pure, white	4 90
Ramsay's Pure, colors	4 60
Martin-Senour, 100%, white	5 05
Martin-Senour, 100%, colors	4 80
Martin-Senour, Porch Paint	4 55
Martin-Senour, Neutone, white	3 60
Martin-Senour, Neutone, colors	3 50
Senour's Floor Paint	4 00
Sherwin-Williams, white	5 05
Sherwin-Williams, colors	4 80
Sherwin-Williams, floor	4 00
Sherwin-Williams, porch floor	4 55
Flat Tone, white	3 60
Flat Tone, colors	3 50
Lowe Bros., H.S., white	5 05
Lowe Bros., H.S., colors	4 80
Lowe Bros., hard drying floor	4 00
Mellotone, white	3 75
Mellotone, colors	3 60
Sanitone, white	3 60
Sanitone, colors	3 50
Maple Leaf, white	5 05
Maple Leaf, colors	4 80
Maple Leaf, floor	4 00
Pearcy's Prepared, colors	4 25
Pearcy's Prepared,, white	4 50

F.o.b. Montreal, Toronto.

PARIS GREEN Per lb.
In barrels, about 600 lbs.... $0 48
In kegs, about 250 lbs. ... 0 48½
In 50 lb. and 100 lb. drums 0 49
In 25 lb. drums 0 50
In 1 lb. packets, 100 lbs. in case 0 52
In ½ lb. packets, 100 lbs. in case 0 54
F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa.
Terms one month net or 1% in 15 days.

PUTTY

Standard	Montreal Less than tons	Toronto
Bulk, in casks	$5 65	$5 95
Bulk, 100-lb. drums	6 50	6 80
Bulk, 25-lb. drums	6 75	7 05
Bulk, 12½-lb. irons	7 00	7 30
Bladder, in bbls.	7 00	7 70

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance. Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over montreal quotations.

ROSIN
Barrels, 100 lbs. $11 50
Less, per lb. 0 14

SHELLAC
Pure White, gal. (1 gal. tins), $7.25 to $7.40; pure Orange, gal. (1 gal. tins), $6.50 to $6.90; Gum Shellac, TN, $1 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 60
Takof	2 75
O.P.W. Presto	2 75
Lingerwett	2 55-3 00
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES Per gal. cans
No. 1 Furniture, extra, barrels, $1.35-$1.46 gal.; gal tins .....$1.57-$1.68
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz.... 1 40
Depend-on, list 3 50
B.H. Maritime Spar, list 7 20
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 3 50
Granitine Floor Finish 3 50
Hydrox Spar 3 65
C.P.C. Sun Varnish..... 3 83
C.P.C. Sun Spar..... 5 13
C.P.C. Sun Waterproof Floor 3 90
Jasperite Interior and Exterior 3 00
Jasperite Pale Hard Oil 2 25
Jasperite Indestructo Floor Varnish 3 00
Jamieson's Copaline 3 52
M-S Marble-Ite Floor 3 91
M-S Wood-Var 3 91
M-S Durable Spar 5 11
M-S Finest Interior 3 34
Elastic Interior 3 14
Mar-not 3 90
Quick Action House 2 65
Rexspar 5 12
Smear-Not 3 34
Kyanize Spar 4 94
Kyanize Cabinet Rubbing .. 3 84
Kyanize Interior 3 84
Luxeberry light 4 50
Luxeberry granite 4 50
Luxeberry spar 5 62
Ramsay's Universal 3 68
Crown Diamond Floor 3 65
F.o.b. Montreal and Toronto.

WATER PAINTS
Opalite, 300 lb. bbls. 0 13½
Opalite, 100 lb. kegs 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg.... 0 40
Coralite, 5-lb. pkgs., white. 8 40
Coralite, 5-lb. pkgs., colors. 8 40
B.H. Frescota, 5-lb. pkge., white 7 80
B.H. Frescota, 5-lb. pkge., colors 8 40
F.o.b. Montreal, Toronto.

WASTE
Cream, Polishing $0 21

WHITE
XXX 0 18
XX 0 16¾
X 0 15¾
XC 0 13½
Japanese 0 18
XXX Extra 0 19
XX, grand 0 17¾
XLCR 0 16½
X Empire 0 15¼
X Press 0 14

COLORED
No. 5 ..... 0 18¾
No. 1 ..... 0 12¾
No. 7 ..... 0 11¾
No. 1A 0 10¾
No. 1B 0 09¾
Fancy 0 15
Lion 0 16½
Standard 0 12
Popular 0 10½
Keen 0 09
Above lines subject to trade discount for quantity.

WAX Per lb.
C. & B. Floor Wax $0 40
B.H. Wax 0 45
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 35
Imperial Floor Wax 0 40
Anchor 0 33
O.P.W. Lion Brand 0 45
Old English 0 58 0 62
Johnson's 0 62
Jamieson's liquid wax, gal. ... 2 73
Gold Medal 0 42
Edwards, lb. 0 40
Ramsay's 0 45
S. & W. 0 54
Crown Diamond 0 45
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 50
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls. $3 00

WOOD ALCOHOL Per gal
In five gallons 2 20
In barrels 2 15
$4 extra for barrels.
F.o.b. Montreal, Toronto, London

Good Men

DO you need the services of a good retail salesman, traveller, or manager? The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

Alex. McArthur & Co., Ltd.

TRADE MARK

82 McGill Street Montreal, Canada

BLACK DIAMOND

TARRED FELTS

and SHEATHINGS

Made at our own Paper Mills.

SAVE COAL

BY USING

BUILDING PAPER

RED

S

BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $3.25; C.B. Caps, $4.10; 2 2Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regale Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Double Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin 10%

Gilmour 45%

BARS, CROW. $10.50 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 10-10% off list.

Standard, 10% off list. Extra net list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch. 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 20%; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $12.25. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, .7½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 50
Lookout	1 00
Sleepmeter	2 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 74c lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe ..... Discount 50%

Nicholson Gen. ..... Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	30%
Nipples 4" and under	75%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS WINDOW

	Single	Double
Up to 25 in.	....	....
26 to 40	....	....
41 to 50	....	....
51 to 60	....	....
61 to 70	....	....

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 15
Cold Blast, regular	1 15

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4 $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherwenght, $9.95.

IRON, GALVANIZED

Apollo and "Fleur Premier de Lis"

10¾ oz. or 28 Eng.	$9 40
28 Am. or 26 Eng.	9 00
26 Am. or 26 Eng	8 70
24	8 55
22	8 55
18 and 20	8 40
16	8 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set $2 25

Mrs. Pott's No. 50, set 2 35

Mrs. Pott's common and iron handles, $1.45 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

20% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 05
3	2 90
4	4 30

Barn Door

5	2 65
8	2 65
9	4 30

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.75; cutter, $13.75.

MOPS

	Doz.
O-Cedar Polish, No. 1	$12 00
O-Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	....
Star	7 50	8 00

NAILS

Wire f.o.b. Fort William, $5.00 base; Winnipeg, $5.50 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	6 30
30 in.	7 65
36 in.	9 30
2 in. mesh x 24 in.	3 05
30 in.	8 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in. $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, per 100 lb.	$24.00
Clipper, unspun, per 100 lbs.	22.50
Plumbers, per 100 lbs.	11.00

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

POLISH

O-Cedar—

	Doz.
4 oz.	$ 2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$ 2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

Bon Ton—

¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
Gal.	15 00
½ gal.	9 90



Stephens' House Paint Especially Adapted for Service in Canada's Extreme Climate

How much do jobs, on which poor paint is used, really cost? How many customers do you lose through selling certain brands of paints and varnishes on which profits are greater, but on which you have your doubts as to quality, wear, etc.?

Think it over.

If you are not satisfied with your paint for this season, if you feel that your increase will not be as great as you deserve, get in touch with us at once.

We have a special proposition to make you.

THE G. F. STEPHENS CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG AND CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 833	1071
inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 70
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER, Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $8.75; full polished, $9.00; 18 x 24, half polished, $8.75; full polished, $9.00; 20 x 28, half polished, $8.75; full polished, $9.00.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 7, 55c; No. 8, 56c; No. 10, 60c; No. 12, 65c.

ROPE

Sisal, 26c base; pure Manila, 34c base; British Manila, 29¼c base; lath yarn, 26c base; African hemp, 29¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER

Star—	Quire.	Ream.
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—		
00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%, flat head, brass, 35%; coach, 45%. Set Screws, 40%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $15.95; D.H. Sqr. Pt., $15.95; L.H. Rd. Pt., $15.95; L.H., Sqr. Pt., $15.95; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 5, $20.25; No. 6, $20.50; No. 8, $21.00.

SOLDER. Per pound, 37 to 38c.

SPIKES, BOAT

Pressed, ¼ in., $8.00; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $5.95 Fort William $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$22 50
20 x 28 I.X. box	26 00
20 x 33 I.C. box	27 00
20 x 33 I.X. box	31 90
Terne plates	24 00

TRAPS, GAME—	Doz.		
	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 66
Cotton, 3-ply, balls	0 69
Cotton, 4-ply, cones	0 70
Cotton, 4-ply, balls	0 73

VARNISHES—

Stephens' Luminette, gal.	$3 50
Stephens' Exalite, gal.	4 25

WARES, ETC.—

Scotch Grey, 50% discount.

Colonial, Imperial, Pearl, 25-2½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 32%.

Japanned Ware, white, list, plus 42%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 30-20-2½% discount.

Stamped Ware, retinned, 20-20-7½% discount.

Pieced Tinware, ordinary, list, plus 43%.

Pieced Tinware, copper bottoms, list, plus 62½%.

Sheet Iron Ware, list, plus 21½%.

Light Galvanized Pails, 31½%. Tubs, list, plus 32%.

Heavy Galvanized Pails and Tubs, plus 21%.

Jap. Coal Hods, list, plus 36%.

Galvanized Coal Hods, list, plus 51%

WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

WASTE	
Cream, Polishing	$0 23

WHITE	
XXX Extra	$0 21
XX, grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

COLORED	
Fancy	0 17
Lion	0 15½
Standard	0 14
Popular	0 12½
Keen	0 11

..Above lines subject to trade discount for quantity.

WHITE LEAD

Decorators' pure, ton lots, $16.90: less than ton lots, $17.25.

WIRE, BARB

Lyman, 4-point, $5.15 Winnipeg; Glidden Cattle, 2-pt., $4.95 Winnipeg; Baker, 2-pt., $4.85 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized, Winnipeg, No. 9, $5.50; No. 12, $5.65; coil spring, Winnipeg, No. 9, $5.55; No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.25 per hundred sq. ft.; in 50-ft. rolls, $3.35 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.75 Winnipeg; $6.25 Fort William. Brass snare wire, per lb., 61c.

WIRE, ANNEALED

No. 9, $5.50; 10, $5.56; 12, $5.70; 14, $5.90; 15, $6.05; 16, $6.20 per 100 lbs.

WRENCHES (NUT)

Agricultural—	Doz.
6 inch.	$6 70
8 inch.	8 00
10 inch.	9 40
12 inch.	12 00
15 inch.	16 80
Perfect Handle—	
6 inch.	12 00
8 inch.	14 40
10 inch.	16 80
12 inch.	21 60
15 inch.	28 80
18 inch.	38 40

WRENCHES (PIPE)

Stillson—	Each
6 inch.	$1 00
8 inch.	1 15
10 inch.	1 25
14 inch.	1 75
18 inch.	2 50
24 inch.	3 65
36 inch.	6 75

Trimo—	
10 inch.	$1 60
14 in.	2 10
18 inch.	3 00
24 inch.	4 35

Always Ready—	Dozen. Black.	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Eze, $62.55 per dozen, Reliance.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

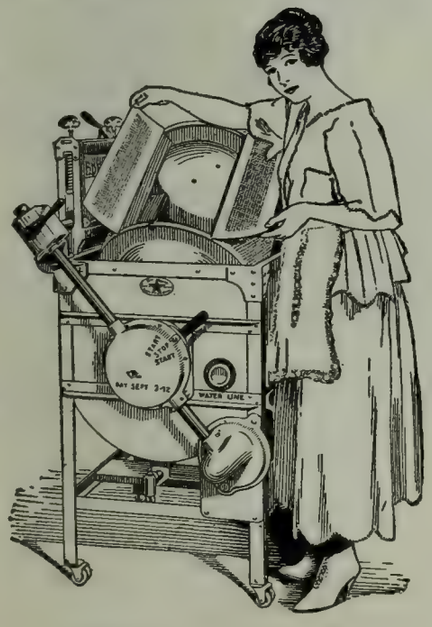
GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED



THE BIG MARKET

—*IS AT HAND*—

In the big demand for Labor Saving appliances that has been developed by the education of the housewife to a realization of the fact that she need not be a household drudge —

THE EDEN DOMINATES ITS MARKET

Because its construction is time tested.
Because it has twenty-five inimitable and exclusive features.
Because it is nationally advertised.
Because it is sold on a Golden Rule Policy.

Because it does what it is built to do—it washes clothes and washes them to snow whites, quickly, easily and economically.

THEREFORE:—YOU SHOULD SELL THE EDEN and reap the harvest of prosperity that is in sight.

GREAT WEST ELECTRIC COMPANY, LTD.

CANADIAN DISTRIBUTORS

WINNIPEG MANITOBA

Distributors of LACO TUNGSTEN and NITRO LAMPS

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Norman MacDonald & Co., Toronto, Ont.
Plewes, Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Implements
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammonia
The Engineers' Supply Co., Winnipeg, Man.
Stuart & Foster, Toronto.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Arbors
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Leeks and Potts, Limited, Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Crown Cycle & Motor Co., Montreal.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
Motor Products, Ltd., Winnipeg, Man.
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North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
The Bunyan Mfg. Co., Cleveland, Ohio.
The Burrowes Mfg. Co., Toronto.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chapman Ball Bearing Co., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durkee-Atwood Co., Toronto, Ont.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The J. H. Hanson Co., Ltd., Montreal, Que.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Will. R. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Perfection Sanitary Brush Co., Toronto.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irvington, N.J.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Automatic Screw Machine Products
Caron Bros., Montreal, Que.

Automobile Hoods (Ford)
The Burrowes Mfg. Co., Toronto.

Automobile Parts
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Automobile Signals
The Bunyan Mfg. Co., Cleveland, Ohio.

Automobile Specialties
Evans & Co., Ltd., Montreal, Que.

Awnings
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Ont.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Boats
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg.
The Steel Co. of Canada, Ltd., Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Smith & Hemenway Co., Irvington, N.J.

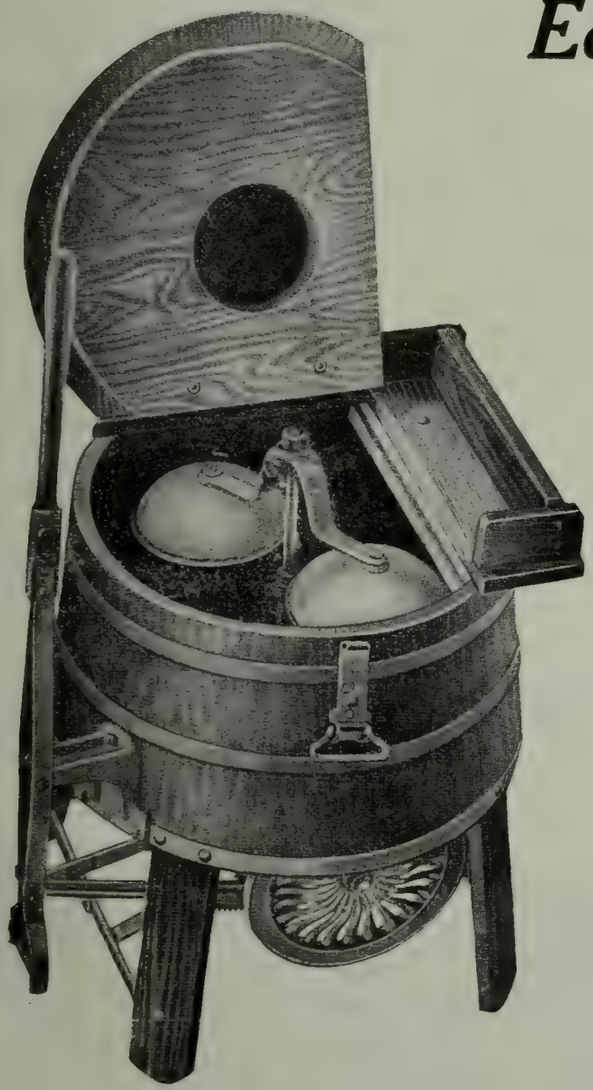
The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Vacuum Washer

Easiest Lever Motion



This washer has some remarkably desirable features that appeal to every woman. It is operated by a wooden-handled lever, or by a foot stirrup provided to operate the machine while sitting.

The vacuum cups, shown in the cut, can be raised or lowered on the plunging shaft. This permits four different adjustments to suit large or small washings. This washer has been tested and proved. It's a sure and satisfactory seller. Write for information.

THE J. H. ASHDOWN HARDWARE CO., LIMITED

CALGARY WINNIPEG SASKATOON

THE BUYERS' GUIDE

Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Brushes, Shaving, Manufacturers
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Co., Limited, Toronto.
Firelight Supplies, Manchester, Eng.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog.

Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Centre Keys or Drifts
Whitman & Barnes Mfg. Co., St. Catharines.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Choppers, Ice
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Climbers
Smith & Hemenway Co., Inc., Irvington, N.J.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
Containers Limited, 350 Sorauren Ave., Toronto.
A. R. Whittall Can Co., Ltd., Montreal, Que.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Coopers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counter-sinks
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Couplers, Belt
Strong Machinery & Supply Co., New York, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Creepers, Ice
Churchill Mfg. Co., Inc., Lowell, Mass.

Creasers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.

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Many years' successful experience in the Roofing Business has given us a thorough knowledge of roofing requirements. And we've used this knowledge in making Everlastic Roofings.

They are made with the greatest care and undergo the rigid inspection that we know to be necessary. They are made to satisfy and to give the kind of service that will bring customers back to your store.

For it is only satisfactory service from what you sell that will keep your customers. A roofing that won't last—no matter how cheap the first cost—is a costly buy for your customer. And he'll remember where he bought it and nurse a grievance.

Everlastic Roofings sell for a fair price and you can be sure that your customer will get satisfactory service from them; which means that your customers will have confidence in you and the goods you sell.

Everlastic "Rubber" Roofing

Thousands upon thousands of buildings are protected from wind and weather by Everlastic "Rubber" Roofing. It is made of high-grade waterproofing materials and is tough, pliable, elastic and very durable. It can be sold with perfect confidence that it will give satisfaction.

Made in 1, 2, and 3-ply weights, each roll containing enough to cover 100 square feet of roofing surface. Complete with nails and cement for laps will weigh about as follows: Light (1-ply) 35 lbs.; Medium (2-ply) 45 lbs.; Heavy (3-ply) 55 lbs. per roll.

Everlastic Slate-Surfaced Roofing

The most beautiful and durable roll roofing made. Surfaced with real crushed slate in soft shades of red or green. The slate not only makes a very handsome roof but one that is fire-resisting.

Remind your customers that this roofing requires no painting. The colors are fast. Comes in rolls 32 inches wide, weighing about 80 lbs. Nails and cement included in each roll.

Write nearest office for prices and further details.

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The Barrett Company
LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER
ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S.



Everlastic "Rubber" Roofing on a group of modern farm buildings, including silo at right.

THE BUYERS' GUIDE

Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Economy Foundry Co., Portage la Prairie.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Drain Pipe Cleaners
Herbert Terry & Sons, Redditch, Eng.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Pemberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
The Barton Netting Co., Ltd., Windsor, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.
Munderloh & Co., Ltd., Montreal, Que.
The Northern Electric Co., Ltd., Montreal, Que.

Electro Plate Ware
W. J. Anthony & Sons, Ltd., Birmingham, Eng.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DesRochers Ltd., Montreal, P.Q.
James Hutton & Co., Montreal, Que.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Common Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co Montreal.

Fanlight Openers
Jas Cartland & Sons, Ltd., Birmingham, Eng.

Farriers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll. Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Chas. Lindsay, Ltd., Glasgow, Scotland.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Finnie & Murray, Ltd., Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.

Flatters
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Parts
Crown Cycle & Motor Co., Montreal.

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We carry the most complete stock of Asbestos Goods and Mill Supplies in Canada.

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SATINETTE WALLPAPER, CALCAMINE, and WINDOW BLIND CLEANER



The Best in the World | **Why? Because**

1st. Satinette Cleaner is put up in an absolutely air tight tin.
2nd. There is no evaporation of ingredients. Goods remain perfectly fresh, no matter how long kept in stock.
3rd. The only real wallpaper cleaner manufactured in Canada.

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For People Who Care

The only polish on the market finishing with a hard dry lustre. Will not mar the finest finish no matter in what quantities used. The dust will not adhere to the lustre obtained by using Satinette, either on Automobiles or furniture.
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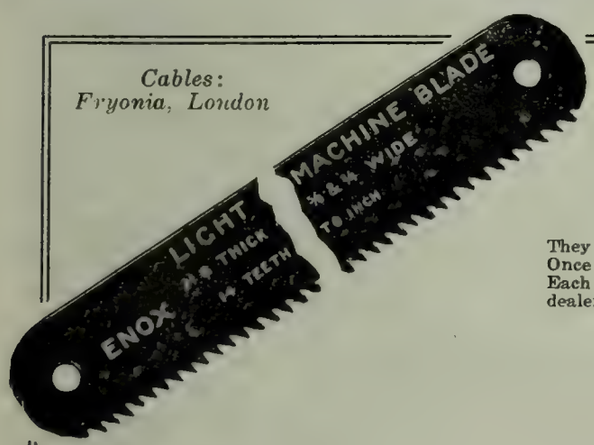
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Fullers
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Hobbs Mfg. Co., Montreal, Que.

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Hobbs Mfg. Co., Montreal, Que.

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Novelty Cutlery Co., Canton, Ohio.
Wiebusch & Hilger, Toronto.

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Brandram-Henderson, Montreal.
Canada Linseed Oil Co., Ltd., Montreal and Toronto.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont
The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.
White & Colquhoun, Glasgow, Scotland.

Lock Washers
Smith & Hemenway Co., Inc., Irvington, N.J.

Lock Springs
Herbert Terry & Sons, Redditch, Eng.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs, Malleable Iron Bands
The International Malleable Iron Co., Ltd., Guelph, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co. Ltd., St. Catharines, Ont

Machinists
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Mandrils
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man
The Engineers' Supply Co., Winnipeg, Man.
A. R. Fraser, Vancouver, B.C.
Gaetz & Co., Halifax, N.S.
F. W. Lamplough & Co., Montreal.
Marriott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford Winnipeg Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mats, Flexible
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark New Britain, Conn

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton Eng.

Metal Stamping
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.



Paints and Varnishes

WHATEVER it is that requires a coat of protection, there is a *Sherwin-Williams* product to fill the bill. There is a preparation for every purpose, from a chair to a church—from a barn to a bookcase, and the *Sherwin-Williams* label means that it is the best value procurable.

Easy to apply, economical to use, made from time-tested formulas with the best of ingredients, you should insist on getting *Sherwin-Williams* products—be it paint, varnish, stain or enamel.

There is a dealer in your town who sells the S-W line. Look for the sign as above and consult him.

Save the surface and you save all" *Paint & Varnish*

THE SHERWIN-WILLIAMS CO.
of Canada, Limited.

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL TORONTO, WINNIPEG, LONDON, ENG.

1

To Sherwin-Williams Dealers

The advertisement which is reproduced above in reduced form is appearing in large space in magazines circulating all over Canada.

It is only one of the many methods used by us to keep the S.-W. line prominently before the purchasing public.

We are advertising to produce business through your store. Are you ready to take care of sales? Is your stock complete? Look it over and send in your order for lines that are running short.

"Save the surface and you save all" *Paint & Varnish*

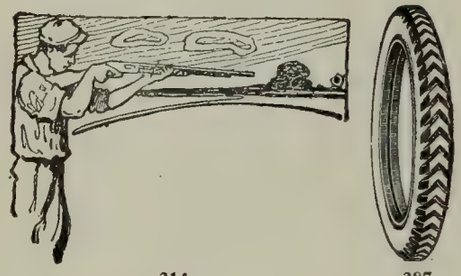
THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

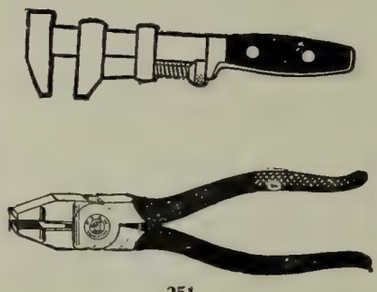
FACTORIES: MONTRERL TORONTO WINNIPEG LONDON, ENG
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N.B. LONDON, ENG.

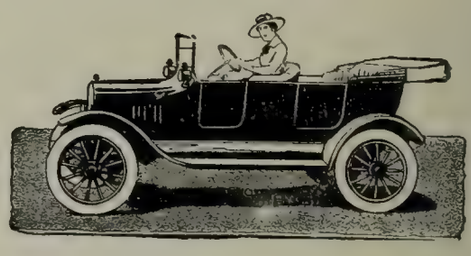
Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.

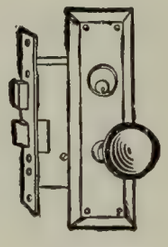

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387

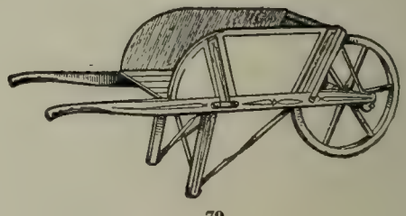

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280

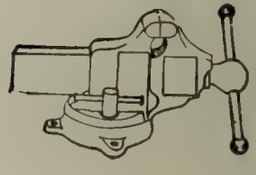

159


79


330


269


72


67

THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 25c. each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

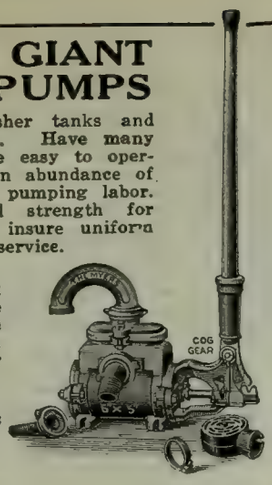
Electro Department

143-153 University Avenue
TORONTO, CAN.

MYERS GIANT TANK PUMPS

For filling thresher tanks and many other uses. Have many late features, are easy to operate and throw an abundance of water with least pumping labor. Compactness and strength for size and weight insure uniform and dependable service.

This is Tank Pump Time — Be sure and sell the MYERS this year. Ask your jobber or write us.



F. E. MYERS & BRO.
Ashland, Ohio.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Manitoba — Bissett & Webb, Limited, Winnipeg

British Columbia — McPherson & Teetzel, Vancouver

Reliable QUALITY



OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery

"WELLINGTON"
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc,

Wellington Mills, London, S.E.1., Eng.
AGENT:
Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ont.



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada



OWL METALS

We are continually being asked by mail order houses to fill orders for Owl Babbitt Metal. This business should be going to the local hardware dealer. Better keep a stock on hand.

OWL METAL CO., LIMITED, WINNIPEG



Practically all good buyers of hardware in Canada are readers of Hardware and Metal

THE BUYERS' GUIDE

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Hamilton Stamp & Stencil Works, Hamilton, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Leeks and Potts, Limited, Hamilton, Ont.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Ltd., Toronto.
Lake Superior Paper Co., Ltd., Sault Ste. Marie, Ont.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co., of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Burners, Kerosene
The Canada Oil Burner Co., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum.

Marine and Deck
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co. Montreal.
Firelight Supplies, Manchester, Eng.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co. Montreal.
McArthur-Irwin Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis Minn.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pastes
Stuart & Foster, Toronto.

Paste, Dry
Stuart & Foster, Toronto.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Jas. H. Cummings, 190 North State St., Chicago, Illinois.
Dominion Sewing Machine-Phonograph Co., Winnipeg.
The Musical Merchandise Sales Co., Toronto, Ont.

Pick, Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Rings
The Brown Engineering Co., Toronto, Ont.

Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaner
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Clay Sewer
Clay Products Agency, Ltd., Toronto, Ont.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.
A. H. Power Furnace Co., oTronto, Ont.
Soren Bros., Toronto.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Planters and Diggers, Potato
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Plowshares
D. Ackland & Son, Winnipeg.

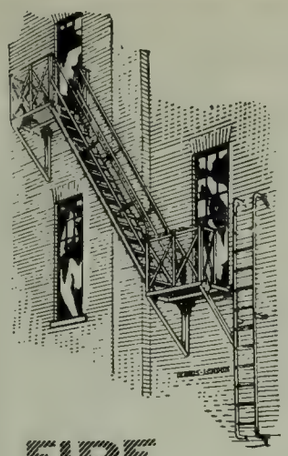
Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Make a Substantial Addition to Your Annual Profit



FIRE ESCAPES

To sell a fire escape is a good piece of business for one day. Many live hardware men are taking orders for our products, such as Fire Escapes, Marquises, Iron Fence, Memorial Tablets, Steel Lockers, Steel Cabinets and Shelving, Wire Window and Machinery Guards, Wire work of all kinds, General Builders' Ironwork and Ornamental Iron, Bronze and Wire.

Dozens of orders in these lines may be picked up without any trouble. Your profit is liberal, and we co-operate to the fullest extent, furnishing blueprints, diagrams and estimates where required.

Write for further information.

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA

The Prince of Nails "GRAHAM"

Specify our

Nails, Wire, Bale Ties, Straightened Rods and Staples

THE GRAHAM NAIL WORKS

Operated by the CANADA METAL CO., Ltd.

HAMILTON MONTREAL **TORONTO** WINNIPEG VANCOUVER

Mr. Merchant:

When you are finished with this paper pass it on to your clerks. It will help them to help you, which means increased business.

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

THE BUYERS' GUIDE

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Plow Rings
International Malleable Iron Co., Ltd., Guelph.

Polishes
Stuart & Foster, Toronto.
Vlit Mfg. Co., Montreal, Que.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

Polishes, Brass
Stuart & Foster, Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polish, Silver
Stuart & Foster, Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

Polish, Cream, Metal
Stuart & Foster, Toronto.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal.

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rat Poison
The Common Sense Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Limited, London, Eng.
Wiebusch & Hilger, New York.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Records, Talking Machine
The Musical Merchandise Sales Co., Toronto, Ont.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rod ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed

Saws, Crosscut and Band
Henry Disston & Sons, Inc., Philadelphia, Pa.
T. F. Shurly Co., Ltd., St. Catharines,
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Band
Henry Disston & Sons, Inc., Philadelphia, Pa.

Saws, Butchers'
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

Saws, Hack
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screw Drivers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Searchlights
The Brilliant Searchlight Mfg. Co., Chicago, Ill.

Seats
Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal, Que.

Seats, Garden
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.
Silverwoods, Ltd., London, Ont.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

Shingle
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

Shovels, Snow
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto.

Show Cases
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.



"You should have used a DAYLO!"

Another Eveready Big Drive

DAYLO SAFETY FIRST WEEK, OCTOBER 4-11TH

In honor of Fire Prevention Day, Oct. 9th.

HERE is a big national event that Eveready has put to work for Daylo dealers this year.

"Fire Prevention" will be tied up tight to your store, the demand centered there, through a powerful chain of advertising co-operation that is bound to pull public interest *your way*. Newspaper, magazines and billboards are being linked together to put across Daylo as the cheapest and most certain form of fire insurance known.

See that your Daylo distributor supplies you immediately with ample stock to meet the resulting demand, not forgetting plenty of renewal Tungsten Batteries.

Mail the coupon to us today so that you can cash in on this big drive; you say the word and we'll send you all the store and window material.

CANADIAN NATIONAL CARBON CO., Limited, Dept. 213
Toronto, Ontario

You can count on strong store and window displays from me for Daylo "Safety First Week", if you will send the special sales helps and display materials promptly.

*Name*_____ *City*_____

*Address*_____ *State*_____



This Daylo "Safety First" medal design will appear in all October Daylo advertisements, and lithographed in full colors, in *your window*, if you send the coupon now.

Canada 707

THE BUYERS' GUIDE

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Skis
The Northland Ski Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont
The Can. Flexible Skate Co., Ltd., Parry Sound.

Sledges, Blacksmith, Coal, Stone
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Snips (Tinner)
Wiesbusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.

Snow Shoes
The Northland Ski Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.
D. F. Jones Mfg. Co., Gananoque, Ont.

Spark Plugs
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal.
Franco-American Equipment Co., Montreal, Que.
Hyslop Bros., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Herbert Terry & Sons, Redditch, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.
The Hingston Smith Arms Co., Ltd., Winnipeg.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Spring and Presswork Specialties
Herbert Terry & Sons, Ltd., Redditch, Eng.

Spring Dies
Wells Bros. Co. of Canada, Galt.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Manton Bros., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare ros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Sox, Sackville, N.B.
Empire Stove & Furnace Co, Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel Co'd Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Wagon Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Stucco Board
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thermometers
Wilder-Pike Themometer Co., Inc., Troy, N.Y.

Thermos Bottles
Thermos Bottle Co., Ltd., Toronto, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinners
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

Tin Plate
Joseph R. Martin & Co., Montreal, Que.
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montreal.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Crown Cycle & Motor Co., Montreal.
The Dayton Airless Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto, Ont.
The Van Der Linde Rubber Co., Toronto.

Public Finance Disaster of Early Canadian Days

The almost forgotten experience of our forefathers, of which, to quote Sir Oliver Mowatt, "The effect was to diminish the value of municipal securities generally, and to corrupt the moral sense of the people with reference to moral obligations," makes a fascinating and thought-stimulating article as presented by Dr. J. Murray Clark in recent issues of THE FINANCIAL POST.

Dr. Clark, dealing with this Municipal Loan Fund of the fifties, says of its author, Sir Francis Hincks:

> He had in some respects genuine ability and, in matters which he understood, rendered considerable useful public service, but he was an idealist and a theorist without any practical grasp of the rigorous laws and unyielding facts of finance. He was patriotic and well-meaning, but his patriotism and good intentions did not save the country from the inevitable consequences of his scheme which those able to think clearly on matters of finance perceived from the beginning. He possessed in an eminent degree that fatal fluency of persuasive speech with which so many of our politicians are endowed, and swayed the people, for whom he expressed and probably felt sincere devotion, with superficial catchwords and glittering generalities not founded on the stern realities of economic laws. The confidence he inspired only enabled him to do infinitely more mischief than would otherwise have been caused by his scheme, and did not protect the people from the losses and distress resulting from disregard of sound business principles.

There is more here than an interesting story of early days. Here is a marking on the map of Canada's history by which all interested in the country should make their reckonings, should chart their course of action.

THE FINANCIAL POST is continually presenting such articles. Consider some which appeared in the early issues of August:

Grain Growers Condemned by a Retailer.
Bolshevism and Public Morals.
Some Alberta Oil Wells Are Showing Profit.
Bright Outlook for Canadian Pulp & Paper.
Why Henders Fell Out With Grain Growers.
Sawyer-Massey on the Road to Better Times.
Sir Adam Gets in Some Fine Work at Guelph.
Dominion Loan Campaign to Start Oct. 27.
Frank A. Vanderlip Continues His Vivid Survey of War-ridden Europe.
Make Maturities of Loans as Short as Possible.
Tariff Action by Liberals Step in Dark.
Canners' Head Gives Answer to Prof. Jackson.
Small Retailer Renders Service to the Community.
Reorganization of the Standard Reliance Corporation.
British Will Not Unload Their Canadian Bonds

You will find enlightenment in the balanced viewpoint of THE FINANCIAL POST'S articles and editorials. You will find its "Answers to Enquiry" department of value. THE POST is the paper for the thinker—be he rich or poor; the paper for the man who is eager to study not only what is best for his business, but what is best for Canada. This is the paper which you may receive weekly for one year at a cost of $3.00. Fill in the attached coupon:

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Presto Patch Co., Toronto, Ont.
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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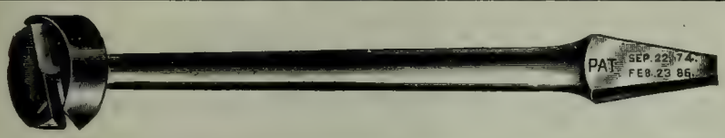
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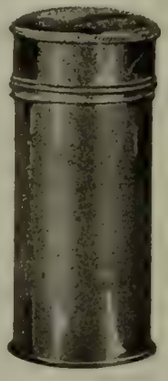
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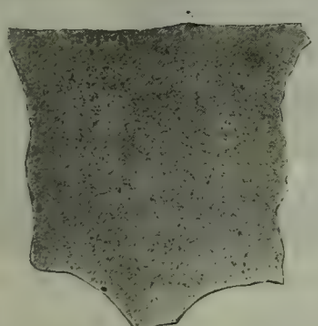
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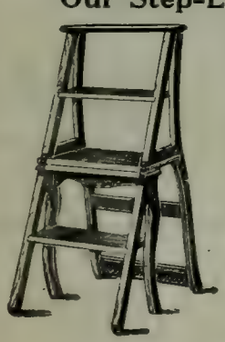
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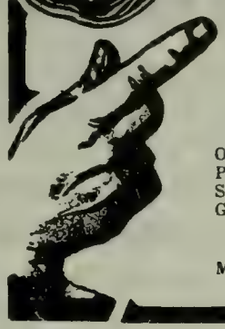
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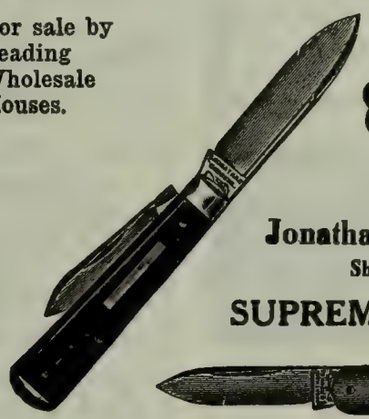


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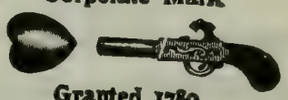
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Drop a card for prices and particulars.

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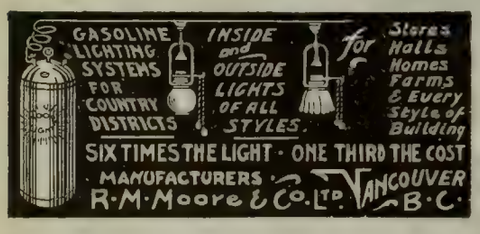
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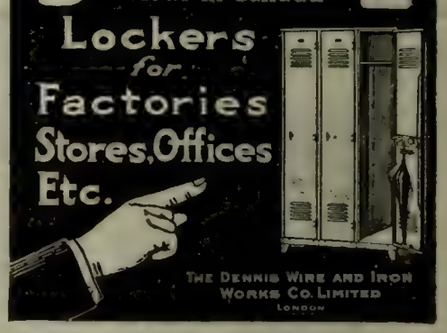
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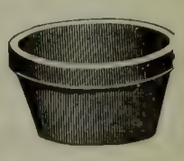
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FOR SALE — 200 ELECTRIC PORTABLE lamps. $1.50 a piece to clear out job lot. Box 446, Hardware and Metal.

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Two paint travellers required for November 1st for Manitoba and Saskatchewan. Men who have connection desired and who are at present successful. A good salary with promotion is available. Your application will be treated in all confidence. Apply Box 770, Hardware and Metal, Toronto.

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HARDWARE BUSINESS WANTED WITH stock about six thousand, in good farming community; state terms, stock, yearly turnover, rent and all particulars. Box 442, Hardware and Metal.

Have a client who wants a live hardware business. Well located. Stock about $5,000 or over. Who is prepared to pay cash if suited. Particulars confidential. J. P. Lawrason, 25 Toronto St., Toronto, Ont.

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ENGLISH INTO FRENCH. COMMERCIAL. Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault. P.O. Box 135, Station B, Montreal.

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ADDING TYPEWRITER, WRITE ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

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GAETZ & COMPANY

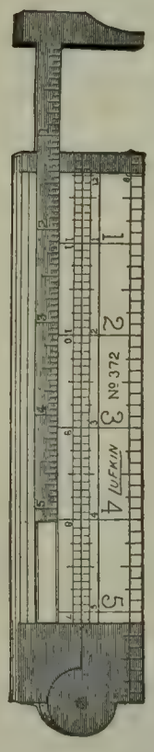
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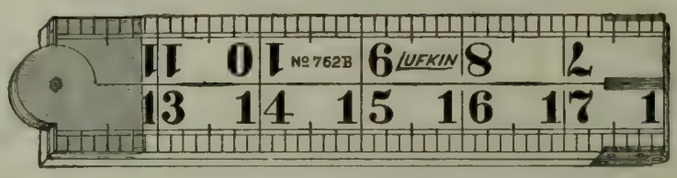


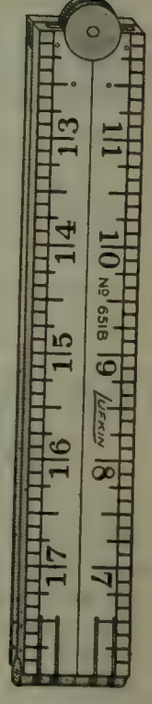
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Will meet your customers' every requirement well.

Made from Genuine Boxwood, thoroughly seasoned, sections securely assembled. Graduated by methods that insure Accuracy; Well Finished and Closely Inspected.





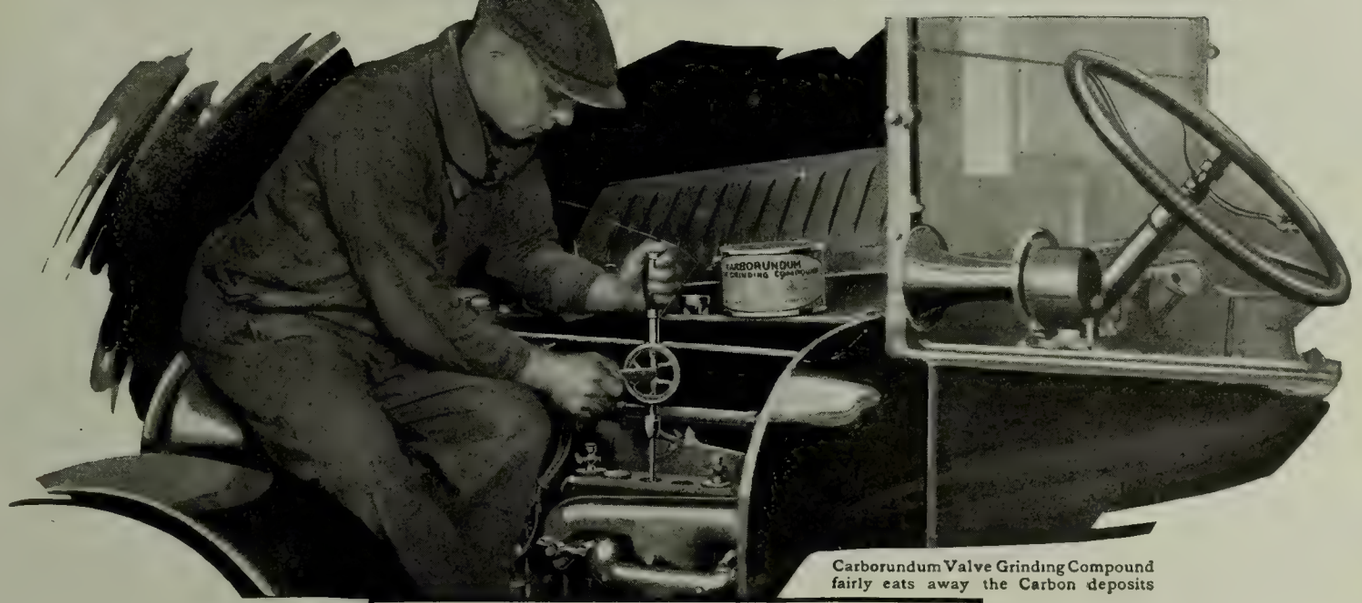
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IN THE SERVICE OF THE GARAGE AND REPAIR SHOP



Carborundum Valve Grinding Compound fairly eats away the Carbon deposits

Here Is Profit!

EVERY garage, from the biggest to the modest little back yard affair, has use for these Carborundum Products.

Carborundum Valve Grinding Compound, the quick, clean cutting compound that does the work better, easier.

Aloxite Cloth — the cloth that cuts — for finishing parts — for general metal work—cuts faster, lasts longer.

For grinding tools, parts and fittings —for general grinding work, Carborundum Grinding Wheels and Carborundum Niagara Grinders.

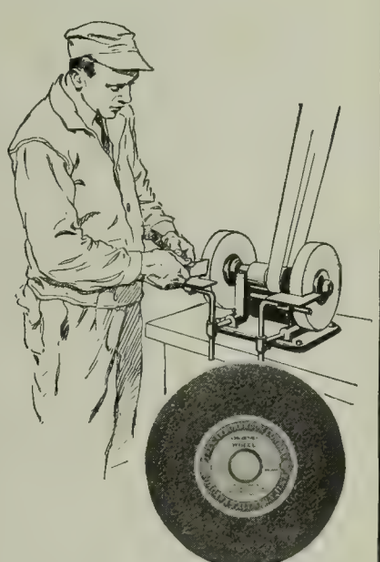
Carborundum Products are Nationally Advertised

See that they are added to your stock. The demand for them is increasing every day everywhere. Let us send you folders to circularize your auto trade. Write us regarding Carborundum displays.

The Carborundum Company
Niagara Falls, N. Y.



Aloxite Cloth—the cloth that cuts faster, lasts longer—



Carborundum General Purpose Wheel for grinding parts, fittings and tools.



You can put the handy Niagara Grinder to a dozen and one uses.



Oatmeal In The Radiator



is an old-fashioned method of trying to stop leaks. It only works once in a long while, and then by mere chance.

What your customers really want is a radiator that DOES NOT leak at the slightest opportunity. Or, if it does, through some unforeseen circumstances, can be repaired at very short notice.

Engineers have decreed that Cellular Radiators are the best because they do not leak easily. But there is a difference between cellular radiators (some are, and some are not) but,

McKINNON RADIATORS

Are

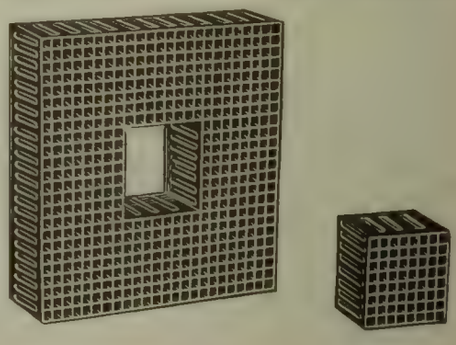
"Really Cellular"

They are simply a combination of individual cells. Each rectangular section is made by wrapping the metal around the forming mandrels, not stretching or drawing it around the core, the very method that hardens the metal and makes it crack so easily.

Corrosion is also one of the evil influences of water on the radiator. Overcome this by carefully tinning the inside and outside of McKinnon Radiators. The sides are straight downward and corrugated so that the water is constantly in agitated action, carrying sediment away from the sides, so that the heat can be transferred to the sides and carried away by the cool air passing through the air cells, keeping the engine cool.

The water tubes are also constructed to permit of an outward strain many times before a burst will take place.

McKinnon Radiators do not leak unless they are forced to. But should this happen, the motorist would just plug up the leaking section with tire dough, or wood plugs, refill the radiator and drive on. Later, the repair man would simply replace the broken section with the new cells.



Vibration has no terrors for the McKinnon Radiator —because it is a solid unit, not an aggregation of tubes, fins and separate pieces.

This is one line every garage man and dealer should carry. We invite correspondence.

McKINNON INDUSTRIES LIMITED

St. Catharines, Ontario, Canada

HARDWARE AND METAL

Vol. XXXI
No. 38

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

SEPT. 20
1919

Lowe Brothers

LINDURO
"ENAMEL"
SNOW WHITE

Nothing more artistic or dainty—gives that rich, dignified, crystal-like effect so much desired by particular people.

True Blue and White

Signify a square deal to users of and dealers in Lowe Brothers High Standard Products.

The appearance of the goods on the shelf and the quality of High Standard Products combine to make the first Sale and to link it with a continuous chain of repeat orders.

High Standard Products are your best guarantee of satisfactory profitable business. They are known by the Little Blue Flag—the emblem of honest Paint Products—made up to the Highest Standard.

Investigate our unequalled sales service. It will pay you.

MADE BY

Lowe Brothers, Limited.

TORONTO · DAYTON · BOSTON · NEW YORK · CHICAGO · KANSAS CITY · MINNEAPOLIS · ATLANTA

Have You Seen Our New Sales Helps?

JUST off the press! A series of advertisements written, drawn and made into plate form for the Hardware Merchant's special use.

Exclusive use is given for the requested plates, except in cities where merchants intend to use them on pamphlets.

The advertisements were illustrated by one of the best artists, the copy was written by the same experts who are responsible for the successful O-Cedar Advertising.

You now have the opportunity to unburden yourself of the hard work of getting up "ads" for your local paper. All the advertisements are seasonable, attractively arranged and are sales producers.

If you have not received an "O-Cedar Sales Help," please ask for one. Take advantage of this free service and its use will result in your benefit.

The first merchant to make a request gets first choice of advertisements. Send your request to-day.

CHANNELL CHEMICAL COMPANY, LIMITED

369 SORAUREN AVENUE

TORONTO, CANADA



HARDWARE AND METAL, September 20, 1919. Volume XXXI., No. 38. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

Just as Important

to keep cold out as to keep heat in







WITH the prospects of a severe winter ahead and the uncertain delivery of coal, you will be wise to put in a substantial stock of weatherstrip and advise your customers to get busy putting it on. Every window and door protected against winds entering and heat escaping means pounds of coal saved. And coal means not only money these days but trouble in trying to secure it. We carry such leading makes of weatherstrip as the following—

"ZERO"

the regular felt and wood strip, probably the most used strip on the market.

"CLINCHER"

which is also of felt and wood construction, but made as shown in illustration so that the nails hold both felt and wood.

"FROST KING"

This is always a popular seller, made of felt with the heavy reinforced edge. Sold by the yard. This is made for windows and doors.

THE "BEST"

In two styles. The first is a spring bronze strip 1¼ inches wide in coils; the second is the patented "Best" strip, sold in proper lengths for windows. This strip (shown in illustration) is a most effective protector, the kink or spring which holds the window tight never comes out owing to the construction. Can be applied easily by the merest amateur. Sold over the counter.

Another Coal Saver—*Samuel's Ash Sifter*

There is no question about the advisability of saving coal this year. The question is how can I most easily do it?

The Samuels' Ash Sifter is probably the best means—enables a child to do the sifting necessary; is as nearly dustless as any sifter on the market. More so than most kinds. Efficient in operation.

Order your stock of coal savers from the "Rice Lewis" man when he calls, or write direct. Don't leave too late.

Rice Lewis & Son, Limited, Toronto



Universal
Coffee
Percolator
No. 786

UNIVERSAL
Coffee Percolators

Essential in Every Home

The Trade Mark known

UNIVERSAL

in Every Home

Make Your Profits Count

UNIVERSAL Percolators have all the distinctive features which have made them the leading coffee-making device for the home.

Women want UNIVERSAL Percolators because they know that the UNIVERSAL trade mark stands for all that is best in quality, construction, design and finish.

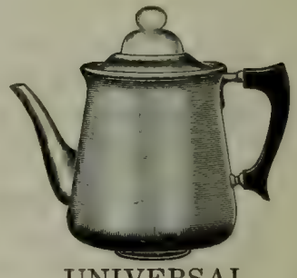
Now is the time to get busy for a big fall business. The demand is big and getting bigger. Large profits and prompt ones are for dealers who help it grow.

Order through your jobber

Write for Special Window Trim and Sales Helps.



UNIVERSAL
Coffee Percolator
No. 476



UNIVERSAL
Coffee Percolator
No. 66



UNIVERSAL
Coffee Percolator
No. 56

LANDERS, FRARY & CLARK
New Britain, Conn.

Canadian Representative:

Montreal **A. MACFARLANE & CO., LIMITED** **Quebec**

"BEST IN THE LAND *BLACK DIAMOND BRAND"*

LEWIS BROS. BLACK DIAMOND LIMITED MONTREAL

BLACK DIAMOND

Buy Only the Best AXES Buy Only the Best

ALL POPULAR PATTERNS FULLY GUARANTEED

They have the qualities which appeal to the man who uses an axe—the balance, the hang, clean cutting and chopping ease with attractive finish and symmetrical outline.

When sold, they stay sold and sell others. A workman who likes a tool invariably recommends it to another. Advertises it.

* *

You will like these axes.

* *

They will bear you a profit.

* *

They will please your customer.



MICHIGAN PATTERN
GUN METAL FINISH

Carried in all standard weights.

* *

Single Bit
Michigan
Tourville
Half Wedge
Full Wedge

* *

Double Bit
Michigan
Picketts.

* *

They are strictly guaranteed against defect.

LEWIS BROS., LIMITED, MONTREAL

COMMUNITY PLATE





STAINLESS CUTLERY

We are pleased to announce that the Government has released a sufficient quanity of this famous English Stainless Steel to enable us again to meet our customers' demands for COMMUNITY Stainless and Rustless Knives.

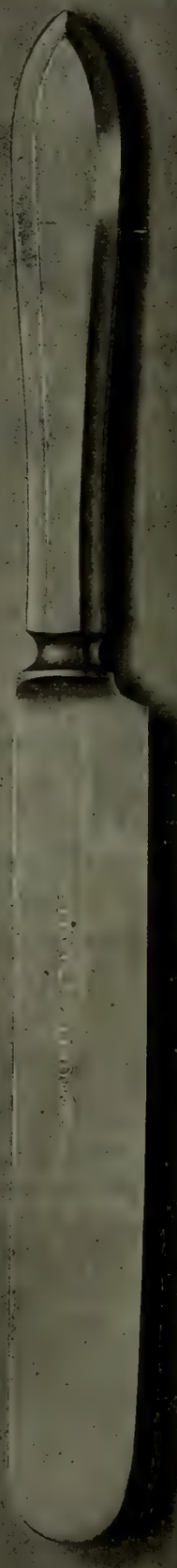
We can supply them in Hollow Handle Medium (Table) or dessert Knives.

Also all ONEIDA COMMUNITY Carvers have stainless and rustless steel blades.

Every woman is interested.

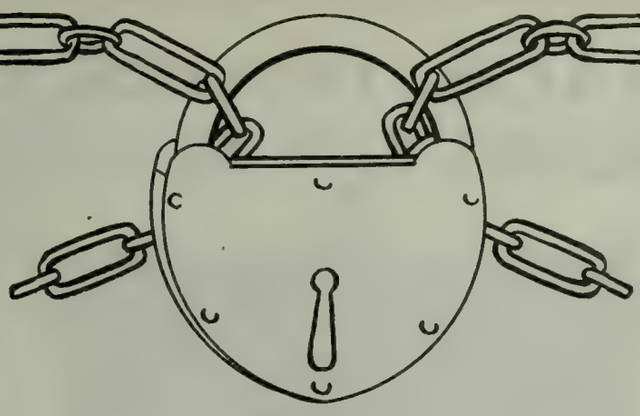
Order them from your jobber to-day.

ONEIDA COMMUNITY
LIMITED
NIAGARA FALLS, ONTARIO
Winnipeg Office, 322 McIntyre Block



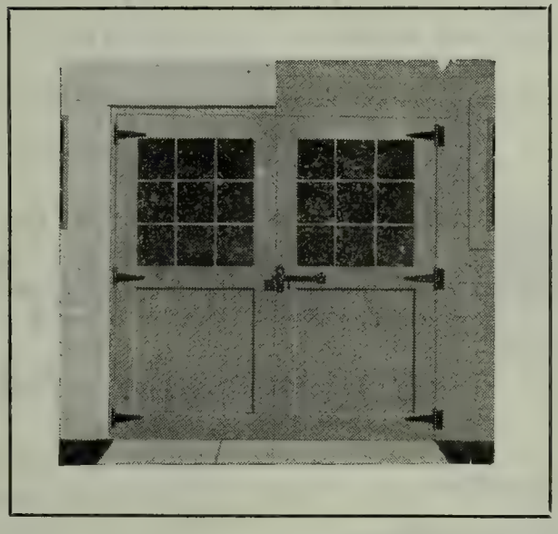
ADAM
Design

PATRICIAN
Design



National
GARAGE HARDWARE

The swinging type of garage door has the advantage of easy operation, economy and weather proof construction. This popular set has a loose-pin, reversible "T" hinge. It may be used as a full surface hinge, or the T part can be reversed and mortised in the jamb when used on a brick building. After installing, the end of the pin may, if desired, be slightly riveted, preventing removal.



One set consists of the following packed in a neat, strong carton, with screws:
3 pair 8-inch Reversible "T" Hinges.
1 only No. 820 Chain Bolt.
1 only No. 830 Foot Bolt.
1 only No. 5 Door Pull.
1 only No. 29 All-Steel Latch.
Set No. 801 same as above, except a No. 27 Latch, instead of No. 29 All-Steel Latch.
The following finishes are carried regularly in stock: Japan, Dead Black Japan, Sherardized, Sherardized and Dead Black Japan.
Weight, per set, 12½ pounds.

800-801 Garage Door Sets

The demand for these well-liked sets is steady and consistent.

The production of automobiles cannot keep pace with the sales. This creates a need for new garages all the time, and a continuous demand for garage hardware.

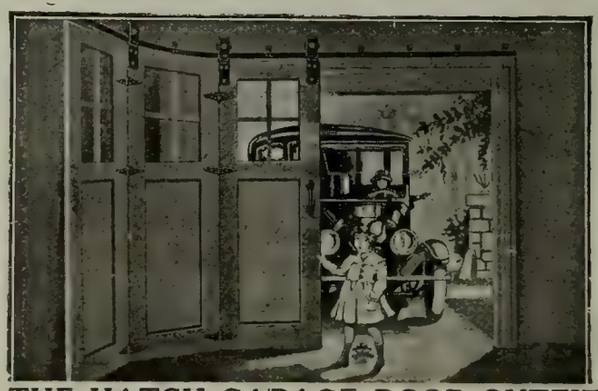
Are you taking advantage of this situation by handling National Garage Hardware?

National Manufacturing Co.
STERLING, ILLINOIS

ALL GARAGE DOORS SHOULD BE HUNG ON ROLLERS

OUTFIT INCLUDES

- 3 Special Swivel Door Rollers
- 22 Feet of Track
- 3 Pairs Special Garage Door Hinges
- 3 Stay Rollers
- 2 Extra Heavy Door Handles
- 1 Safety Hasp
- 1 Hook and Eye



THE HATCH GARAGE DOOR OUTFIT

Easy to Apply

Complete Directions Packed with Every Set

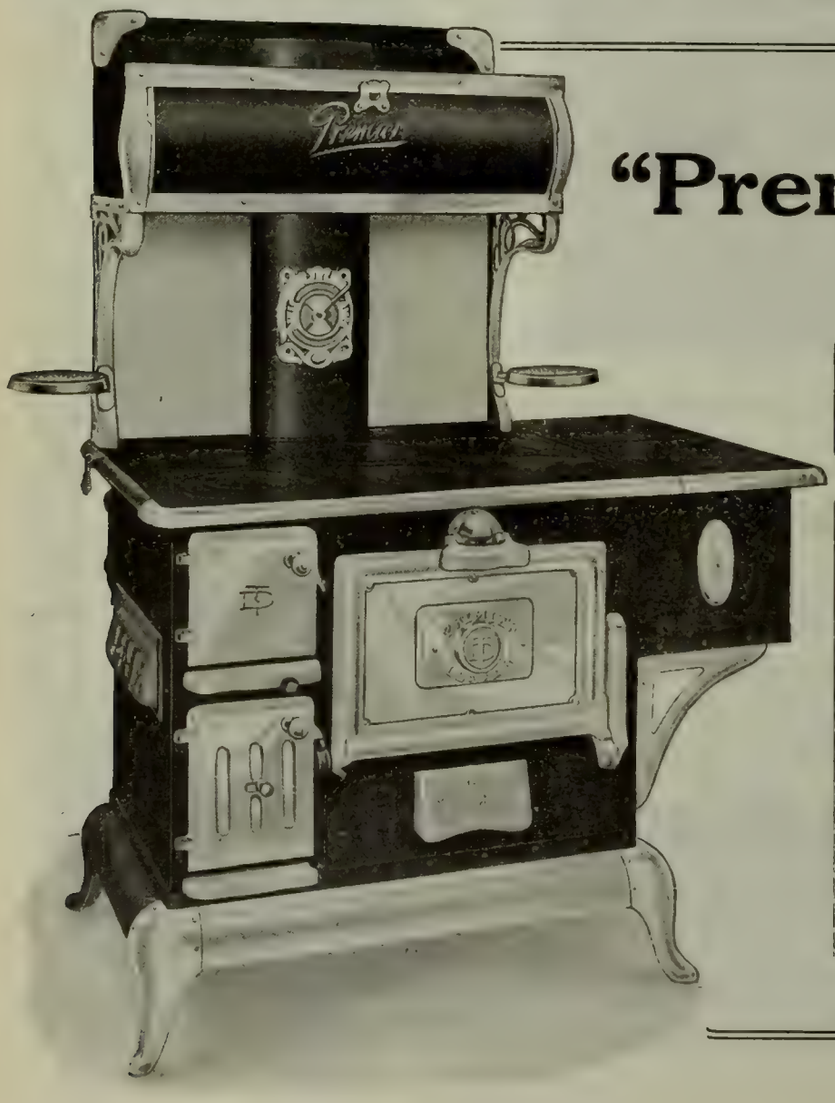
No Sagging or Slamming of Doors

Snow and Ice Cannot Interfere With its Working

Is fitted with roller bearing swivel hangers that hold the doors in place. Take the bind off the hinges and roll the doors around the corner, on the inside of the building to the side wall.

CANADA STEEL GOODS COMPANY, LIMITED

HAMILTON - CANADA



Why the

"Premier" Ranges

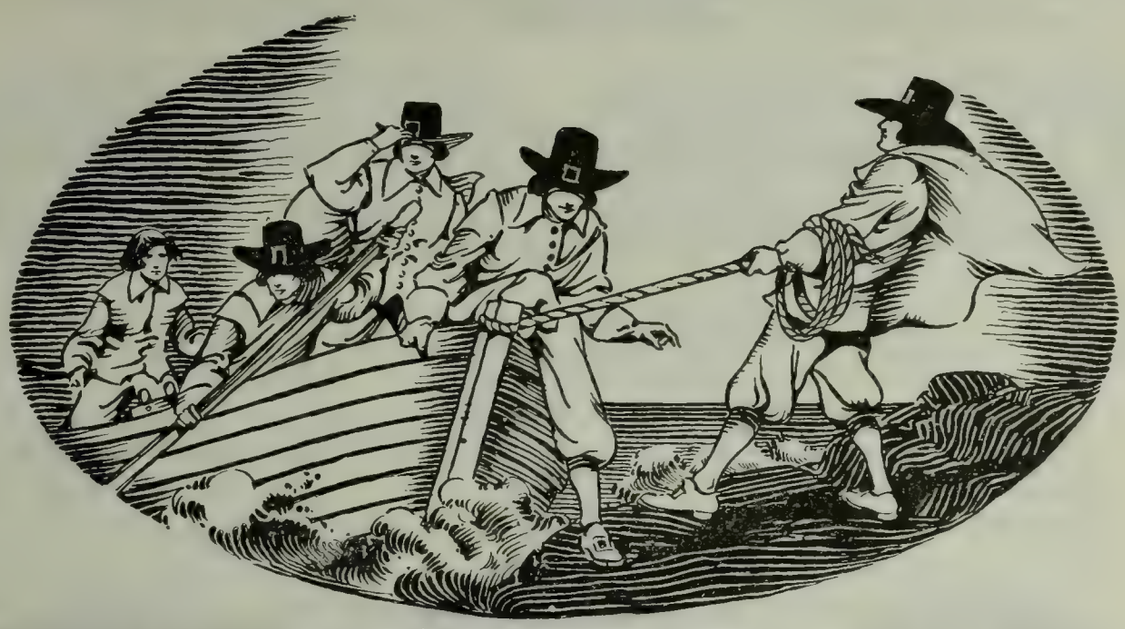
Sell

Its appearance, its conformity and its value appeal to the buyer.
The nickeling is just sufficient to give it a bright, attractive appearance.
The conformation is attractive.
The value is there on account of the material used, and the skilled workmanship put on it.

The oven, fireplace, warming closet and reservoirs (either right or left), receive expert attention, and everything is RIGHT. It is a repeater. Try them.

The Thomas Davidson Mfg. Co., Ltd.

Toronto Montreal Winnipeg



THE FIRST ARTICLE THAT CAME TO PLYMOUTH

THE first article to come to Plymouth was a piece of rope. It was the painter of the small boat held in the hand of the first member to step ashore of that band of explorers sent out by the Mayflower to find a proper landing place.

It was a natural act, and became significant only in the light of after history, when two hundred and four years later was established at Plymouth a ropewalk destined to become the largest in the world.

For ninety-five years Plymouth has been making and shipping to every part of the civilized world, rope—good rope—"The Rope You Can Trust."

PLYMOUTH ROPE

PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

No. 1

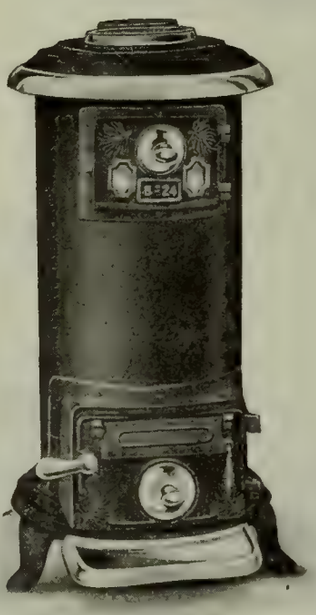
THE BEACH FOUNDRY COMPANY LIMITED

The Season's Greatest Sellers

Increase Your Sales By Handling
THE MAPLE LEAF HEATERS

Attractive, Durable Heaters Made of Best Materials and with "Loving Care."

Full Swing Top, Latest Improved Efficient Heaters, Ready and Quick Sellers.



Quebec Two-Hole Top



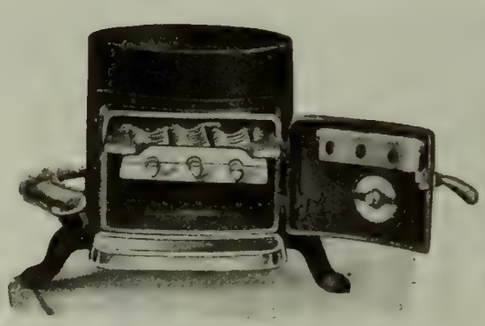
Quebec Parlor Heater With Hood and Urn and With Foot Rails



Quebec With Grates

Write now for Illustrated Folders and Prices.

Either style of grates fits our heaters by sliding in.



Triangular Grates—Three Grate Bars in Heavy Grate Holder



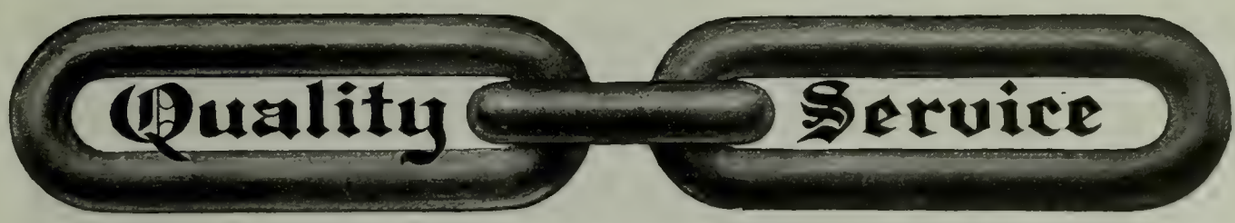
Draw Centre Grates—Grate Ring Oscillates to Remove Ashes—Draw Centre Pulls Out to Drop Cinders

Manufactured by

THE BEACH FOUNDRY COMPANY, LIMITED

OTTAWA :-: :-: :-: :-: CANADA

Western Distributors: THE CANADIAN SUPPLY COMPANY, LIMITED, Saskatoon, Sask.



INDISPENSABLE LINKS

In the Successful Business Chain

Throughout our entire organization, we recognize and adhere to the highest standards of QUALITY and SERVICE. And upon this—in the future as in the past—the expansion and prosperity of our business depend.

IN OUR MILLS AND FACTORIES

Quality

IN OUR SALES DEPARTMENTS

Service

Believing QUALITY and SERVICE are the indispensable links between producer and consumer, we employ their combined strength to conserve and complete our relationship with all users of Steel and Iron products.

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON - - MONTREAL

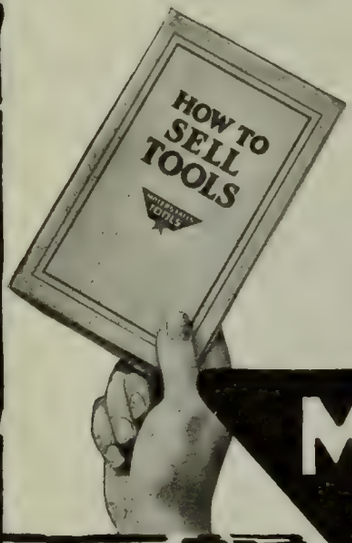


Let Our Salesman Help You

Every Millers Falls representative can give you window suggestions and other ideas because he knows retailing and what other retailers are doing.

When you buy the Millers Falls line you buy more than just tools. You link your store with a big advertising and selling success. You become the partner of a concern with a policy of sparing no effort to make their line profitable to every dealer who pushes it.

Our selling helps and handbook on "How to Sell Tools" ought to be in the hands of every dealer who sells tools.



Millers Falls Co.

"Toolmaker to the Master Mechanic"

100 RIVER STREET, MILLERS FALLS, MASS.

MILLERS FALLS TOOLS

WILT

PERFORMANCE COUNTS

You can't fool the mechanic when it's a question of cutting tools. He knows what to expect of a good tool. Sell him a **WILT** and thus make another satisfied customer.

WILT High Speed and Carbon Twist Drills, Reamers, and Milling Cutters have a record of satisfactory performance equal to any throughout the world.

Our guarantee to **make good always**, our policy **of the best in materials** and **workmanship**, and our system of **minute** and **careful inspection** is reaping its reward in increased business for the hardware dealer.

You should be selling **WILT Products.** May we tell you why? Write us.

HIGH SPEED AND CARBON TWIST DRILLS



WILT TWIST DRILL CO.
OF CANADA, LIMITED

Walkerville. Ontario.

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C.2, Eng.

"Where there's a WILT, —there's the Way."

SERVICE **Mr. Buyer** SERVICE

IT IS UP TO YOU—

to see that you buy Hangers you can stand behind, to see that you give your customer the proper Door Hanger Service.

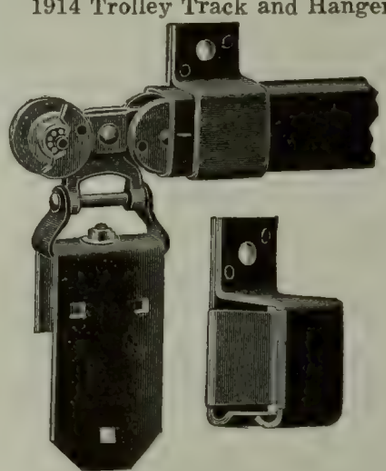
There is one way to win a customer.
That is to show him and sell him ALLITH Hangers.
The Door Hangers that come through with the service.
The Door Hangers of perfect workmanship.
The Door Hangers with the better finish.
and more than that -- The Door Hangers that are guaranteed.

1915 Trolley Track with the round running bed



Door-Hanger Efficiency

1914 Trolley Track and Hanger



Allith Flush or Hasp Rd. Trolley Track and Hanger



The easiest operating of all. Order a sample and be convinced of their merits.

Don't Have Dissatisfied Customers.
Sell Them ALLITH Hangers of Quality.

Drop us a card and let us help you with your Door Hanger troubles

SLATER & BARNARD, LIMITED

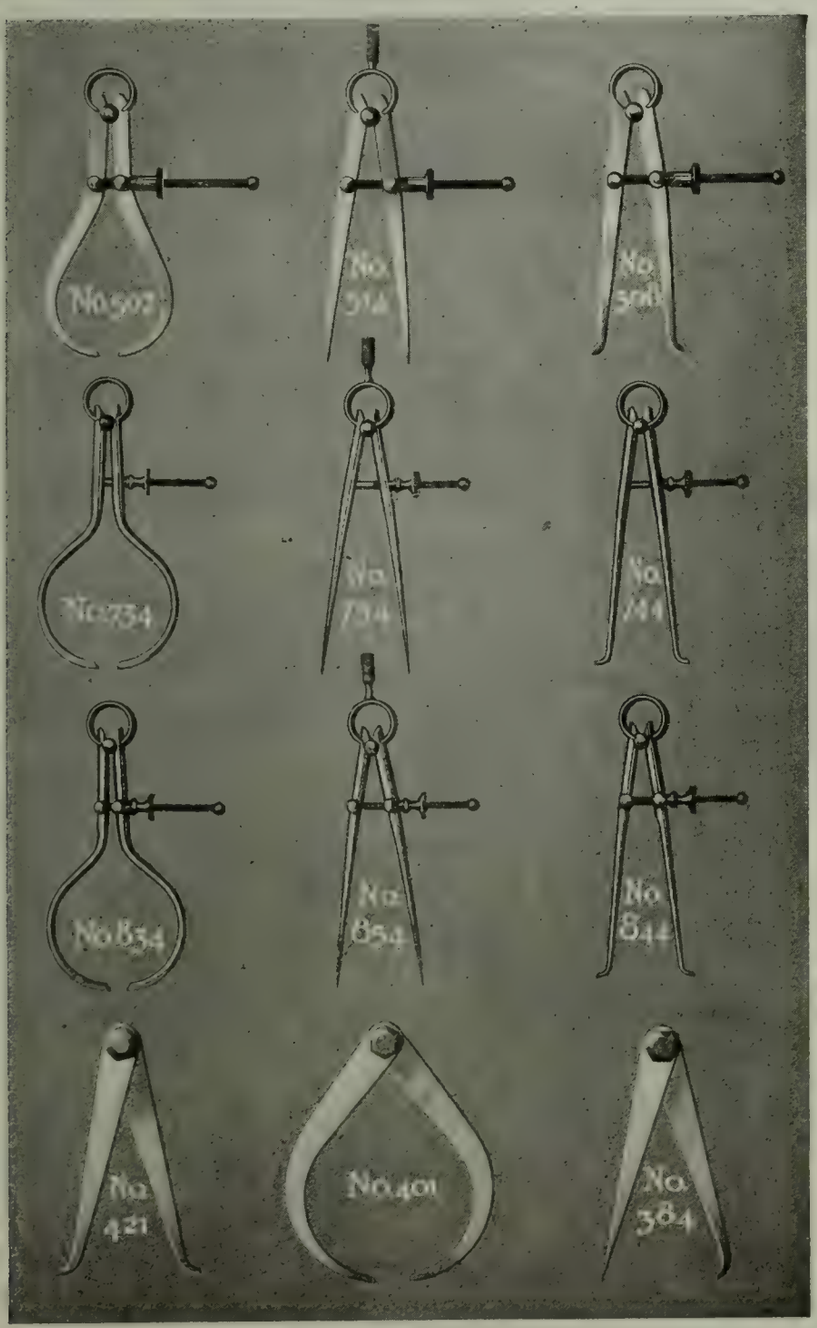
ALLITH MANUFACTURING CO. BRANCH

HAMILTON, ONTARIO

GOODELL-PRATT

1500 GOOD TOOLS

Calipers and Dividers



Skilled mechanics are making ever-increasing demands for Goodell-Pratt Calipers and Dividers, because they have found that these tools can be absolutely depended upon for accurate results, even after years of continuous use.

Goodell-Pratt Calipers and Dividers are well made, accurate and beautifully finished. There are 141 sizes and kinds to select from, and they find such a ready sale that the resulting rapid turnovers make it a very desirable line to stock.

GOODELL-PRATT COMPANY

Toolsmiths

Greenfield, Mass., U. S. A.

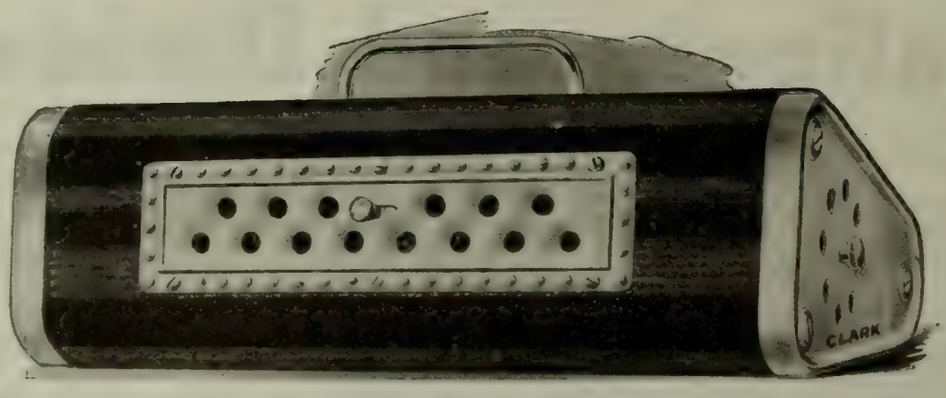
The Season for Making Money on

CLARK INDESTRUCTIBLE STEEL HEATERS

Opens Soon. Are You Ready?

A stock of Clark Heaters and Clark Carbon Fuel represents but a small investment for a quick turnover and good profit.

The No. 7-D here shown is very popular Clark Heater



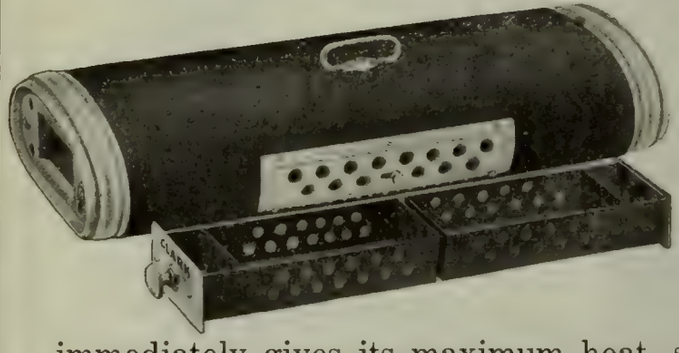
There are several other styles. All good sellers.

The Famous No. 7-D Clark Heater

Indestructible steel body, slanting top, 14 inches long, asbestos insulation, covered with dark green Brussels carpet. All outside metal parts nickel plated and polished. Side and end controls for regulating heat. An excellent heat-giver of attractive appearance. Weighs 6 lbs. Price attractive.

For everyone who drives in cold weather. Inexpensive and the cost of operating a trifle.

CLARK CARBON--THE WORLD'S BEST HEATER FUEL



Densely compressed into brick form to concentrate the maximum heat giving properties in the smallest volume and to produce a fuel so compact as to last all day, giving off a continuous and satisfying amount of heat.

A brick of Clark Carbon is placed in any fire or flame for two or three minutes until red, then placed in the heater drawer and immediately gives its maximum heat, so the drive can be started immediately and with the assurance that should you be gone all day you will have a satisfying volume of heat without recharging.

Handle the Genuine Clark Heaters and Clark Carbon. Standard for over 25 years and cost less.

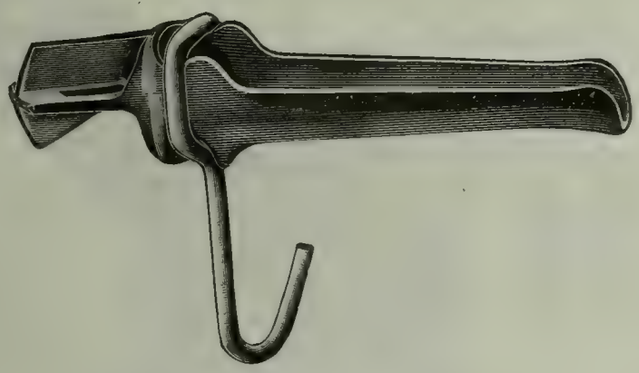
Order Now. Your Jobber can supply you.

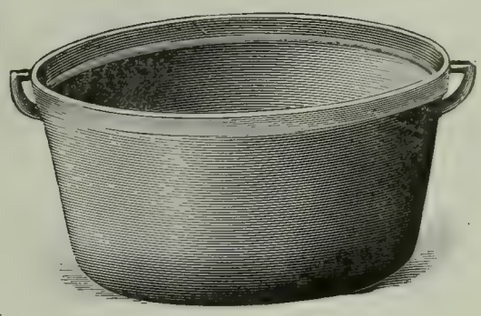
CHICAGO FLEXIBLE SHAFT COMPANY

CHICAGO, ILL.

CANADA
FOUNDRIES & FORGINGS
LIMITED

The Harvest of Spring





Sap Spouts and Sugar Kettles

for

The Frosty Morns and Sunny Days

OF

1920 SPRING

PRODUCED AT

JAMES SMART PLANT

BROCKVILLE ∴ CANADA

To cut down the cost per cut

Put on the Weight

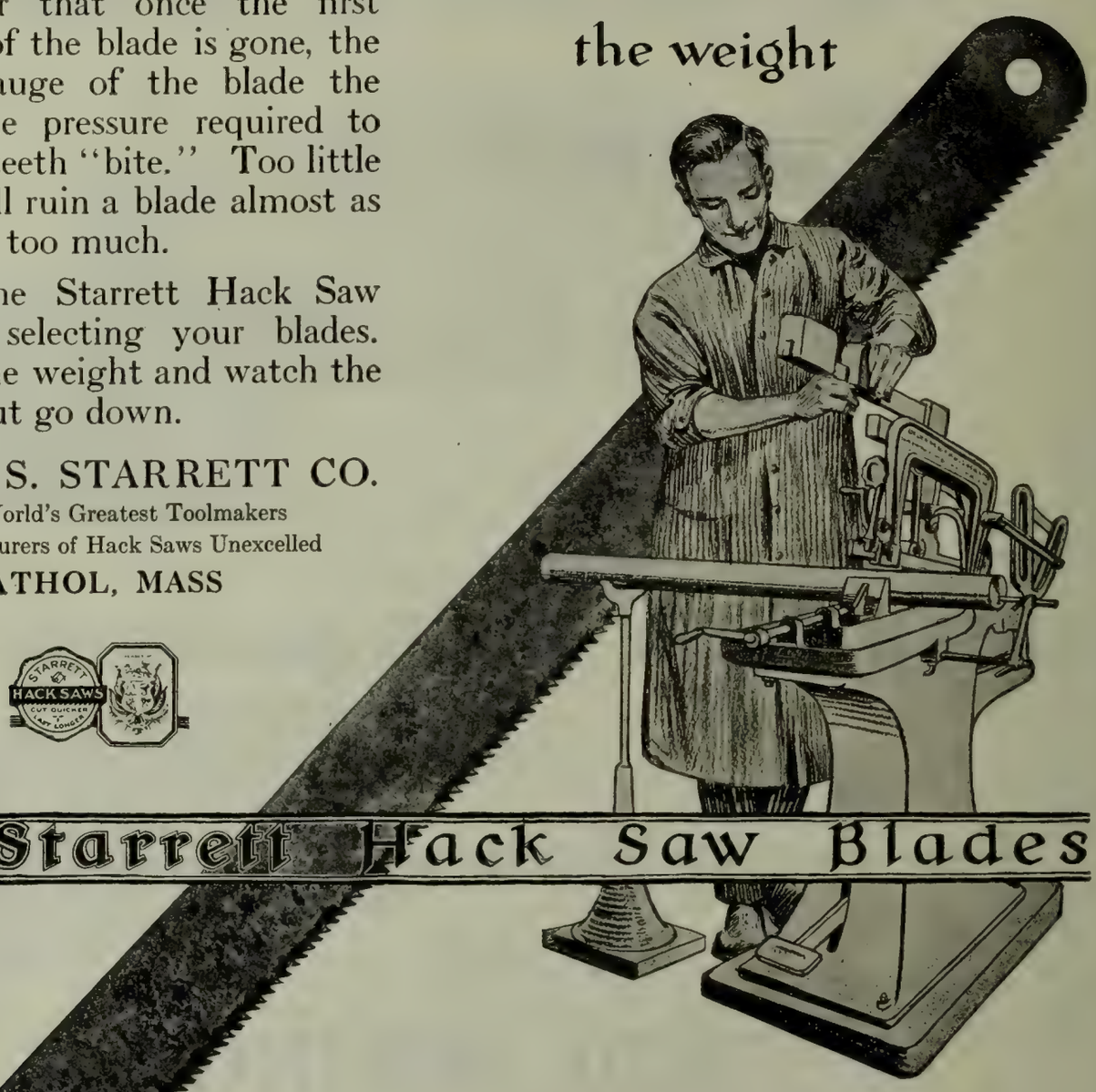
If you're cutting with a medium or heavy power machine, start out with a good, full, 45-pound pressure after the first two or three strokes. As the number of cuts progresses, increase your weight. Remember that once the first keenness of the blade is gone, the heavier gauge of the blade the greater the pressure required to make the teeth "bite." Too little weight will ruin a blade almost as quickly as too much.

Follow the Starrett Hack Saw Chart in selecting your blades. Put on the weight and watch the cost per cut go down.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS



Use Starrett Hack Saw Blades

42-974

PYREX is a new profit.
PYREX is a quick turnover.
PYREX never has to go into a sale.
PYREX knows no season.
PYREX appeals to all classes.
PYREX is irresistible.

PYREX

TRANSPARENT OVEN DISHES

By Absorbing all the Heat—Save Fuel

PYREX is nationally advertised.

PYREX is guaranteed.

The leading manufacturers of metal mountings have adopted PYREX for their standard insets.

Jobbers handling housewares have complete stocks of PYREX.

A Booklet, "How to Sell More," will be posted to buyers and salespeople, free on request.

Pyrex Sales Division
CORNING GLASS WORKS
World's Largest Makers of Technical Glass
559 Tioga Avenue, Corning, N.Y.



O-Cedar Polish

Is just as good for cleaning Autos as it is for Furniture and floors when directions are followed







The Fall Demand for O-Cedar Mops Is on



Our Mops are full size, triangular or round.

Order by name and be sure you get the genuine

PYRENE FIRE KILLERS

Will extinguish all kinds of fires by smothering them. The most satisfactory weapon that can be used against **Burning Gasoline, Oil, Alcohol, Fires Among Electrical Equipment.**

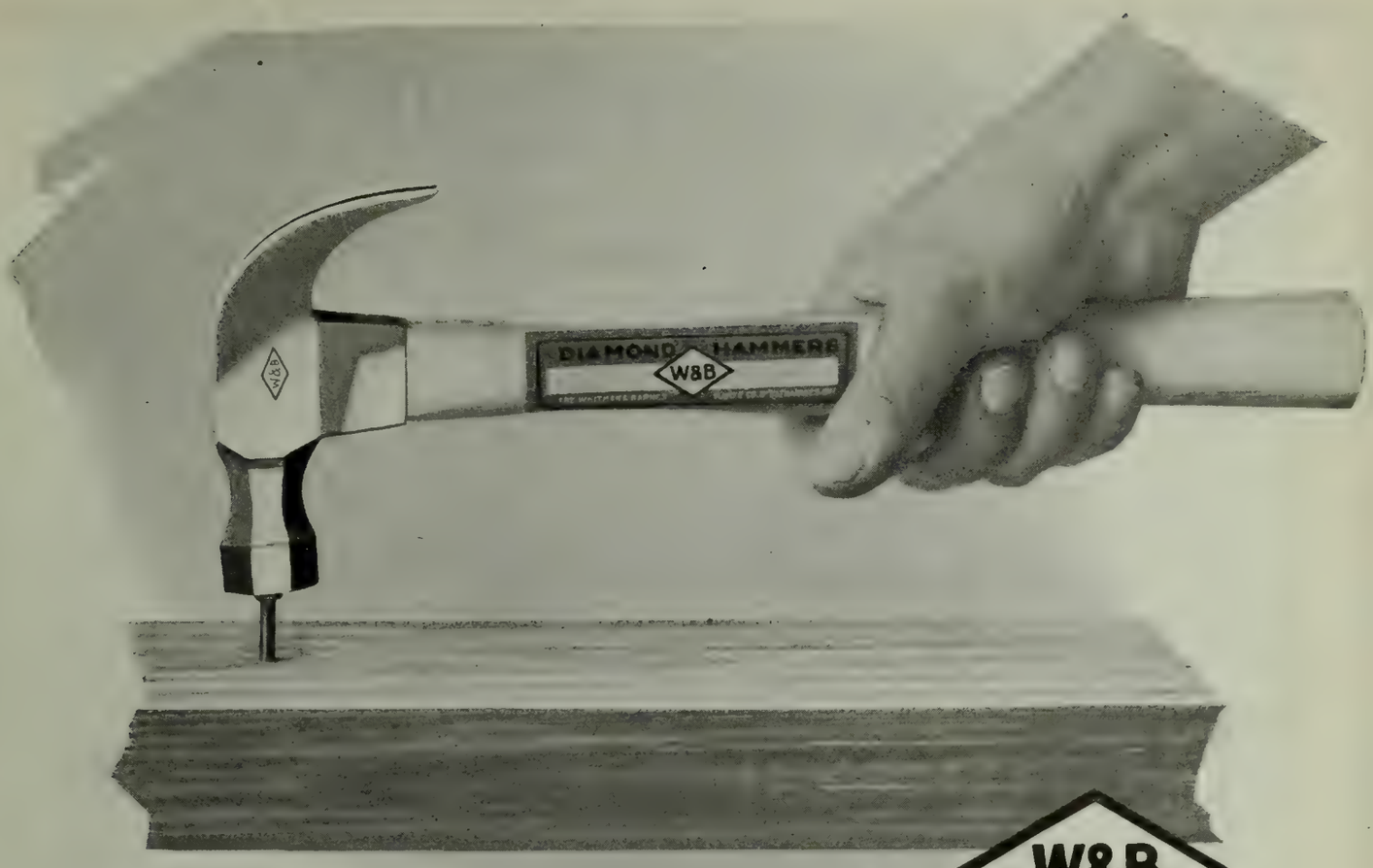
Most Automobile owners save Insurance by carrying one on their cars.

Pyrene
KILLS FIRE
SAVES LIFE

Sold Wholesale by

CAVERHILL, LEARMONT & CO.

MONTREAL



The Perfect Drive

A good hammer is a lot more than a chunk of metal on a wooden handle.

A "W & B" Adze Eye Nail Hammer is designed as carefully as a piece of fine machinery.

The head is drop forged for density, toughness and striking or pulling strength.

The claws have a sharp, tapering grip that will take a bite on any part of the body of a nail and pull it through and out—forward or backwards, head on or head off.

The handle is air dried, straight grained white hickory, fully able to stand the heavy leverage that a strong arm puts against a stubborn nail.

The whole hammer is delicately balanced so that the workman gets the big drive or the hard pull with the least expenditure of force.

All "W & B" Adze Eye Hammers are uniform in size, weight, balance, quality, and all are made in Canada under an organization policy that guarantees good goods and complete satisfaction.

"Make it better than anyone else can make it, put your name on it and stand by it."

The Whitman & Barnes Manufacturing Co.

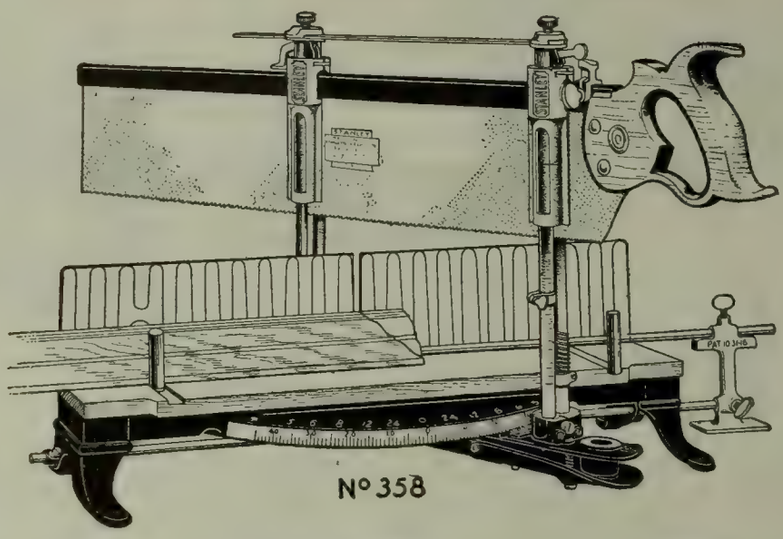
Office and Factory: St. Catharines, Ont.
European Office: 139 Queen Victoria St., London, E.C.

Established 65 Years

Whitman & Barnes

TWIST DRILLS — REAMERS — WRENCHES — HAMMERS

Stanley Tools



Stanley Mitre Boxes

STRONG- -DURABLE—ACCURATE

A FEW STRIKING FEATURES

Saw is held above work when not in use.

Swivel is automatically locked at any angle.

Two sockets in swivel for use of long or short saw.

Narrow opening in back of frame, especially adapted for small work.

Steel rod uprights for saw guides.

Uprights adjustable for saws of varying thickness and for those that run out of true.

Stock guides for holding work in place.

Extra wide range of work—will saw an angle of 30 degrees.

One-piece frame with detachable malleable iron legs.

Construction thoroughly mechanical; all parts interchangeable and readily replaced if lost.

Quickly and easily put together or taken apart for carrying.

Note the patented "Length Gauge," a new and particularly useful device.

A specially made back saw furnished with each box.

Every mechanic that visits your store will be interested in this up-to-date mitre box.

STANLEY RULE & LEVEL CO.
NEW BRITAIN. CONN. U.S.A.

Canadian Representative:
A. MacFARLANE & CO., LTD. MONTREAL, P.Q.

BARCALO "S" ADJUSTABLE WRENCH

GUARANTEED



ALL PARTS
WORK SMOOTHLY
NO BINDING
OR SHAKING
ADJUSTMENTS CLEAN.
PERFECT GRIP.

BARCALO MANUFACTURING CO.
BUFFALO, N.Y., U.S.A.

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

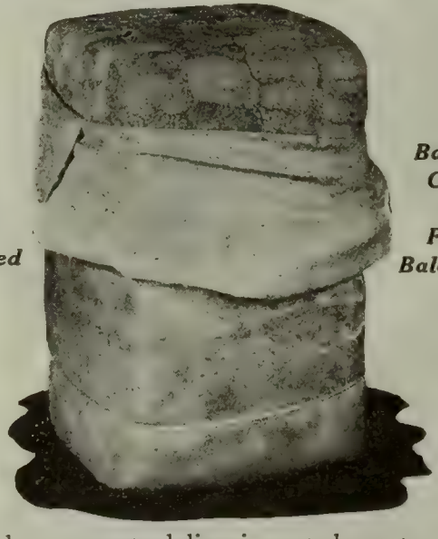
E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

SPONGES

(British and West Indian)



Highest Quality Unbleached

Bahama Cuban and Florida Bale Goods

We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes in stock.

Evans & Co., Limited

(Importers and Exporters)

Coristine Building :: Montreal, Que

ECONOMY TROLLEY ROLLER-BEARING DOOR HANGERS

An Economy Hanger for Every Door



Economy Hangers have

full Cold Rolled Steel Roller Bearings on Cold Rolled Steel Shafts.

All parts are made of Heavy Steel Accurately Machined and are Practically Indestructible.

Economy Hangers run on Economy Heavy Steel Tubular Track.

For Warehouses, Barns Implement Sheds and Garages.

Economy Hangers, Track and Fixtures are sold by all leading Western Dealers.

Write for Catalogue and Price List of

"The Economy Line"

ECONOMY FOUNDRY CO., LTD.

PORTAGE LA PRAIRIE, MAN.

Established 1865



This filling Station at Winnipeg is a splendid example of real efficiency and of course it's equipped with

Gilbert & Barker

Pumps for Gasoline and Motor Oils

Trade is handled with accuracy and dispatch—There is no lost motion—no delay and no waste—a square deal for both the motorist and the owner.

Get your share of this profitable business. Send for Bulletin 52.

Imperial Oil Limited

Canadian Distributors:
Branches All Cities.

Gilbert and Barker Mfg. Company
23 Union Street, Springfield, Mass., U.S.A.



FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.

Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8

JENKINS BROS., Limited
103 St. Remi St. MONTREAL
6 Great Queen Street, Kingsway, London, W.C. 2, England



Factory and Head Office of JENKINS BROS., LIMITED, Montreal, Canada.

Kwiklites

MEHASCO



Here is another well-advertised line, Metal Kwiklites. They are the latest and highest type of Flashlights, and made from the very best of materials. The cases are strong, drawn from solid sheet brass. They are non-short-circuiting; the battery will not run down by being left on metal objects. The Reflectors are scientifically designed and show up well on the darkest night, or in fog or smoke. They are also beautiful in appearance, and are of standard sizes, and their batteries are interchangeable with all other well-known makes. We feature strongly the Miners' regular two-cell and the three-cell, as well as the vest pocket. We also carry a stock of batteries and bulbs. If interested we will be pleased to hear from you.

MERCHANTS HARDWARE SPECIALTIES
LIMITED
CALGARY



Manufacturers' Agents

For Foreign and Domestic Markets

Head Office: Standard Bank Bldg.
Vancouver - British Columbia

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER



No. 2 Cold Blast Correct Lamp Burner

Too Busy to Write an Ad. This Week



A and B Size Correct Lamp Burner



Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

Do not forget when ordering your Lamp Burners to specify "Correct," the Burner with the patented Flame Spreader which gives 25% to 50% more light than any other burner.

Manufactured only by

The Schultz Manufacturing Company
LIMITED
HAMILTON, CANADA



Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

Brantford Asphalt Slates in big demand

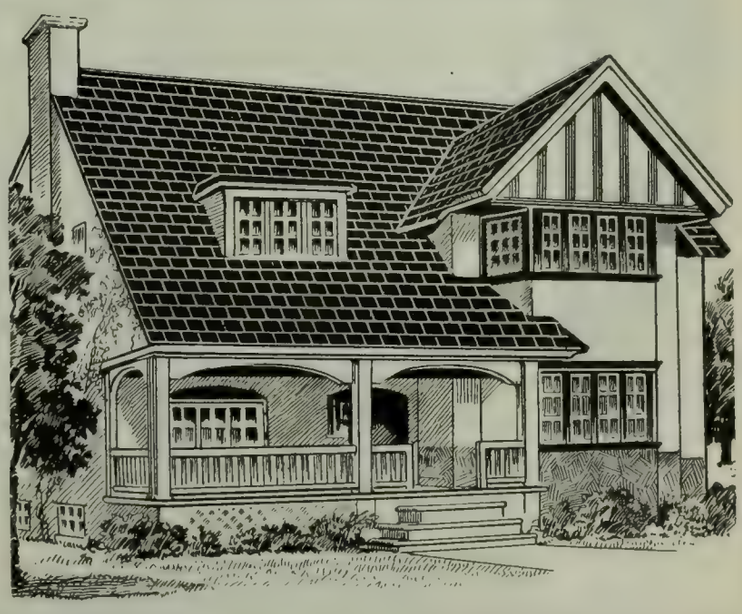
The output of Brantford Asphalt Slates in 1917 was double 1916—1918 double 1917. This indicates that there is a big, growing market for this artistic, durable, fire-resistant roofing.

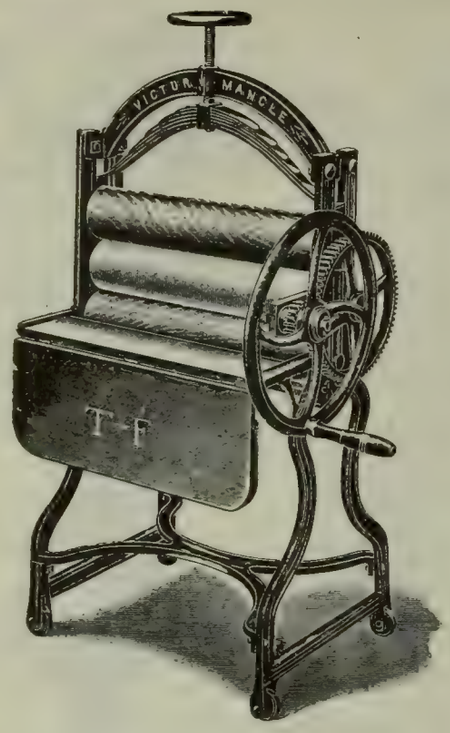
Progressive hardware dealers who push the sale of Brantford Asphalt Slates will find it a very profitable line. In fact, there are good profits to be made in the entire line of Brantford Roofing—

Asphalt, Rubber, Crystal, Leatheroid and Standard Mohawk in rolls—Asphalt Slates in individual size shingles, and the Asphalt Slab Slate, which is four shingles in one—and Climax Sheathing Paper, a big seller.

The hardware dealer can meet every roofing requirement with this line of nationally advertised, first quality roofing.

Brantford Roofing Co. Limited
Head Office and Factory: - Brantford, Canada
Branches at Toronto, Montreal, Halifax, Winnipeg





LIKE ALL OTHER TAYLOR-FORBES PRODUCTS

THE VICTOR MANGLE

is substantially made and a ready seller

Progressive dealers will do well to show one of these mangles prominently on their floor. The modern housewife is ever alert in matters of household equipment and in all respects the Victor Mangle is a very desirable acquisition. You can rely on quality workmanship throughout—all castings are smooth and highly emamelled. The rolls run remarkably free and with little exertion and there is a stability about the "Victor" that makes it operate in a most satisfactory manner. Other features include the drop leaf extension table, adjustable rollers, castors on feet, and especially selected hardwood rollers. Write us to-day for prices. The Victor Mangle will surely find a ready buyer—we can quote you attractive prices.

The Largest Manufacturers of Hardware in Canada

Taylor-Forbes Company, Limited

TAYLOR-FORBES CO.
246 Craig St. W., Montreal
H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

Head Office and Works
Guelph, Ont.

TAYLOR-FORBES CO., LTD.
1070 Homer Street, Vancouver
H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg

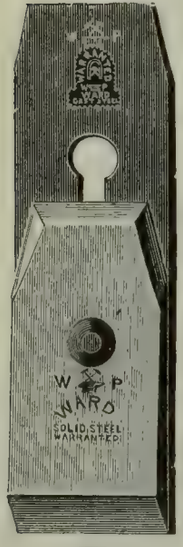


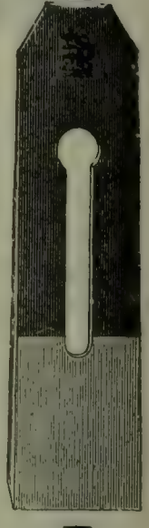
WARD & PAYNE'S

ANVIL BRAND

W P

SHEFFIELD



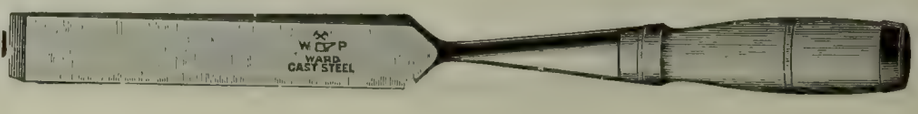


The **Anvil Brand** of celebrated Tools have been manufactured in England for the last 100 years. In that time the **Ward & Payne** Trade-mark has become a mark of distinction that stands for the **highest quality** in light-edge tools. Build your sales on this excellent reputation. The tradesman takes pride in the possession of a **Ward & Payne** and the dealer makes a splendid profit in selling him.

We are in a better position than ever to supply the Canadian market. Order from your jobber or write our nearest agent.

Canadian Agents:

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, 62 Temperance St., Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.





WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO. ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE" LOGGING TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian-Warren Axe & Tool Co.,
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

Carry the Files that Sell best

A standard tool with a reputation for reliability means profit to dealer as well as to manufacturer. That is why it is in your interest to stock Famous Five Files.

Their merits are known to workman and employer; and their reputation rests on half a century of leadership in their line.

Accurate grinding and cutting, scientific hardening, and rigid testing go into every one of the Famous Five Files.

They are:





Wire Window Guards
Wire Balcony Guards
Wire Counter Guards
Wire Grilles
Wire Partitions
for tool-rooms and stock-rooms
Heavy Wire Baskets

C. H. JOHNSON & SONS, LIMITED
WIRE WORKS: St. Henry, MONTREAL

The World-Famous
SIMONDS
Crescent-Ground
CROSS-CUT SAWS



GET A LINE

of Simonds Saws. They are sure to satisfy your customer and give the best service at a minimum cost. Our **Crescent Ground Cross-Cut Saw** leads competition.

They cut easy and saw fast and produce 10 per cent. more timber.

Simonds Canada Saw Co., Ltd.
"THE SAW MAKERS"
St. Remi Street & Acorn Ave.
Montreal, Que.
Vancouver, B.C., St. John, N.B.

Williams' "Agrippa" Tool Holders

"The Holders that Hold"

TO keep pace with the rapid progress of the metal-working industries, speed—and hence economy—in production is essential. In modern shops, using heavy cuts and continuous high speeds, Williams' "Agrippa" Tool Holders meet the most exacting demands satisfactorily.

They are sturdy, dependable tools, the result of nearly half a century of experience in the specialized production of *Superior* Drop-Forgings, and are made in a wide range of sizes for all regular machining operations:—Turning, Boring, Planing, Threading, Knurling, Cutting-off and Side Work.

Our Booklet describes them fully—may we send it?



"Agrippa" Turning Tools are furnished in either Cam or Set Screw Pattern.

J. H. Williams & Co.

"The Drop-Forging People"
30 Richards Street, Brooklyn, N.Y.
30 Vulcan Street, Buffalo, N.Y.

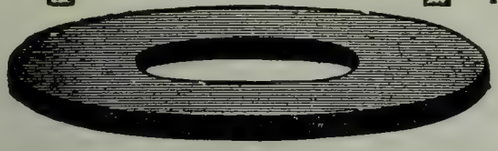
The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

BROOMS

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order—*PRICES RIGHT.*

QUALITY as usual.

Walter Woods & Co.

Hamilton and Winnipeg

E. Roy,
65½ St. Andre St., Montreal, Que.

A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg



4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

VOL-PEEK



FIRST AID IN THE KITCHEN-

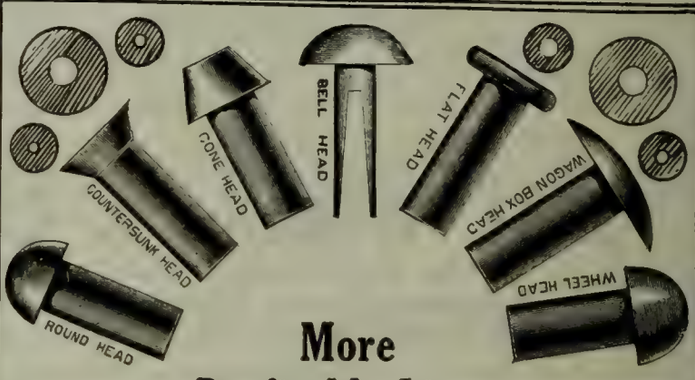
IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only ½ cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

H. NAGLE & CO., Box 2024, MONTREAL



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets,
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.



The Parmenter & Bulloch Co.

LIMITED

Gananoque, Ontario

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

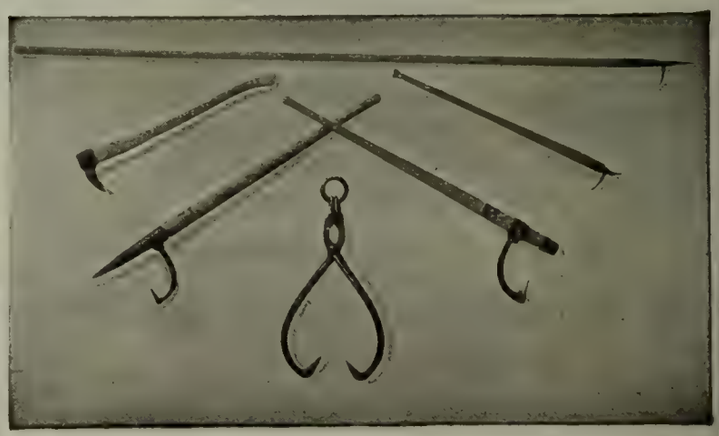
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario



TRADE MARK

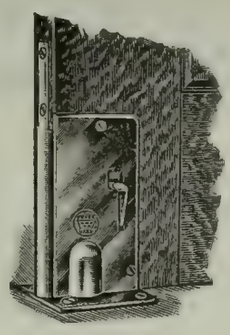
CHICAGO SPRING HINGES

This Trade-Mark on Spring Hinges signifies the **highest quality.**

Look for it on every hinge — none are Genuine Hinges without it.

The Chicago "Relax" Spring Pivot Hinge is high class and has an exclusive feature.

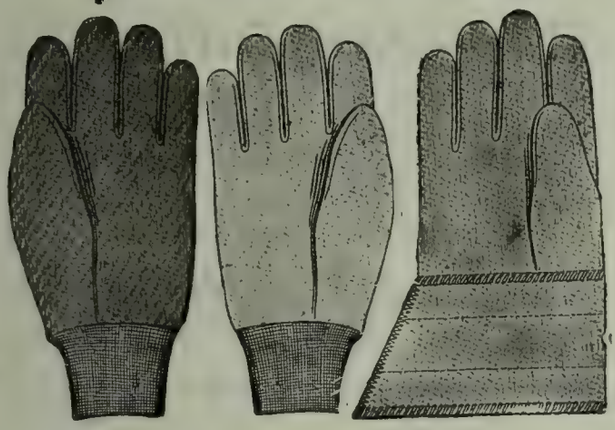
It swings doors silently and easily with its smooth ball bearing action. The **spring action release feature** has created a demand. Sells on sheer merit.



Type No. 6001

Chicago Spring Butt Company
CHICAGO NEW YORK
Send for Catalogue M36

TAPATCO
REGISTERED TRADE MARK BRAND



No Sore Hands

When your customers have TAPATCO Cotton Work Gloves they have no more sore hands.

Show them the convenience, for that little job mending the gate, for the farmer and gardener with a serious day's work, for motorists with aggravating road-stop repairs; for an astonishing number of uses they save the hands from dirt, grime and blisters.

The American Pad and Textile Co.
Chatham, Ontario

CANE'S Clothes Pins



NOT "Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario



MENDETS
A PATENT PATCH

You can't afford to overlook the sales possibilities of this profitable line. The profits are good and our attractive display stand will make sales for you. **Mendets** is used in the home for mending pots, pans, rubber goods, etc. Has given satisfaction to thousands of purchasers. Order a display stand from your jobber to-day.



Collette Manufacturing Company, Collingwood, Ontario

TRADE MARK **Red Devil Tools**

They're *Easy* Sellers

THERE is more profit in a quick sale than in a slow one. Goods that don't need a lot of talk to get acceptance saves your clerk's time and your money.

"Red Devil" Tools have a reputation with your trade. People know by experience that "Red Devils" are worth their price—they accept a tool with the familiar "Red Devil" trade mark without doubt or argument.

To see the difference for yourself, suppose you start off with a few "Red Devil" Tools—glass cutters, hack saw frames and blades, and chain drills for instance.

Write for catalog and prices

SMITH & HEMENWAY CO., Inc.
89 Coit Street Irvington, N.J.



They Are Different

They have a cutting edge of the best crucible steel—not the cheap solid steel axe. They would be quick sellers with you.

Just Try Them Once.

The L. & I. J. White Co.
55 Columbia Street - Buffalo, N.Y.

Decorative Lighting Effects

FOR HIS ROYAL HIGHNESS
THE PRINCE OF WALES

GENERAL SIR ARTHUR CURRIE, or the BOYS WHO HAVE "Done Their Bit" will boost your sales of

"SHAYDOLITE"

for colouring and frosting lamps. It makes the most beautiful and varied effects and just has to be shown to be sold. It is used by the British Navy and electrical contractors. Easily applied, **moderate in price.**

Made by
Griffiths Bros. & Company
LONDON, ENGLAND

Stocked by
SPIELMAN AGENCIES, (Regd.)
45 St. Alexander Street .·. Montreal

There is nothing that so quickly and effectively answers the purpose as

"SHAYDOLITE"

WHY?

Stock inferior cleaners which deteriorate on your shelves—a dead loss in a short period



Why buy foreign-made articles when you can buy at home? **Note the currency exchange.**

Buy Satinette Wall Paper Cleaner in air-tight tins—cannot deteriorate. The "Really Best" cleaner. Per gross list $24.00
Nu-Way Brand.. 18.00

Special discounts in quantities. Place your fall and spring orders now as **raw material** and **containers** show every sign of advance.

For sale by leading wholesale hardware, paint and smallware houses.

If you dealer can't supply you, write direct to

SATINETTE PRODUCTS MFG. CO.
TORONTO - CANADA



"for Oil Heaters"

"for Oil Cookstoves"



SELL *the* OIL *thats* BEST *and* CHEAPEST

The conditions are favorable for a large increased use of coal oil as fuel this year. Are you selling Imperial Royalite Coal Oil? Imperial Royalite Oil is worthy of your best selling efforts and constant recommendation.

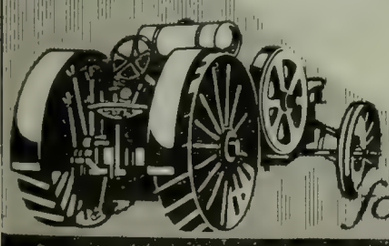
Considered from the consumer's viewpoint, Imperial Royalite Coal Oil gives more heat, light and power than any other oil on the market. Customers buy it for less per gallon. Thus it combines two all-important features—**superlative quality** and **lower price**—big, vital considerations to every user.

Considered from your viewpoint, Imperial Royalite Coal Oil is a quick, easy and steady seller. It costs you less to buy than other oils. That makes its margin of profit as great or greater. Buying for less you sell for less. That sells more gallons.

Imperial Royalite advertising will help you make sales. The name and reputation of Imperial Oil Limited and its valuable facilities for producing, refining and marketing back Imperial Royalite quality. Imperial distribution insures you a ready supply of Imperial Royalite Coal Oil at all times. Place it on your stock list to-day. Tell new customers about Imperial Royalite Coal Oil —induce them to try it. Good for them, good for you.

IMPERIAL ROYALITE COAL OIL





"for Engines"

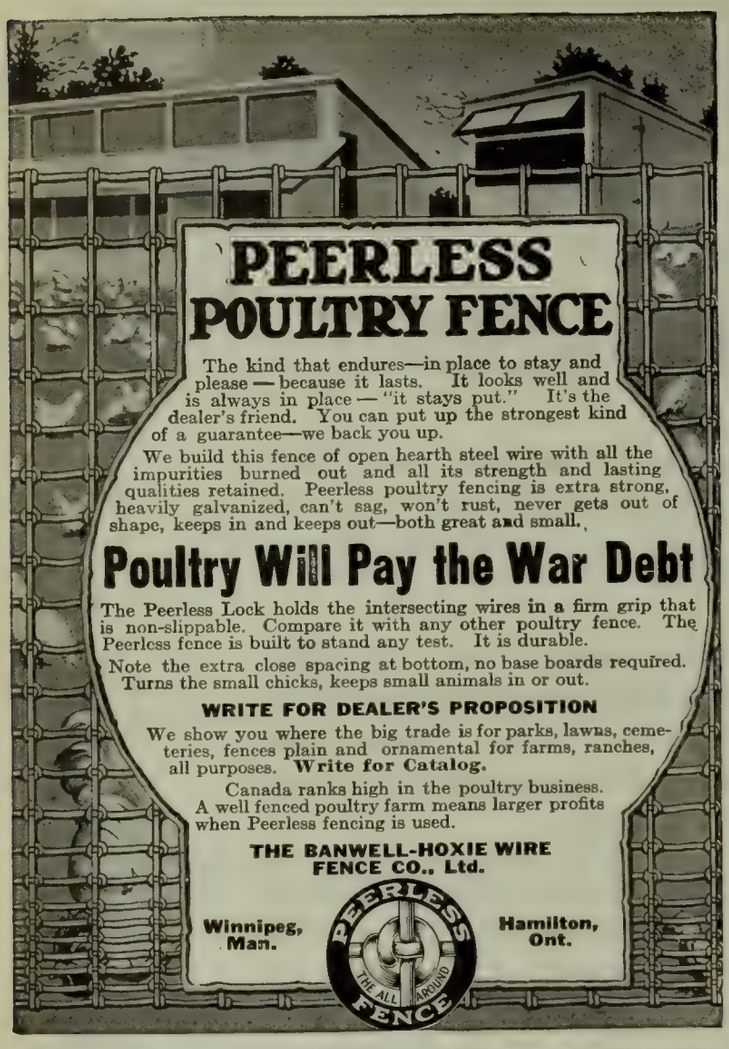


"for Lamps"

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities



PEERLESS POULTRY FENCE

The kind that endures—in place to stay and please — because it lasts. It looks well and is always in place — "it stays put." It's the dealer's friend. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

Poultry Will Pay the War Debt

The Peerless Lock holds the intersecting wires in a firm grip that is non-slippable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.

Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

WRITE FOR DEALER'S PROPOSITION

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes. **Write for Catalog.**

Canada ranks high in the poultry business. A well fenced poultry farm means larger profits when Peerless fencing is used.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.

Winnipeg, Man. Hamilton, Ont.

PEERLESS — THE ALL AROUND — FENCE



"Duluth" SECTIONAL Hardware Store Fixtures

save time and money. Make sales and enhance the appearance of your store. Every hardware dealer desiring to increase the efficiency of his selling staff can use "Duluth" Fixtures with a great deal of profit. The installation cost is small compared to the benefits to be gained.

Mail us a sketch of your floor plan and we will freely give you suggestions for the proper arrangement, together with prices on a complete equipment.

May we send you our new booklet "Cutting Costs and Increasing Sales?"

Duluth Show Case Company

DULUTH, MINNESOTA, U.S.A

THE BRAINERD LINE

Quality  Service

No. 75.

An Attractive Line to Sell



No. 1257.
CUTS REDUCED SIZE

THE BRAINERD MFG. C.O

EAST ROCHESTER, N Y., U.S.A.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.

LIMITED

HESPELER, ONT.

SEYMOUR

SHEARS
SCISSORS
TINNER SNIPS













Standard for nearly a century

STEEL LAID

Special Shear Steel welded on forged frames makes the "SEYMOUR" cutting edge unsurpassed.

SHEARS
STRAIGHT
BENT
BANKER
PAPERHANGERS'
BARBERS'
CANDY
FETLOCK
TAILORS'

SCISSORS
LADIES'
FLAT AND OVAL
POCKET
EMBROIDERY
CUTICLE
NAIL
BUTTONHOLE
ELECTRICIAN

SNIPS
STRAIGHT
CURVED
COMBINATION
POCKET
DENTAL
AUTOMOBILE

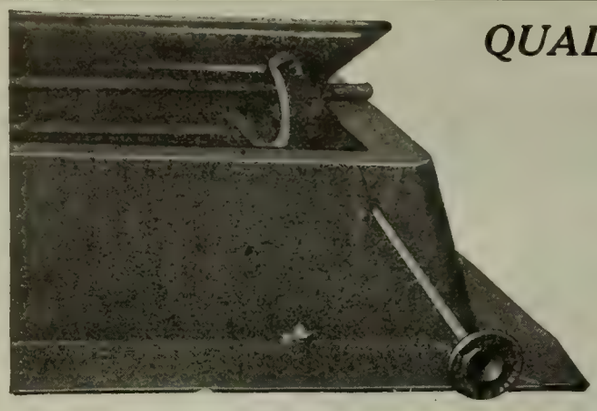
FULLY WARRANTED
HENRY T. SEYMOUR SHEAR CO. NEW YORK.

The Leading Wholesalers Will Supply You.
Ask Us to Mail Catalog.

HENRY T. SEYMOUR SHEAR CO.

106-110 Lafayette St., New York City, N.Y.

Canadian Selling Agent:
Jas. Gerrard Kerr, 401 St. Nicholas Bldg., Montreal



QUALITY *SERVICE*

THE

Barton-Netting Co.

LIMITED

9-11-13 East Pitt St. Windsor, Ont.

THE BON LIMITED CHANDELIERS OUR LIGHTS SHINE EVERYWHERE MANTELS - GRATES & TILES

Lighting Fixtures and Electric Appliances
Mantels, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc.

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

Mr. Hardware Dealer

STOCK YOUR

BANNER ASH SIFTERS

early. **Don't wait till the 11th hour.** Remember last year many had to wait as it was hard to keep up with the demand when the season was on.

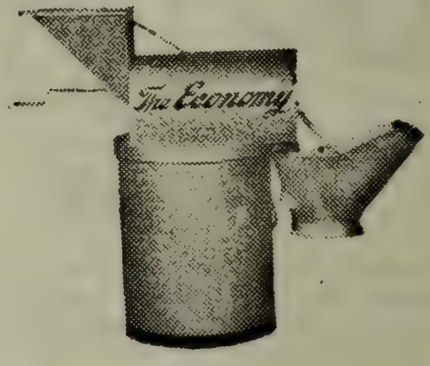
Ask your wholesale house for circular. Price and order now.



The Burrowes Mfg. Co., Toronto

REED'S ECONOMY ROTARY ASH SIFTER

Made Better so as to Sell Better



DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

Geo. W. Reed & Co., Limited

37 St. Antoine Street, Montreal



Build Your Reputation on "WOTAN" Reamers

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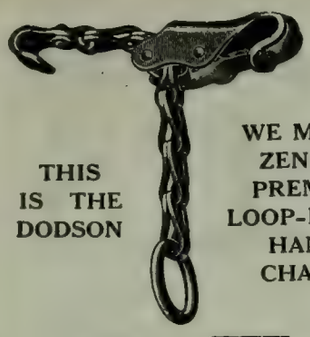
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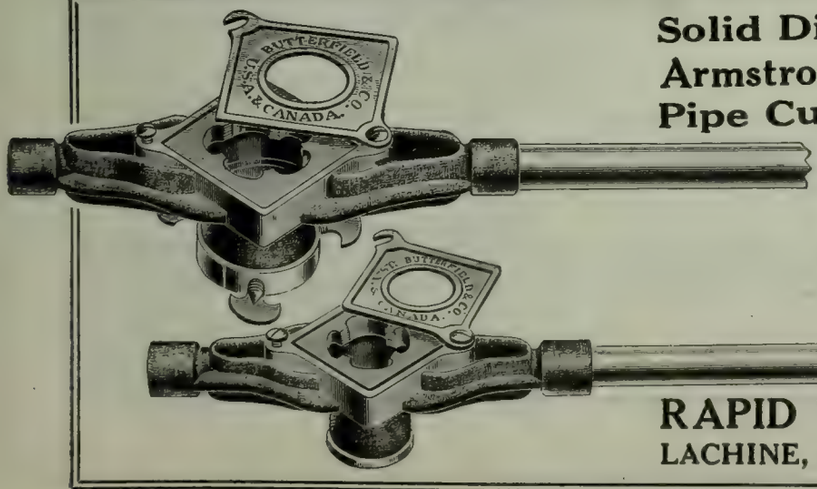
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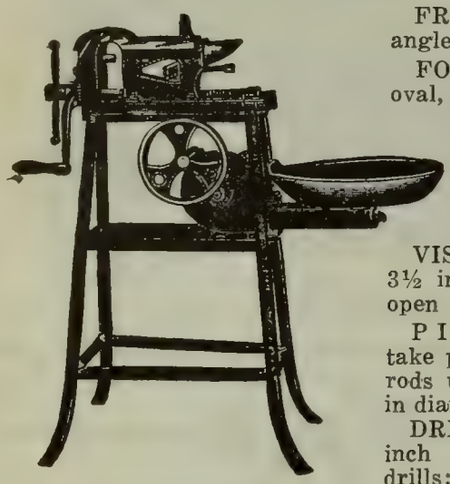
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—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

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It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

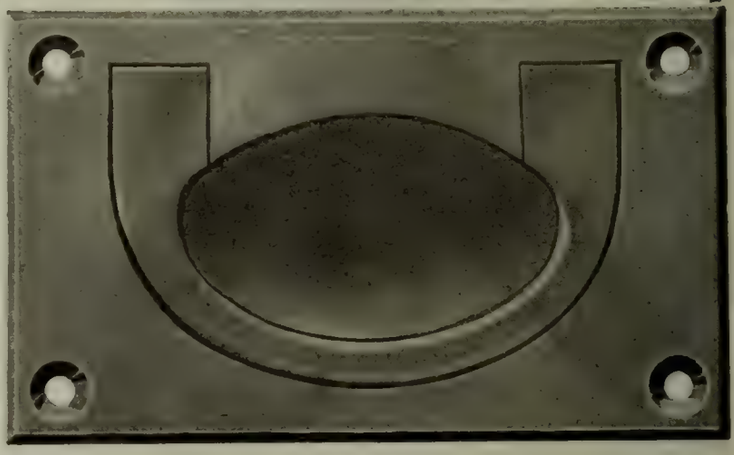
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STRATFORD, ONTARIO

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The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

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ENGLAND and AMERICA

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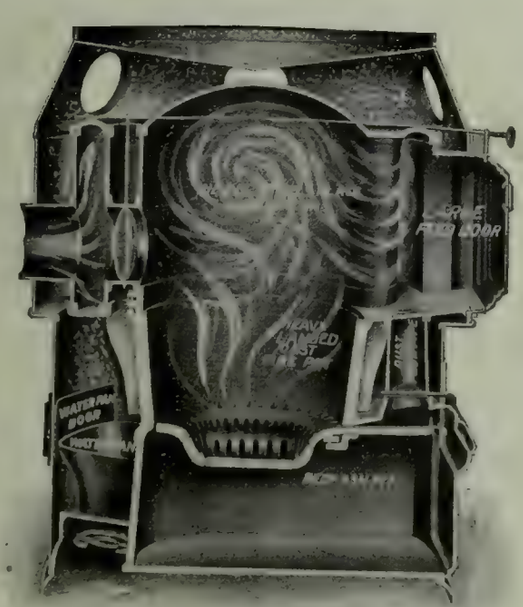
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The furnace that enables you to give your customers a heating unit that entirely fulfils every demand. It thoroughly heats every part of the house with pure, dry, warm air. The New Idea warm air furnace is exceptionally well made, and is guaranteed. Economical in fuel consumption—there is no waste or clinkers from either hard or soft coal. The New Idea Duplex Grates (patented) work so efficiently that every scrap of fuel is consumed.



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Made in seven sizes to suit every description of building. The New Idea Warm Air Furnace offers dealers an opportunity to build up a sound profitable furnace business.

We will be pleased to submit farther particulars and interesting prices on request.

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Successors to Gurney, Tilden Company, Limited
HAMILTON, CANADA
Head Office and Works: Hamilton
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The Canadian Who Bullied the Bolsheviks!

WHEN war broke out, Colonel "Klondyke" Boyle took across, at his own expense, 200 staunch Yukon volunteers. He was sent to Southern Russia, and in six weeks turned the transport system there from chaos into efficiency. He fed the starving Russian and Roumanian armies. He arranged temporary peace terms between Bolsheviks and Roumanians. Aided by twenty Chinese murderers and a brave Canadian girl, he bluffed the Bolsheviks and Austrians, in a tremendous exploit which won for him the title "Saviour of Roumania," and the personal thanks of the Roumanian royal family.

Read this story of "Klondyke" Boyle, by Arthur Beverley Baxter, in September MACLEAN'S—it starts on page 13.

"Growing Under Gouin"

—tells the amazing story of development of Quebec Province during the past fourteen years —in road-building, finances, industries and education.

"Meet Mr. Habitant"

—What does the rest of Canada know about the Habitant of to-day? Does he talk like Drummond's poems? This article, by Thomas M. Fraser, forcibly depicts the assets Canada has in French-Canadian stability and thrift, and will go far to remove any lingering prejudices which may exist in some minds.

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The White Eagle at Niagara—By Major C. R. Young, late adjutant Polish Army Camp.

The Problem of Our New Canadians—By Nellie McClung.

His Majesty's Well-Beloved—By Baroness Orczy.

Canada's Great National Asset—By D. B. Hanna, president Canadian National Railways.

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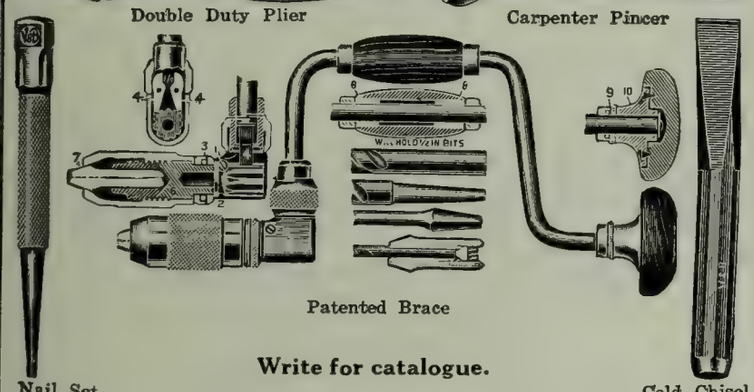
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Double Duty Plier — Carpenter Pincer



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Nail Set — Cold Chisel

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Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company Limited

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Tin Plates
Terne Plates

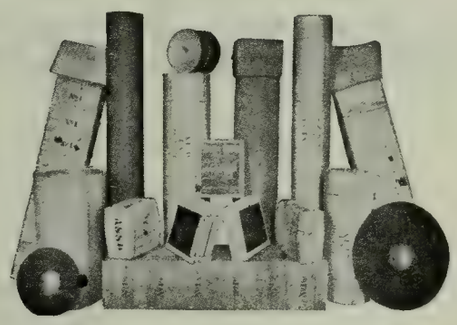
as later on they will be very difficult to secure.

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Exporters of the Products of the American Sheet & Tin Plate Co.



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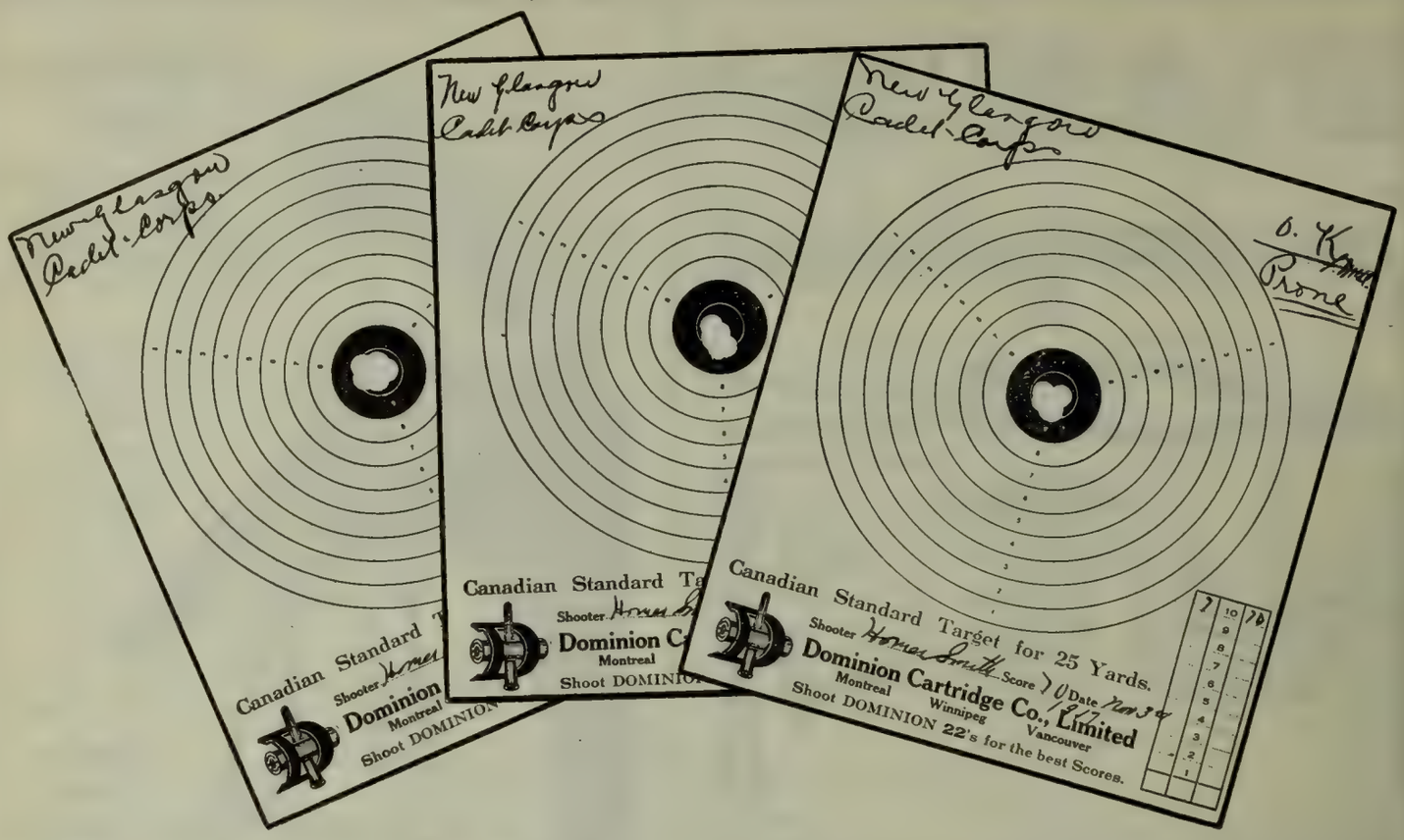
We can help you to increase your sales. Write for catalogue and prices.

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Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

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Targets like these mean business for you

They were made on the standard 25-yard range by Dominion Marksmen with Dominion .22's.

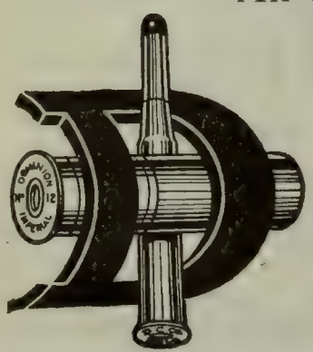
Over 6,000 boys in Canada are shooting

Dominion .22's

in efforts to make similar scores.

This means business to every dealer who carries this ammunition.

All Dominion ammunition means more business—not only .22's but all the larger calibre metallics and Dominion Shotgun Shells. Order from your jobber to-day.



Dominion Cartridge Co., Limited

Montreal - - Canada

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXI. TORONTO, SEPTEMBER 20, 1919 No. 38

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First we will tell about

STANLEY STORM SASH HARDWARE



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Fastener No. 1719 hold the sash open firmly for cleaning and ventilation, lock it securely and are heavy, strong and easy to apply and operate.

Here's a suggestion. Let your customers know that they can cut down their coal bills by equipping all their windows with storm sashes. Every additional storm sash put up in your locality means increased sales in glass, putty, paint and Storm Sash Hardware.

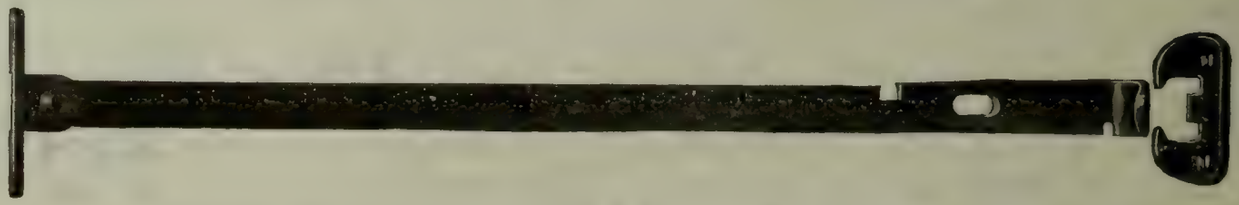
We are helping you sell more Stanley Storm Sash Hardware this fall by advertising it in farm papers and other publications, such as the Literary Digest.

It isn't any too early to order your stock of Stanley Storm Sash Hardware. Put it down on your want book to-day.

THE STANLEY WORKS

New Britain, Conn.

New York **Chicago**



Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXX. TORONTO, SEPTEMBER 20, 1919 No. 38

Japanese Trade Pirates Get Set-Back

Decision of Supreme Court of Japan on Trade-Marks of Far-Reaching Importance—Lock Manufacturer Wins Out.

HARDWARE AND METAL has on several occasions referred to the great difficulties which were being experienced by Canadian, United States and English manufacturers whose trade-marks were being unscrupulously pirated by Japanese manufacturers. A great many lines have been affected, including razors, pocket and table cutlery, electrical goods, fountain pens, locks, and a wide range of goods in which the hardware traed is interested.

One illustration of how the Japanese have been using any and every means to extend their markets is shown by the reports regarding razors, which are being offered to the trade in India, and which was referred to in HARDWARE AND METAL of Aug. 9. The razor is attractive in appearance, and is also neatly made, finished and cased. The quality of the steel, however, is poor and the blade is not calculated to cut well after using a short time. The blade is of full size and ground nearly full hollow, and bears the trade-mark of one of Sheffield's oldest and best-known cutlery firms, although it is marked "Made in Japan" on the reverse. The blade also appears to have been nickel-plated. At any rate all of it with which the grindstone has not been in contact, such as the back and the tang, has a nickel coating and looks very well.

Many other imitations have been referred to in this paper from time to time. One Canadian manufacturer of electrical devices has had a great deal of trouble over imitation of his lines, and the same may be said of many other hardware lines.

Decision of Supreme Court

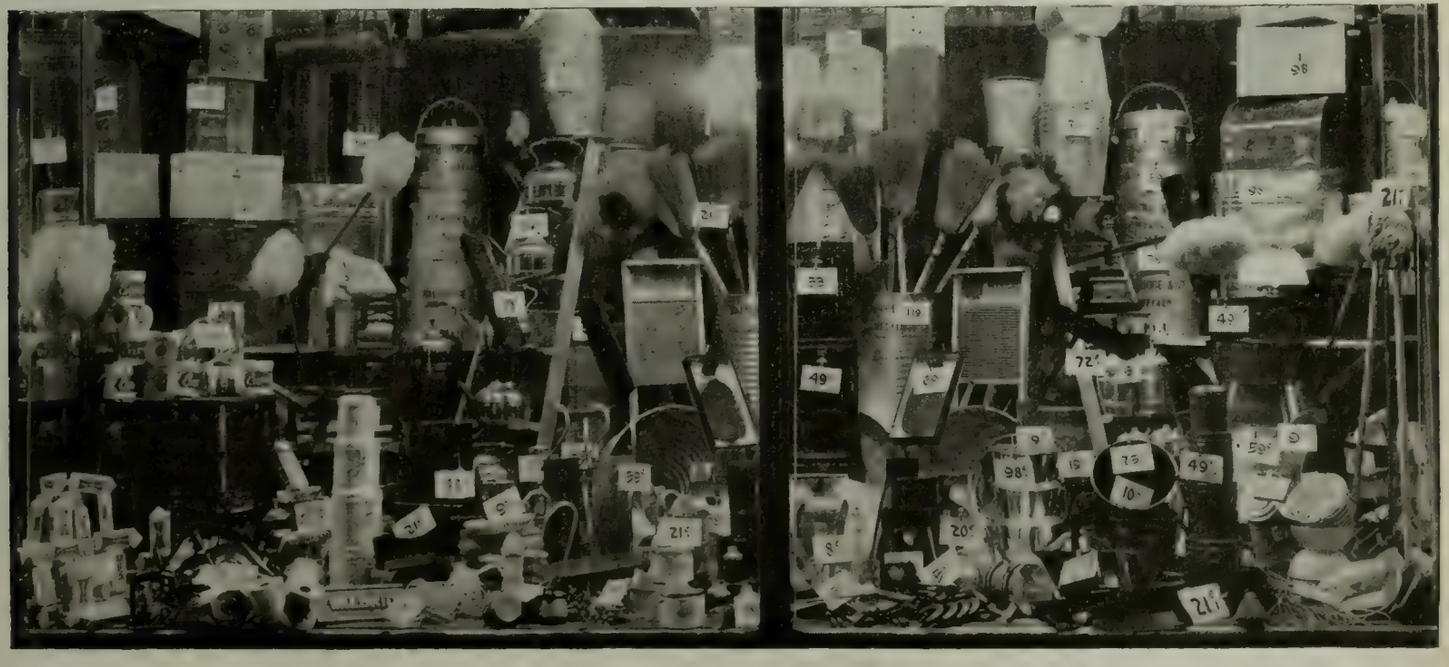
The Supreme Court of Japan, in a suit instituted by a Philadelphia manufacturing company for the protection of its trade-mark rights, has handed down a decision which must rank as epochal in international trade.

The decision, in unqualified terms, upholds every essential of trade-mark rights guaranteed under Japan's treaty agreement with the United States. It safeguards not only American trade-mark owners, but owners also in every other country having similar treaty agreements with Japan. It places the spirit of the law of Japan on a plane equal to that occupied by Western peoples, and it affects, directly and most favorably, manufacturing interests involving annual production amounting to billions of dollars.

The trade-mark concerned in the litigation is that of the Miller Lock Company, of Philadelphia. The very existence of this mark is due to the evil practice of piracy of good will, as good will inheres, in a trade name representing the consuming public's sole means of identifying any meritorious article or product.

Use of Trade Name

For a number of years the Miller Lock Company manufactured a line of padlocks branded "Protector, Jr." Sale of Protector, Jr., padlocks, in several sizes, became general not only in the United States and Canada, but throughout the civilized and uncivilized countries of the world. In 1904 a European manufacturer produced padlocks of the same shape, named them "Protector" and registered trade-mark rights in the stolen name. The Miller Lock Company having at the time no registration of



Above offers a good suggestion for a full window display of household goods.

its "Protector, Jr." mark in that country, was compelled to change to a new trade-mark, in the form of a scroll containing the name "Miller." This trade-mark was registered in the U. S. Patent Office, October 8, 1906, and in 36 other countries, date of registration in Japan being March 26, 1907.

The discovery was made in 1916 that the Crown Lock Company, of Tokyo, Japan, was manufacturing imitations of the Miller padlocks and stamping them with a facsimile scroll containing, in one instance, the word "Crown," and, in another, the world "Million."

Beginning of Suit

Legal proceedings against the infringing company were begun in the Japanese Patent Office at Tokyo, and the fight undertaken with a stern resolve to end definitely, if possible, all invasions against trade-mark rights, was based upon the weakest aspect of the owners' contention. Instead of alleging infringement by the scroll containing the word "Million," they claimed redress against the infringment committed by means of the scroll containing the word "Crown."

The Miller Lock Company's averment, therefore, claimed practically on the scroll alone and risked much by its voluntary choice. But, on the other hand, it put squarely up to the administration of Japanese law and treaty rights the essential principles involved in trade-mark suits, and called for a definition of unfair trade competition which must be on a par with the spirit and the administration of the law in the most advanced and just of Western countries. In a word, the fight was not one wholly of self-interest.

The material interests directly involved had grown, meanwhile, to world-wide magnitude. The Crown Lock Company's imitation padlocks were being exported and sold in competition with the genuine article in China, India, Australia, South America—wherever a market could be made on the strength of the good will created by the genuine trade-mark and the genuine padlocks.

American Claim Sustained

The Japanese Patent Office sustained the American owners of the trade-mark. The Crown Lock Company forthwith appealed to the Supreme Court of Japan to set aside the decision of the Patent Office. The litigation then appeared in its true light, as a fight for the essential principles underlying trade-mark treaty rights. A decision favorable to the American owners implied the absolute prohibition, under full penalty of law, of Japanese infringement of foreign trade-marks registered in Japan. The most distinguished legal talent of the Empire was engaged in the struggle, and court and Patent Office records were searched exhaustively for precedents. The decision reaches the United States at the time when Japanese padlocks, bearing a fraudulent scroll, are invading Canada.

It may be stated, briefly, that the Supreme Court of Japan, in its decision, has taken a liberal view of the Japanese Empire's trade-mark agreement with the United States—a view which is in full accord with the attitude of the courts in this country. Every American owner and, indeed, every other owner of a trade-mark duly registered in Japan is assured now that the courts of Japan will give him protection in the broad spirit of the treaties and the law.

Court Took Liberal View

The question at issue was not one of the Japanese Supreme Court's readiness to enforce literally the terms of the trade-mark treaty agreement, but rather, whether the Court's interpretation of those terms would be in the broad and liberal spirit of American and other Occidental courts. Thus the Supreme Court at Tokyo might have held that a trade-mark registration showing a scroll and name "Miller" was to be protected only as against an imitation of both scroll and name in combination as being both and jointly features essential to the trade-mark. Such could have been a strict view of the scope of the registration. Instead of so holding, the Court considered the question to be whether or not the imitation mark, notwithstanding the substitution of different English letters as embodied in the word "Crown" for the English letters constituting the word "Miller," would be sufficiently close to the registered mark to cause confusion in the minds of Japanese purchasers.

A decision so clear, in a case so representative, must be regarded as one of very great importance to all who are concerned with products bearing trade-marks having Japanese registration or having export possibilities calling for Japanese registration.

Menace of Oriental Imitations

During the past twenty years every trade and commercial body of the world has been confronted with a rising tide of Oriental imitations of widely known, high-grade Occidental products. It made little or no difference, apparently, whether or not the article imitated bore a trade-mark. But wherever it was trade-marked the injury inflicted by the imitation was doubled, because a very high proportion of the good will constituting the value of the specialty was not only utilized as stolen capital by the common trade enemy, but was, at the same time, lessened in value by the substitution of the inferior for the superior article, with inevitable injury to the reputation and good will that had been established on the basis of quality and trade-mark publicity.

The consequences of the long-standing evil have not been borne by Western peoples alone. It has weighed very heavily upon the Japanese themselves, injuring their reputation in international trade to an extent which, had it been permitted to proceed, must have affected even those high-class and reliable products—such as silks, teas, potteries, lacquers and enamels—for which Japan has so long been famed.

The decision should definitely re-establish Japan and the Japanese in the esteem of the business world, for it is Japan's formal, legal announcement that Japanese trade ethics are identical with those held by Western peoples.

Roofing Business Is Active Now; Manufacturer Looks for Busy Six Weeks

THE prepared roofing movement at the present time is a very brisk one, and this, according to a large Montreal manufacturer who expressed his views to HARDWARE AND METAL, will likely continue for another month or six weeks.

"It is really quite a difficult thing to keep pace with the business and to secure the required quantities of raw materials. We have been able to do this so far, and yet it gives us a great deal of concern. Orders have been coming to us in large numbers and it has been an excellent season."

This expression tells the tale—a different tale than that which some expected could be written a few months ago. It reveals the important fact that Canada has been prosperous, for the factor above referred to has an immense production capacity, and with this taxed to the very limit it is indicative of the activity in building. It emphasizes what investigation by HARDWARE AND METAL from week to week has revealed—that rural building in particular has been conducted on an increasingly heavy scale in recent weeks. It augurs well for the remaining weeks of the fall season.

Prices to Hold

In seeking to ascertain the tendencies as to price, HARDWARE AND METAL was given to understand that, unless something unseen turned up, there was little probability of any increases in price. There is just as little likelihood however, of declines on prepared felts or roofings, it was pointed out, the scarcity of necessary materials making it improbable that supplies could be secured for less money than at present.

BIG SALES NOW FOR CARPENTERS' TOOLS

"There is a large sale just now for carpenter tools, and this applies to all parts of the country," said the representative of a large hardware manufacturer to HARDWARE AND METAL this week. This informant handles several lines of cutlery and plated ware, but in no department is there a greater growth of demand than in the tool section. The business was such as to eclipse all outturn for several years past.

As HARDWARE AND METAL pointed out, there is an increased building programme all around and this is harvest time for the aggressive retailer.

Time for a Change

Parcel Post System Working for Mail Order Houses and Retailers Helping to Pay the Shot—A System That Should Be Changed.

THE fact that the mail order houses are expanding again draws attention to the conditions under which they are working, so far as the postal service is concerned. The expansion of the two leading mail order houses in Canada during recent months, whereby both Nova Scotia and New Brunswick have been invaded, shows that this question is to become a very vital one in the near future. The two mail order houses situated in Toronto have now large branches in various parts of Canada, so that they are in a strategic position to cover the whole Dominion. There will be no limit to their expansion, so long as there is profitable business in sight.

It is a matter of common knowledge that the enormous business which the concerns mentioned are doing in Canada, has been done largely at the expense of the local retail merchant, and with the aid of the parcel post system of the Dominion. It is known that the parcel post system is being operated at a loss. The retail merchants of the country have to bear their proportion of this loss; and when they realize that the loss is caused by reason of postal convenience extended to their competitors in business, it is scarcely to be wondered at that they feel aggrieved.

In addition to the goods carried by the postal service of Canada for the mail order houses it is well known that the mails are weighed down with their bulky catalogs. It was thought that this grievance would be remedied under the zone system, by which the farther mail was carried the greater was the charge made by the Post Office Department; but the mail order houses got around this by shipping their catalogs by freight or express to the point where they could be mailed most cheaply, and the mails are still burdened with them.

It is difficult to get a satisfactory statement from the Post Office Department showing separately the financial statements of the parcel and letter carrying services, respectively; but it is well known that the letter service, particularly at the three-cent rate, pays well, while the parcels post is operated at a loss, which the general public must bear.

There is no sufficient reason why the mail order houses of Canada should have the Post Office Department as a silent, and unpaid, partner in their business. The Retail Merchants' Association of Canada has compiled statistics showing how money is being taken out of the treasury of Canada in order to foster competition against country merchants, who would have a hard enough time to compete against the mail order houses in any event. If there is to be a loss made in any branch of the postal service, it would be far more in the interest of the general public that it should be made in the letter-carrying service.

It will be noted that the letter postage has been retained at three cents, instead of being returned to the old rate where it was before the war. "In other words," as Mr. Trowern, of the R. M. A., puts it, "the entire commercial community, when they place postage stamps on their letters, are helping one or two large mail order houses to carry goods all over Canada to the detriment of the retail merchants of Canada, as well as to the consuming public, who are anxious to have thriving towns and villages in their midst."

The mail order business in itself is a perfectly legitimate one, although it has not always been carried on with the nice regard for the ten commandments of commerce we should like to see. Apart from certain lines, used as leaders and priced accordingly, the average buyer can do better for cash in his own community; and the saving he effects in certain lines is inconsiderable because the low-priced lines are made up for by higher prices on something else. The buyer who confines his business to the one or two leaders which the mail order houses occasionally offer, may effect a saving on those articles, but very few buy so judiciously.

This matter of the parcel post is one of interest to all the people of Canada. It is being operated at a loss, and a large part of the trouble is well known to the department and to the Government. It is more than time that the favors which have been extended to certain individuals, great in resources but few in numbers, should be stopped, and the department put on a sound basis.

The Two Per Cent. Class

The Poor-Beer Class of Merchant Received a Shock—Retiring Traveller Does Good Missionary Work for His Brother Knights of the Grip

Written for Hardware and Metal by T. M. FRASER

ABOUT 98 per cent. of the retail merchants of Canada are of the right sort. If the percentage who meet their drafts promptly is not quite so high as the above, it is not because of lack of desire to do so; and very often the ones who are a little slow about their drafts have so many other virtues that the traveller, at least, has a warm side towards them, however the house may feel. But there is not more than two per cent. whom the traveller would put down in his black list; and they would be classed in the same way by their fellow business men townsmen.

Usually the trouble with the members of this two per cent. class—it is a good name for them, because they are what Shakspeare calls "small beer"— is an incurable case of ingrowing grouch. They must have virtues, too, although they are not visible to the naked eye; because they stick in business long after everyone has got tired wishing they were dead. There is nothing quite so depressing to the cheery young traveller as to run up against one of this class of business men early in the day, or early in his travelling career. If he strikes them early in the morning, they are likely to unfit him for business during the rest of the day. The grouchy customer should be taken not oftener than once a day, and preferably, after meals. Needless to say, he should be well shaken.

We have all seen the cheery traveller blow in on one of this kind. He gives him the best he has in the way of fellowship; but the response is not visible to the naked eye. The most he gets back in return is an expression like a pan of sour milk. The Bureau of Statistics at Ottawa reckons that the comparatively large mortality among travellers is due to compression of the vitals from having to meet this class of customer, and restrain the desire to kill him.

There is no known antidote for him. However, there is one thing about him; he knows it all. That is, all that is worth knowing. What he does not know, isn't knowledge, anyway. He never leaves his home town; he stays there and the experience of the outside just naturally comes pouring into his lap. Then when any question comes up in the place, or if any traveller has the temerity to start a discussion with him on any subject, he can settle it at once by giving his judgment. What all the other people have is merely an opinion.

I used to know one of these fellows once; but, fortunately, he got cured. It was this way. There was one traveller who had to call on this fellow, not because he liked the job. In fact, he dreaded it. It was the black-letter day in his calendar four times a year; but the man was a reasonably good account, and was fair pay; and the firm only got a taste of his sourness in his letters. He took most of it out on the traveller.

Every time this traveller used to come to the town he would engage in prayer very earnestly in the morning, to be given strength to endure the trial of the day, and to be helped so that he would refrain from yielding to his natural desire to put his customer's head under the bacon slicer and get a head off him for once. And the strength was vouchsafed unto him, so that, for years he put up with the sour looks, and the crabbing of his samples, and the insufferable air of conceit, and all the rest of it, and never answered back. But as soon as he got outside the store he used to have to go around the corner and curse steadily for as much as ten or twelve minutes; otherwise, as I have already pointed out, he would have died from that terribly fatal disease, compression of the vitals. It comes, you know, from holding yourself in.

At length, this traveller was ready to quit the road. His aunt had died, or he got a Government job or something; I forget just what it was. Before leaving, he told the firm he wanted to make one more trip, particularly to say farewell to good old Persimmon, down at Alumville. And he did something he had never done before; he wrote Persimmon a very confidential note, saying he was coming, and adding: "P.S. Keep everything possible for me. I will have something to show you this trip you never saw before."

He got to Alumville; and this time he did not pray in the morning. Instead of that, he sought spiritual consolation elsewhere. It was in the days before people stopped buying liquor by the glass and began to buy it by the case. He took two stiff shocks, of twelve hundred volts each, and felt ready for anything. Then he went right over to see Persimmon.

Persimmon was busy. He was always busy when a traveller called. Perhaps he would be busy looking out the window, or reading the paper, or just thinking; but whatever it was, it made no difference in his manner with a traveller. He never made any response to the cheery greetings they gave him, but just looked over their shoulder at something three-quarters of a mile away, and went on with whatever he wasn't doing. After a while, when the silence became so dense that you could have heard a violet opening, he would look up and say: "Well, what is it to-day?"

Just before he died, when the traveller called for the last time, he was actually doing something. He was preparing his deposit for the bank, and making out the slip; and, of course, he gave no sign of consciousness when the traveller blew in. But he woke up. This was the greeting he got:

"Well, old Angel-face, still at the old game, eh, making a meal for the moths? Why don't you quit it and wake up for a while, and go away and see something outside of Alumville?"

What followed was very much like what used to happen to the travellers after an interview with Persimmon. There was a sort of internal explosion, owing to his emotions getting mixed up and choking him. All he could do was to point to the door, and make signs indicating that the traveller need never come back.

"Don't worry, Persimmon, old man; I've come to say good-bye to you. I've been saving this scene up in my mind for years. Every time I had to put up with your sour face and your boorish manners to travellers and your general ignorance of what it means to be a human being, I have got consolation out of picturing this scene to myself. And it is far better than I ever expected it would be. It washes out my soul to see you all tied up in a knot like that. Let us have a few moments for silent meditation while I look at you, and think that I do not have to ask you for an order in a minute, or ever any more.". . . "Now, let us proceed. I have always been allowing to deal gently with you at the last; because you probably do not realize just what sort of a worm you are. So if you will promise me to go right off and take a month's vaca-

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B.C. Retailers Meet in 2nd Convention

Dealers From All Parts of Province Gather to Discuss Subjects of Vital Import. Some Striking Resolutions Passed

IN the Observation Parlor on the 14th floor of the Vancouver Block, with the panorama spread before them of the entire city of Vancouver, the busy harbor with the steamers coming and going to all ports of the Orient, backed by the snow-capped mountains, the second convention of the B.C. Retail Merchants' Association opened at 10 o'clock on September 8th, 1919.

Accredited delegates representing all the outposts of the Association in B.C., with one or two exceptions, responded to the roll call.

T. F. McDowell, Provincial President, was in the chair.

W. A. Moore of Silverdale, brought up the question of cartage on country shipments, claiming that whereas the jobbers in Vancouver would deliver free to many parts of Vancouver, they would not deliver free to the railroad depots when the out-of-town merchants ordered forward their requirements.

Another delegate complained that several tobacco, knitting and other jobbers made special prices to favored retailers.

There was some discussion by delegates from Duncan and Port Alberni that the Soldiers' Settlement Board, in erecting buildings for the soldiers, instead of buying their hardware and groceries from the local merchants, bought in the big centres.

It was also brought up that the collection of fees be discontinued in connection with the inspection of Weights and Measures.

Prince Rupert also reported that they had attempted to close up several fruit establishments who were open after the other merchants were compelled to close every evening, and expose for sale articles that otherwise could be procured in the stores that were closed. The magistrate dismissed the case, classifying fruit vendors as refreshment houses.

It is proposed to amalgamate the three Vancouver Societies, viz.: The Butchers' Association, the Grocers' Association, and the Vancouver Branch of the Retail Merchants' Association into one association.

The treasurer's report was read and adopted.

The President Tells of Year's Work

Calls Attention to the Inauguration of a Co-operative Fire Insurance Plan. Certain Advertising Schemes Condemned —The Advertising Trade.

AS President of the British Columbia Board I wish to deal with the present and the future more than referring to the past in my report to you for this, our second annual convention. It gives me great pleasure to mention a few items during my tenure of office. I can assure you that my enthusiasm in association work (which after all is the best medium of helping my fellow-merchants) has never slackened since I assumed the chair at the birth of the board on March 1st, 1918.

In association work there is no one merchant, no matter how popular he may be in his community, no matter how much time he devotes to the work, no matter how brainy or what foresight he may possess, can spell success—sucesss of the association is attained by the co-operation of every merchant that signs his membership card. Kipling wrote during the war this verse:

It ain't the individual,
Nor the Army as a whole,
But the everlasting team-work
Of every blooming soul.

So you can see very plainly, gentlemen, that this convention here assembled must be team-work. You, the accredited delegates from the branches of this board, and the individual members, hold in your power the future success of this association in British Columbia.

This is your convention. This is the place to straighten out sixes and sevens—the place to construct and the sphere of the convention should be sweet and wholesome. We cannot have team-work if we yap out a lot of destructive criticism. We invite criticism, but let it be constructive. I have said this about the members.

The Secretary Can Help

May I refer briefly to the Secretary's office. The duties of this office is the key to the whole situation. We as merchants can build up and find material. Your executive can plan and direct the work to be done from the merchants' standpoint, but the carrying out of the details rests with the secretary. Every branch in this province should use the office to the utmost. It is encouraging for the executive to have enquiries to come in. Country and town merchants have problems different to larger centres, and the secretary invites confidence in order to assist in your difficulties. I believe the association is large enough for a budget which will pay a secretary a remunerative salary. There is a tendency to run the office on a cheap plan. I say dig down and pay, and I will go on record as saying you will get results.

We have a spirit for association work in this province greater than ever before. Now provide a 1920 budget large enough to give a secretary a respectable salary. He is a paid official and often his enthusiasm and tenacity is dampened when pay day comes. During the past year I had the pleasure of visiting the branches of Chilliwack, New Westminster and Nanaimo. All of them I found not only enthusiastic in association work, but having a good amount of community spirit. In my address to these branches I touch on two subjects. First, the need of the retail merchants' activity in municipal government in his community; secondly, the Oriental in British Columbia.

The Co-operative Fire Insurance Move

The months of November, December and January were trying months on account of the flu epidemic, but early in February we took up fire insurance with the Northwestern Mutual Fire Association with a view to cheaper fire insurance for our members. We looked with envy at some of our brother merchants across the line, sharing in that $2,500,000 returned premiums which the policy-holders enjoyed from this company in seven years. To be brief, we have a service for you to-day with this company known as the Retail Merchants' Fire Underwriters' Agency of British Columbia, and you, gentlemen, can share in the dividends to the extent of 30 to 45 per cent. of your premiums.

We had considerable correspondence with the Canada Food Board. Flour and food dealers were being unfairly treated, and as a result of the association's activities, many of these unfair regulations were amended.

I made two trips to Victoria with your secretary to the Private Bills Committee in connection with the Vancouver business tax. While this was purely a local affair, both your secretary and myself could see the danger of allowing this bill to proceed without our protest, and while it went to the House for debate we feel that our association shares in no small degree the honor of defeating that bill.

The Auto Contest in B. C.

One morning in March we discovered a get-rich-quick artist in Vancouver. Yes, he hit Vancouver because in a large city they can arrange their preliminaries and get a start. He visited our office with a view to sizing up the layout, and left an odor, and Corley had a hunch something was wrong. Later on in the day the secretary discovered that the visitor of the morning was no other than one of the principals of the Auto Contest Co., of whom we had been warned by the Saskatchewan Board. The Provincial Executive immediately took steps to notify the various branches and individual members of this scheme, advising them of the unsatisfactory results obtained by the Saskatchewan members. Vancouver merchants at this time did not have a branch, but certain merchants came forward and gave their support to suppress the scheme. Our association laid information with the Vancouver police. The Auto Contest Co.'s office was raided, and everything seized. The case was contested in the Police Court, and after a stiff fight two of our largest merchants were fined $50 and costs for violating the Trading Stamps Act. An order was issued by the Vancouver police for the arrest of the principals of this scheme, but to date neither of them have shown up in Vancouver. The merchants were saved many hundreds of dollars, and I want to emphasize right here that your secretary, Mr. Corley, deserves great credit for his ability in handling the case for the association.

The Danger of the Oriental Trader

As your representative I attended the Industrial Commission held in Vancouver. Their queries were very much on the high cost of living. I seized the opportunity to tell them of the unfair Oriental trader, reminded them that British Columbia is the Mecca for such a people, and for them to remember this when making their report to the Government.

It became necessary in June to call representatives from several of the branches to talk over the congested condition of the office. It was apparent that the service to members was unsatisfactory. The situation clearly showed that too much work was piling up on the secretary; also, that in order to continue association work in this province Vancouver must be organized. Greater membership must be obtained, and Vancou-

ver was the most logical place to tackle first. The result of this conference was that your executive withdrew the organizer from outside and loaned him to the Vancouver branch for a period of three months. The achievements of this venture will be shown in the organizer's report.

I would like to dwell more on other subjects, but I feel that the present and future deserve space in my reports. The French in Napoleon's time contemptibly spoke of the British as a little nation of shopkeepers. Are you not proud that you are a shopkeeper, for Britain has led the way in the character of her trades people? To-day our country is flooded with Orientals and Southern Europeans. They are forming a large section of our commercial community. Their standards of living, their character of trading, is un-British. We must face this situation and deal with it now. Their emigration must be limited.

Britain has vested this power with our Government. We must have an association from the Pacific to the Atlantic and act with a united front on a policy for a white man's country. Canadians fought and died for Canada in that awful conflict in Europe, and while commercial life was disorganized this Province had a very much larger Oriental population to deal with than any other province in Canada, many of them enjoying the business of those who had gone to the front. What is the result? Orientals here, there and everywhere in business, and patronized by our own Canadian people, who pressed by the high cost of living trade with the Oriental on account of price. The Government must bring up the Oriental standard of living or limit their activities, for the Occidental cannot trade on the same level.

In closing I want to emphasize the need of greater association work in this province. I refer to taxation. Canada has a tremendous war debt, and it is still climbing. The greatest financiers of our country are at their wits' end to know how to collect taxation on a fair and equitable basis. We all want to pay our share, but the retailer has no means of entering a protest against unjust taxation, unless he is organized.

The Retail Merchants' Association of Canada is the machinery. The officers of this association are big men, men who live for their country, men who give their time freely and without price. Surely this democratic principle warrants the support of the individual merchant.

I trust this convention will be a great success. It rests with you to make it such. Your Executive Board has not had conditions as rosy as it may appear, but we have arrived at a psychological period in our association. Let us pull together.

Convention committees were named as follows:

Resolutions—J. H. Ashwell, Chilliwack, M. J. Phillips, New Westminster; Geo. H. McRobbie, Vancouver.

Reports—H. Murphy, Nanaimo; B. S. Ross, New Westminster; F. Y. Cox, Port Alberni.

OFFICERS FOR THE NEW YEAR

The following officers were elected for the coming year: President, G. H. McRobbie, Vancouver; First Vice-president, M. J. Phillips, New Westminster; Second Vice-president, Harvey Murphey, Nanaimo; Treasurer, Dayrl H. Kent, Vancouver. Secretary will be appointed by joint action of the B. C. executive and the Vancouver Branch executive, when formed, as he will occupy the secretaryship of both offices.

Finance—Mr. Jacobson, New Westminster; R. H. Ormand, Nanaimo; R. Fox, Chilliwack.

Resolutions on Various Subjects

The Resolutions Committee brought forward the following resolutions:

This convention of the British Columbia Branch of the Retail Merchants' Association goes on record as protesting against the Government's action in putting an embargo on foreign sardines, etc. In the judgment of the convention there is a legitimate demand in Canada for the very best sardines, and that these should be procurable wherever located.

Also the convention asks that the onus in connection with the Food Board's regulations should not be borne by the retailer, but should be borne by the manufacturer. The secretary pointed out that within the last week several prosecutions had been made by the authorities in Vancouver of various merchants in connection with the sale of maple syrup. Of this particular commodity, it is pointed out, that the maple syrup is bought by the retailer in good faith as pure maple syrup, labelled as such, and in some cases the local representatives have letters from their principles assuring them that the product is all that it is labelled to be. In other words, after a retailer has satisfied himself to the best of his ability that the product is a bona fide article, he can still be summoned into court, his name coupled in the newspapers with the selling of adulterated goods, and in the cases referred to the merchants having to pay a fine approximating $50 each. The complaint of the pure food inspector in this case was that the maple syrup contained a solid matter in small quantities which pure maple syrup is not supposed to contain.

The Government apparently on various occasions informed the retailers that if they wish to protect themselves they should procure a special warranty form signed by the jobber in connection with any goods that the retailer buys from the jobber, and on which he wishes to be safeguarded. The secretary pointed out that in order to be protected the retailer would require to have from his jobber a special warranty form for every single item of every single delivery made to his store. He also pointed out that it had been suggested that the said form be either printed on the back of all the jobbers' invoices, or affixed thereto with a rubber stamp, so that if exception were taken at any time to any line of merchandise the retailer carried in good faith, he would simply have to turn up the invoice for it and be protected by the warranty form on the invoice. This proposition was made to the authorities at Ottawa and met with their approval, but when the proposition was made to the wholesalers in Vancouver they refused to accede.

At this point one of the delegates amused the meeting by recalling how in one small town, when he was having hot cakes and maple syrup, he questioned the waitress as to whether the syrup was absolutely pure maple syrup. The waitress was highly indignant, and exclaimed: "Pure, I should say it is! We make everything on our own premises."

This convention urges upon the Dominion Executive the greater need of an amendment to the Food Adulteration Act whereby the retailer and the public receive better protection.

The convention committee brought in a resolution which was adopted, to the effect that the Provincial and the Vancouver Branches should be combined in one office with a joint secretary, and such help as should be found necessary, the expenses to be equally divided.

Also that the office of secretary be left open for the incoming executive to have a conference with the executive of the Vancouver branch as to the appointment.

A budget of $5,000 was presented for the secretarial work of the two branches, making the expenses $2,500 apiece.

Also, the incoming executive will be requested to ascertain from Mr. Corley whether there is any commission due to the provincial office for the increased advertising since the B. C. Retailer was made the official organ of the Provincial Association.

Percy Shallcross, past vice-president of the Board of Trade, welcomed the out-of-town delegates to the city, at the luncheon tendered by the Vancouver Branch and held in the banquet room of the Hudson Bay. In the course of his remarks Mr. Shallcross stated that a convention such as the present one was a movement greater than simply trade interests, but was a move for the good of the community, for the backbone of the community was the retail tradesman. He stated that at a time when every link in the merchandising chain was attacked with destructive criticism, there was one thing sure, that the manufacturer, and the retailer would always be in business. Each guest was asked to rise to his feet in turn, and state his name, his home town, and the



A group photo of the delegates to the British Columbia R.M.A. Convention, the figures marked are as follows: 1. G. H. McRobbie, new president; 2. D. H. Kent, new treasurer; 3. T. F. McDowell, retiring president; 4. G. A. Howker, retiring treasurer.

nature of his business. The company was amused when one druggist rose to his feet in turn, and after his name and business mentioned "two stores." Not to be outdone, a grocer shortly announced "three stores," and a Vancouver druggist then rose and announced "seven stores, nine telephones." It was generally conceded that the first man doesn't have a chance in an assemblage of this nature.



T. F. McDOWELL,

The retiring President of the British Columbia R.M.A., who presided at the Convention.

Discriminating Between Retailers Causes Hard Feeling

The temper of the convention was very pronounced in regard to certain manufacturers, who were named, who, it is stated, discriminate between retailers in various centres, selling one at wholesale prices and another at manufacturers' prices. The plans outlined in case these manufacturers cannot be made to see the light will undoubtedly achieve the desired result.

Considerable discussion was occasioned by a resolution presented dealing with the Soldier Settlement Board buying entirely in large centres, to the loss of the merchants in the districts where the dwellings are being erected. Many merchants contended that as the Government was buying in the cheapest market, the greatest good for the community as a whole would be attained. This view would have been unanimous had each delegate present felt assured that the whole saving in every case would go to the soldier. Premier Oliver in addressing the Rotary luncheon stated that when the Government spent money they got about fifty cents' worth for every dollar—that the other fifty cents was simply lost between places. It was stated that the hardware men in the province had taken strenuous exception to the Government's action, and that the actual case should be looked into by the incoming executive. It appears in cases of this kind that clothing men are very patriotic when the Government is buying groceries, and grocers can view with equanimity the Government handing out to discharged men $35 worth of ready-made clothes, but in our recollection there is great exception taken to the Government going into competition to any retail business by the trade concerned, and rightly so.

Discussion of Garnishee Act

A resolution was also drafted asking the Dominion Executive to get an amendment to the Garnishee Act making civil servants on the same status as any other delinquent.

A resolution was also presented asking that the charging of fees for the inspection of weights and measures be abolished. It was pointed out that the accuracy of scales was just as much an advantage to the retailer as to the public. It is worth a fee to have the onus off the grocer, and make the public feel that weights and scales are not matters of suspicion.

It is also complained that the present British Columbia Garnishee Act is absolutely worthless for the purpose. It exempts $40 of a delinquent's pay from garnishment, and does not state whether per month or week. When the common usage was to pay by the month it was possible to recover a debt by garnishment. Now when a man is paid fortnightly, or often weekly, and $40 is exempt from whatever is due, in most cases the whole wage is covered. A man might be paid $40 per week and be paid weekly, and not a cent could be garnisheed. As this law works as a protection and encouragement to the dead beat, it is asked that the Attorney-General be again asked to draft up an improvement. This matter was brought to the attention of the Attorney-General's Department more than a year ago, and the Attorney-General expressed himself as quite in agreement that the present Garnishee Act does not function, but nothing has been done.

Freight Rates Considered

The matter of high water freight rates in British Columbia has been discussed at various times. The various steamship companies at present operating between the mainland and Vancouver Island, as well as on the lakes in the interior and on Fraser River, have been approached for revision of tariff at many times without avail. It would be gathered that the Fraser River rates, having to meet the competition of the B. C. Electric and the C.P.R., are most reasonable—the others may be judged from the statement of one delegate from Vancouver Island, "It costs twice as much to ship freight to Nanaimo, forty miles across the gulf, as to bring freight eighty miles down the Fraser River. This is a rate four times as high. There is no competition with the boats across the gulf, and the matter does not come under the jurisdiction of the Railway Board. Whether it comes under the new Public Utilities Commission will be ascertained, otherwise the Dominion Executive will be asked to request a special board appointed to take care of water freights in British Columbia.

Foodstuff Handlers to Be Physically Sound

A far-reaching and sorely needed service is covered by the following resolution:

"Resolved, that all persons handling foodstuffs be compelled to undergo an examination satisfactory to the city health officer; failure to undergo satisfactory examination being grounds for refusal to grant a license to operate."

If the various foreign peoples in our Dominion are not particular as to the handlers and handling of the food they eat, they should be compelled to observe our standards when they have anything to do with the food we eat.

Certain statements which appeared in the B. C. Agricultural Journal were deemed to reflect unfairly on the retail trade. A resolution was made that the attention of the Minister of Agriculture be drawn to the article in question, and an apology and correction made.

It is the habit at this time for various privately-owned papers to permit their wordsmiths to make gratuitous attacks on the retailer—probably because popular prejudice requires a goat—and the wholesaler and the manufacturer are never in a position to cross the consumer. It is not thought the province of a Government paper to attempt to discredit any branch of the present merchandising system.

The Secretary's Report

IN submitting my second annual report for your consideration I shall endeavor to be brief and to the point. I realize that there is a great deal of work before you and that some of the subjects, especially that of the treasurer's report, will require your closest attention and earnest consideration. I mention the treasurer's report now because it is my opinion that his report is by far the most important subject to be considered at this convention. The future of your association depends directly upon your action in connection with it.

To commence with, I wish to submit a few statistics. The membership of the British Columbia Board at the time of our last convention was slightly below 200, 198 to be exact. At the end of last month the membership for the whole of the province, including Vancouver, was 413. We have more than doubled the membership in twelve months and it is still growing. Actual resignations for the twelve months have been less than ten.

Your Executive officers have held 20 meetings during the period. Some of these meetings have consisted of two sessions and on one occasion three sessions totalling nearly twelve hours were necessary in your interests. The total time spent by your Executive officers in attending meetings at Provincial headquarters has amounted to something like 75 to 80 hours, about ten working days. This does not include trips

to various local branches in the interests of organization and delegations to the Provincial Government.

Your office staff has consisted of myself and stenographer, in each case part time, and the organizer. The work of the organizer speaks for itself in the increased membership. Organizer Hougham, however, will go into this in detail. The actual office work has occupied a great deal more time than has been paid for. The remuneration for the work done has been entirely inadequate. Yet there has been a great deal of work left undone. No one realizes the shortcomings of the association's present equipment more than I do myself. It should be kept in mind, however, that those shortcomings are the direct result of other shortcomings which are beyond our control. Your treasurer will, I believe, bear me out in that statement.

There are now 10 properly organized local branches in the province, consisting of 368 members, besides 45 members in more or less remote districts, who are not yet attached to any branch.

During the past few months strenuous efforts have been made to organize a Vancouver branch and I am glad to be able to report very satisfactory progress. This matter will also be dealt with in the organizer's report.

Regarding our office service departments it is gratifying to know that the collection service is being used increasingly by members, and that it is proving to be efficient and satisfactory.

The basis on which your collection department is operated is a commission one. The collection manager, Mr. Cotton, receives a commission on all amounts collected and the association pays for postage, stationery and printing used in connection with the work. By this method the greater part of the cost of operating the department is paid by those members who receive direct benefits from it.

The freight adjusting department, I regret to report, has not made the progress we anticipated. The manager of this department started off with great expectations, but our members did not rally as it was hoped and expected they would. Mr. Coy, who managed the department, was a man of undoubted ability in freight matters, but he became discouraged at the lack of support and gave it up. We are endeavoring to make arrangements for having freight bills checked by some good man who is well up in that work, but the great difficulty will be in obtaining a complete list of tariffs, as owing to the great number of changes that have taken place in freight rates during the past year or two, it requires a library of considerable proportions. Mr. Coy's list of tariffs cost him over $300 and an enormous amount of time to collect from various sources.

Some months ago your Executive approved the appointment of Mr. L. D. Jones as solicitor and legal adviser to the association. Mr. Jones is a young man and a returned soldier, and a native son of British Columbia. Mr. Jones has already given the association very good service and the cost has been very reasonable. In fact, he has given his services in some cases. He is anxious to make a special study of the retailers' problems, and it is most necessary in a legal adviser for an association of this kind that he should endeavor to see the retailers' point of view clearly and intelligently.

If there is one service department that has excelled others it is the fire insurance department. The arrangement recently arrived at with the Northwestern Mutual Fire Association, and which you will be asked to approve, has made this service very popular, and deservedly so, with our members. By this plan those of our members whose risks are accepted by the Northwestern may save from 30 to 45 per cent. of their fire insurance premiums. And that is reckoning on the regular "board" rates. In no case does the Northwestern charge more than the board rate and in some cases less. Yet in all cases the rebate is made.

The plan adopted by your Executive for handling this work has necessitated the formation of what is known as the Retail Merchants' Fire Underwriters Agency. This is simply a matter of convenience. It is the name that is used for writing fire insurance for members only of the R. M. A. in British Columbia. Applications are handled by the Agency and policies issued. Inspections are made by the N.-W. and all risks are subject to the Northwestern's approval. No commission whatsoever is paid by the Northwestern to any person, nor to the association for any business coming from our members, nor does the association make any charge to members placing insurance through the agency. The whole of the rebate is passed on direct to the member. Great interest is being taken in this plan, not only by our members, but by other associations in British Columbia and in the states to the south. The local insurance companies are also beginning to wonder where they are going to get off. I have no hesitation in saying that the association's fire insurance scheme is the most progressive and co-operative plan of its kind being operated by any business organization in Canada, and is something our members have every reason to congratulate their Executive upon. In this connection I would like to remind those who are interested that a special meeting to discuss the fire insurance feature will be held at 10 o'clock on Wednesday morning in the Provincial board room.

Coming now to legislative work, a number of resolutions were passed at last year's convention, and I shall endeavor to give a brief account of the progress made upon them. In the first place there were a number of resolutions dealing with the Provincial Weekly Half-Holiday Act. Many letters and wires have passed, and several personal interviews with members of the Provincial Government have been had in an effort to have our recommendations adopted. The Government has not yet seen fit to prohibit the sale of goods in stores not compelled to close by law, when such goods are sold in other stores which are compelled to close. The resolution requesting that statutory holidays be specified for the purposes of the Weekly Half-Holiday Act was pressed before the Government, and I am glad to report that the improvement was made. The Act now contains the required list of legal holidays.

The resolution dealing with the recovery of debts from civil servants was referred to our Dominion Board and has received considerable attention in that quarter. Every opportunity is being taken advantage of, I believe, towards having civil servants brought under the law in common with other citizens. As this is a matter that strikes almost at one of the fundamentals of the British Constitution, it will be realized that it cannot be easily brought about. These, however, are times of great changes, and a change of this kind is much more likely of realization than even a year ago.

In connection with the collection of provincial taxes I am given to understand that more strenuous efforts are being made by the Government in that direction. Some changes have been made in the taxation department, and there is every evidence that this matter is receiving considerable attention. There should, however, be no let up in our efforts to see that tax evaders are brought into line, and as our vice-president, Mr. Fink, expressed it last year, all members of the Association should render every assistance possible to the Government by directing attention to those who it was known were evading payment.

In regard to the resolutions covering Capias Law, Attachment of Debts and Small Debts Court Act. A delegation consisting of Mr. Howker and myself waited upon the Attorney-General some months ago and spent considerable time with him in a discussion of these matters. Our recommendations regarding judgment debtors were not favorably received, nor was the recommendation that in the case of judgment debtors an order should be made by the Court requiring the debtor to pay a specified amount at stated periods instead of the present law which requires the creditor to repeatedly bring up a debtor for examination at the creditor's expense. It would seem that the Attorney-General's opinion was the natural outcome of a legal mind and entirely out of sympathy with the retailer's point of view. The Attorney-General's summing up of the whole situation was that retailers should exercise more care in extending credit. It is needless to remark that your delegate took good care to place the retailers' viewpoint of this matter before the Attorney-General.

Our recommendation that the Attachment of Debts Act be amended so that the amount exempted from the salary or wages of a debtor should be by the week or month, was more favorably received, and the Attorney-General promised that this should be looked into, as he also did in reference to our suggestion that the Small Debts Court maximum should be raised to $200 instead of the present $100. So far, however, no amendment has been passed.

The resolution dealing with the sale by wholesalers to consumers has received considerable attention from time to time, and I believe that some improvement has been noticed in this respect by our members. Nevertheless there is still considerable room for improvement, not only in this direction, but in the matter of special discounts and other privileges allowed to favored retailers by the wholesalers, thus encouraging unfair competition.

Passing from the work outlined at last year's convention we come to the activities and happenings with which our Association has been connected during the past twelve months. Probably the most important event has been the establishment by the Dominion Government of what is known as the Board of Commerce. For several years our National Association has urged the Government to establish an Inland Trade Commission with powers in connection with the manufacture and distribution of merchandise similar to those of the Railway Commission in connection with railroad affairs. This practically is what the Government has at last found it necessary to do. It is true that at present the Board of Commerce seems to be, if anything, in opposition to the retailer. It is sincerely to be hoped that the Board will execute its duties in a strictly fair and impartial manner. There are unbounded possibilities for good in such a body for all concerned, and it would be a crime if by reason of the blind prejudices of even one member, the splendid work that might be accomplished by a commission of this kind should be stillborn.

It is hardly a matter for congratulation that a commission of this kind, dealing as it must with very material matters, should not have at least two legal men in its composition. The third member of the Board has not yet been appointed, and our Association is making every effort to have a good business man as the third member. It would seem only fair that the tremendous body of business men represented in the manufacture and distribution of merchandise should be represented by one member of the three. I venture to predict nothing but abortive results unless this is done. In the meantime it is gratifying to record that the Government has found it advisable to carry into effect something which our Association decided several years ago would be necessary, and it is not too much to claim that had the Government acted upon our suggestion when it was first submitted, much of the trouble in connection with increased prices would have been avoided. The work of the Board will now be to cure what could have been prevented.

The Bankruptcy Bill placed before the Dominion Government last year has not yet become law. It is entirely different in many respects to the Bill first drafted. Our As-

sociation became very active when this Bill was brought to its attention, and many clauses that might have inflicted severe injustice upon the retailers were eliminated. This is the class of work the full value of which will probably never be even partially appreciated by the large majority of retailers. The prevention of unjust legislation is, however, a most important part of the work of your organization. The proposed Bill provided that you could be declared in a state of bankruptcy if at any time you were unable to pay a bill for $200 or more when it became due. Such provisions and many more as unjust would have been passed but for the watchfulness of such men as our Provincial Treasurer, Mr. Howker, who was present representing our province at the Dominion Board Convention when the Bill was first considered.

The first successful prosecution under the Trading Stamp Act, a measure enacted by the Dominion Parliament at the request of our Association in 1905, took place in this province when firms in New Westminster and Vancouver were convicted and fined for taking part in what was known as the Auto Contest. Our Association published warnings in the press and in the B.C. "Retailer" to the effect that this contest was illegal. There were those, however, who thought they knew more about the Trading Stamp Act than the officers of the Association which drafted it. Our only regret was that we were unable to capture the promoters of the scheme. They made their get-away; they also made a clean-up at the expense of a number of foolish merchants. There is still a warrant out for the arrest of the promoter, and he will find B.C. an unhealthy place if he ever arrives here beknown to certain people.

During the early part of the year your Executive Officers visited a number of local branches situated within easy reach of Vancouver. Excellent meetings were held, almost every merchant in the cities visited turning out. This move seems to have been a very successful one, and has created a closer feeling of friendship and co-operation between the branch members and the provincial office. It is to be hoped that the Association's finances will permit of this work being continued in the future on even a more extensive scale, and that other branches more distant will be visited.

Among the more recent activities of the provincial office was the matter of certain articles which appeared in a recent issue of the "Agricultural Journal," a publication issued by the B.C. Dept. of Agriculture. In this journal most unfair attacks were made upon the retailers of this province as a class and upon this Association. The matter was promptly taken up with the Premier, but owing to his absence in the East it has not yet received his attention. He has now returned, and in all probability we shall hear from him very soon. A communication was forwarded to him just a few days ago in connection with this matter.

While on this subject I would like to draw the attention of the delegates to the prominence given to co-operative societies in the "Agricultural Journal." In some issues several pages are devoted to boosting consumer co-operative societies, designed to eliminate the retailer. It seems hardly fair that the money paid by retailers in taxes should be used in attempts to put them out of business. I say attempts advisedly. I do not think they can succeed. I would suggest that this matter receive the further attention of your Association.

Amongst other matters I would suggest should receive the consideration of this Convention, are double cartage charges by wholesalers, the policy of collective buying, Discrimination by Imperial Tobacco Co., and other firms, medical inspection of persons handling food for sale. Most of the delegates are well in touch with these matters and will be dealing with them.

Before making my concluding remarks I wish to make special mention of the manner in which your Executive Officers have supported me. I refer to T. F. McDowell, your president, and Geo. A. Howker, treasurer, and I may say that but for the encouragement and advice I have received from them at most discouraging times I would not have been submitting the secretary's report at this Convention. I feel that the members of the Provincial Board cannot give too much credit to the two officers whose names I have mentioned for the work they have done during the past 17 months, for it should be remembered that they have carried on since the inception of this organization in B.C. In that time they have held over thirty meetings. Not one cent of remuneration have they received, nor did they expect it. Their work was done for the benefit of their fellow retailers, and I feel that I cannot offer a more fitting suggestion in the interests of each individual delegate present and of the Association as a whole, than that each retailer make a firm resolve that from now on he will endeavor to follow the excellent example set by the executive officers of this Board and give at least a little time and effort in the interests of his fellow retailers.

ORGANIZING THE B.C. MERCHANTS

The Report of the Organizer At the British Columbia Convention of the R. M. A. Gives a Very Optimistic Outlook for the Future Welfare of the Association

IN presenting the story of the activities of your organizer since the 1918 Convention I may as well admit that I am out to completely spoil my reputation, that is as I understand my reputation to be. I may say that I understand my reputation to be by suggesting that it is not a reputation for brevity.

I will touch upon facts and figures merely as illustrations and not simply as a recitation because facts and figures, and more particularly figures, can convey no adequate picture of what organization work in B.C. has involved since last September.

The first trip made by your organizer following the Convention was planned to cover the Okanagan territory, and was started early in October.

Defunct Association a Stumbling Block

The towns visited on this trip were Kamloops, Enderby, Armstrong, Vernon and Kelowna. In Armstrong and Enderby branches were established representing practically the whole of the possible membership. I spent quite a while at Vernon, but found it impossible to accomplish anything at that time, owing to the fact that "they had once had an association." This "association," like too many similarly ill-fated ventures, had gone to pieces around 1914, and had not yet had the decency to pay its own funeral expenses. These expenses were still owing to sundry creditors in the town, and the merchants did not seem to think it possible to start a branch of the R.M.A. of Canada without first paying the debts of their old local association, and nobody seemed to be particularly anxious to pay said debt. I pointed out to a meeting that I addressed at the City Hall there that it was hardly fair to penalize the R.M.A. of Canada for the sins of the Vernon Retail Merchants' Association of 1914, and had I been able to stay on the ground long enough to have given time for a committee to have canvassed the local merchants and paid off their old debt I am confident that we should now have a large branch in the Queen City of the Okanagan. The treatment accorded me there was entirely courteous and cordial, and several merchants expressed their intention of lining up with the R.M.A. of Canada as individuals, if their fellow merchants did not decide to establish an accredited branch. I judged it in the best interests of our Association, however, not to accept such applications at that time, as I felt it might hinder the larger programme that we had in view, because there is always a better chance of an organization standing together if it is properly organized at the start.

A Nucleus at Kamloops

The time limit under which I was working was again a handicap at Kamloops upon my return journey. I found it very difficult to get a hearing at Kamloops, for the reason that they also had once had an association, but I succeeded in getting five members as the nucleus of a future branch, and I was assured by these five that as soon as I could return to that field they would assist me in getting the merchants out and having a properly organized branch of our Association established there. Unfortunately for reasons entirely beyond our control I have never been able to revisit that territory, nor have I been able to cover the field further east and south, which had been my intention, so that it may fairly be stated that the possibilities of the interior in Association matters have scarcely been tapped.

Prince Rupert Has Branch

However, some signs of interest in our Association work having been evinced at Prince Rupert, a visit was made there, and a branch established, beginning with some eighteen members, which has since increased to thirty-three. Preliminary work was also begun in the month of December in the City of Vancouver itself, a meeting being held on December 6th at which the Vancouver branch came into existence. No further work was possible, however, in Vancouver on a part time basis, as this field is too large and complicated to be properly organized half-heartedly. I will deal with the organization of the Vancouver branch as a separate matter, but it is in order in this connection to mention the fact that the establishment upon an efficient basis of a branch in this city has been and is yet the biggest problem that the Association has to face in this province.

New Westminster was the next field for attention, and with the co-operation of local Secretary Ing, who worked unselfishly to give the New Westminster merchants a form of organization which he felt to be in their interest, we succeeded in establishing a branch there of some thirty-seven members. Mention might also be made here of a flying trip made from Nanaimo to Port Alberni, around the first of the year, at which a branch of our Association was established with a membership of fourteen, which is about one hundred per cent. of the possibilities in that district. Without knowing the geography intimately I would think that the British Columbia Board has at Port Alberni its farthest west branch and at Prince Rupert its farthest north branch. During the month that followed my attention was about equally divided between Vancouver and Nanaimo, and at Nanaimo we

were able to increase our membership from twenty-two to fifty-six members, and what was more important, end a condition that had hitherto existed under which we had had a local association and a branch of the R.M.A. of Canada operating in the same office.

Interested in Association

Other points visited have included Chilliwack, Duncan, Courtenay and Cumberland, while a trip was also made to other Fraser Valley points as far up as Mission. During the year numerous enquiries have come through from merchants both in the towns and country places asking for information as to membership in the Association. Some of these replies have been sent stating that the organizer would visit them in due course, while in others application cards have been sent, inviting them to take out membership by mail, which in several cases has been done. This method has only been adopted where the expense of a personal visit made it impossible to reach the merchant. An example of this is the case of a merchant at Willow River, which to the best of my knowledge is somewhere around the Prince George district, while we have another membership to recall from the top of Crow's Nest Mountain, this membership being entirely unsolicited.

A number of different attempts have been made to get a hearing of the merchants at Victoria, but so far entirely without success.

A Branch of Fifty Members

Early n 1919 the Provincial Secretary and I waited personally upon a number of representative retailers with a view to having them come to a meeting and hear for themselves what the claims of the R.M.A. of Canada actually were. In addition to this, some five hundred invitations were sent through the mail calling a meeting on a certain date, the result was an attendance of about fifteen. From that beginning a branch of approximately fifty-five members has grown, but it has taken many months to accomplish that result, and if this Convention regard Association work simply as a dollars and cents proposition, then I have to say that the organization of the Vancouver merchants has absorbed more money and time than the results would appear to warrant. I feel confident, however, that no such narrow viewpoint will be allowed to color discussion of this report, for it will be realized at once that an organization of retailers in B.C. cannot be said to be representative until a strong branch is well established in the chief city of the province.

I do not claim that such a result is yet apparent, but I believe that the results in Vancouver for the ensuing year will more than justify the effort that has been put into it during 1918 and 1919.

In this connection I think it is in order to say that although Vancouver has perhaps been slow in coming forward, the executive officers of its branch have rendered splendid service to Association work in this province since they were elected, and are even now committed to a policy of organization in the city which will place the Vancouver branch upon an efficient basis, in that it will bring all sections of retailers in this city together in a way that they have never been brought before. I mention this here because while I realize that your organizer's time, which is your time and money, has been almost wholly spent in Vancouver for several months, I do not think that you would have even the possibility of a satisfactory solution of the Vancouver Association situation in sight had it not been for the close attention given to this field by your organization department.

Meanwhile, it seems to me to be a matter for satisfaction that in every case but one, branches organized in 1918 have renewed their membership this year, and in most of these cases the membership has increased.

Growing Enthusiasm

This applies, for example, to Chilliwack, where we established a branch in June, 1918. This branch is now easily fifty per cent. stronger than when first started, and this increase was voluntary. Altogether, surveyed from the viewpoint of numerical membership, the B.C. Board of the Retail Merchants' Association of Canada stands 100% stronger than it did at the 1918 Convention, while its possibilities in this direction are as yet hardly exploited.

This observation brings me to the conclusion of my report, and in presenting it for your consideration, I have simply this to say, you have in British Columbia today the nucleus of an organization of retail merchants. It has been brought together despite many difficulties and discouragements. It is, however, your organization, and you can make of it an efficient machine functioning in your interest and in the interest of the community whom you serve, if you wish and will. If, however, this purpose is to be achieved, you must here and now, at this Convention, decide to spread the burden of responsibility over more shoulders than have borne it to date. Executive officers must be elected who can and will give the work the time and attention it involves. I do not mean by this that your present officers have not given it that time and attention, but I do wish to emphasize the necessity for a careful selection of officers for the ensuing period, which in my judgment will be the testing time for Association work in this province.

Among the resolutions dealing with the organizer's report were the following:—

It is recommended that the Vancouver branch have a paid Secretary of their own.

It is recommended that the present organizer be freed from secretarial duties and resume organization work.

At this point the Vancouver delegate asked that the organizer be left on the Vancouver field for at least a couple of months —this request was acceded to by the Board of the Convention.

The Committee also pointed out that one of the most vital items of the Committee's report was the organization of Vancouver city. As one speaker put it, "Vancouver is the very anchor of the whole B.C. organization, and unless the Association can show strong organization and real service rendered in Vancouver the work of the organizer in the outside field is rendered exceptionally difficult."

A full explanation of the new insurance service of the Association was given at the evening session Tuesday. It has not been found advisable to attempt to found their own insurance company as has been done successfully by the Saskatchewan branch, but a close working agreement has been reached with the North-Western Mutual Fire Association of Seattle, whereby the Association conducts their own agency for the writing of the members' policies, and members only. The Association policy holders are guaranteed a rebate on each year's premiums of from thirty to forty-five per cent., depending on the risk. The saving at all times to be thirty per cent. or over, what the premium in a board company would be. It is also claimed that all of the money paid into the company in premiums will stay in Canada, being invested in Canadian securities. The standing of the company, reserve, and past history, was obtained both from Washington and the provincial office of the Government, in Victoria, and was found to be satisfactory. The B.C. agency will be known as the Retail Merchants' Fire Underwriters Agency of B.C.; they have written several policies already, and the forms were received on Monday.

The actions of the executive in negotiating with the North-Western Mutual were endorsed by the Convention.

A glowing tribute was paid to the untiring work and zeal of the retiring president, T. F. McDowell. Mr. McDowell pointed out that according to the constitution the retiring president was still a member of the executive, and that he would work just as hard as while in the chair.

A Tribute to the B.C. Secretary

In T. J. Corley the merchants of British Columbia have a whole-hearted, enthusiastic Association man, to whose untiring efforts much of the present gratifying progress of the B.C. Board of the Retail Merchants' Association of Canada is due. When he took charge of the two organizations extant in 1914, the Vancouver Retail Grocers' Association, and the Retail Merchants' Association of B.C., he realized that a much greater field would be opened and much more progress would be possible if the Associations in this province were allied with similar Associations throughout the balance of the Dominion. The logical way was to have the existing Associations gradually merged into a Board of the Retail Merchants' Association of Canada and late in 1917 things began to shape up this way. With the able assistance of Mr. Haugham, an organizer of a magnetic and genial personality, a board was formed; many of the outside points in B.C. have their own local association of the R.M.A., and we may shortly expect to hear that the Vancouver Retail Grocers' Association and the Vancouver Butchers' Association have been merged into the Vancouver branch of the R.M.A. With this strong pivotal branch in good working order, the greater success of the organization of the remainder of the province of B.C. may be engineered. If further need might be urged for organization it need only be pointed out that the Oriental traders have the very strongest kind of an organization. The Japanese merchants were the only ones to, as an association, have a float in the recent peace pageant. The Oriental Association hired the best K.C. in Vancouver to fight for their interests during the city's attempt to collect business license fees—and they had a measure of success.

Convention Briefs

Professor Struthers gave an illuminating address to the delegates on "Character analysis at first sight." He gave a very interesting and correct reading of the natures of Mr. Phillips, of New Westminster, and Mr. Daykin. At one point the whole convention was thrown in an uproar when the Professor said, speaking of Mr. Daykin, "I should say that you would appreciate a droll, quiet, subtle witticism, whereas Mr. Phillips might enjoy a more hilarious joke." From the laughter this provoked we could but wish we had heard the jokes with which Mr. Phillips must have been regaling some of the delegates.

Mr. Murphey, of Nanaimo, seemed loth to remove his hat. It's no disgrace, Murphey, you never see grass on a busy street.

At the banquet at the Hudson's Bay, Professor Harper sang his own song, "Here's how, Vancouver." He was under a handicap, as no piano was available. However, Mr. Howker, Ernest McTaggart, and a few other lusty thrushes helped out splendidly.

The member from Port Alberni was so engrossed in watching the fireworks above the fair grounds that he pretty nearly moved an amendment to the motion to adjourn.

When the time came to sing "God Save the King," the entire assemblage voted that the Second Annual Convention of the B.C. Branch of the Retail Merchants' Association of Canada was an unqualified success.

Those Present at Convention

Among those present at the Convention were the following:—

K. Evans, South Vancouver; M. J. Phillips, accredited delegate, New Westminster; R. Fox, accredited delegate, Chilliwack; G. H. McRobbie, accredited delegate, Vancouver; R. H. Ormond, Nanaimo; F. G. Fox, Port Alberni; R. A. Thorpe, Duncan; Mr. Whitehouse, Armstrong.

Visitors who registered were as follows: G. A. Howker, prov. treasurer; D. H. Kent, President McDowell, W. M. Carson, H. C. Wilson, D. Shantz, J. Harkness, J. F. Merrilees, S. Des Brisay, A. T. Bridgeman, M. Rikson, E. R. Wilson, J. T. Crowder, T. H. White, E. R. McTaggart, E. A. Davey, C. Clarke, F. Cluff, J. W. Cornet, R. M. Tod, D. O. Bowen, J. M. Watson, H. Morrow, E. G.

Continued on page 46.

Let Money In Through Show Windows

Great Changes Wrought in Display of Merchandise — Cultivate Individuality — Display Must Create Desire to Buy—Points to Bear in Mind—Change Often—Specialize—Give Prices

Written for HARDWARE AND METAL by Chas. Byford, of the Mills Hardware Co., Hamilton, Canada.

SOME time ago about 500 of the leading merchants of the United United States were asked this question, "What plan of advertisement would you retain if you were forced to choose one method and to give up all others?" More than 95 per cent. of the merchants answered in favor of displaying their goods in preference to all other forms of publicity. Investigation of the sales in a large number of retail hardware stores has shown conclusively that one of the least expensive, but at the same time one of the greatest return-bringing methods of advertising is obtained through using the right kind of window displays.

Great Changes

Improved commercial conditions, together with keen competition within the past few years have wrought great changes in the displaying of merchandise. These changes have increased the importance of the show window to such an extent that to-day it is perhaps the strongest, as well as the most vital element of retail merchandising.

The display window is rightly termed the "Silent Salesman," doing duty 24 hours a day, seven days a week, attracting every passer-by and drawing within the store hundreds that otherwise would not think of buying. It reminds the great buying public of its needs and keeps them informed on the various lines of merchandise and the prices. The average man, it is said, in two cases out of three, sees what he wants in a window display and decides to buy before he enters the store; with the goods before him in the window he can make his choice at leisure. Women are guided and influenced by window displays perhaps even more than men.

Cultivate Individuality

To make your store individual in character is to establish a difference between your place of business and that of any other hardware store in your community.

The easiest and most successful method to accomplish this is through premeditated and carefully planned window displays.

The old-time idea that hardware does not present the attractive and alluring displays that some other lines of merchandise do has gone into the discard. Merchants have wakened up to the fact that it is not only necessary to display goods in such a way that they will be interesting and agreeable to the eye, but that the display must also create the desire to buy. Creating the desire to buy is the goal of all advertising; the closing of the sales is entrusted to the salesmen on the floor.

By establishing personality and individuality in your show windows you unconsciously impress those same characteristics upon your store and your method of doing business, thereby raising your prestige and commercial standing.

It is a safe rule that the oftener you change your displays the more attractive your windows will become and the more marked the individuality of your store.

Advance in Display Methods

The up-to-date hardware store to-day is as pleasant a place to shop in as any other store. This can be made known through the proper use of the show windows. Anyone interested in window trimming will have noticed the great change that has taken place in the last decade regarding the methods of displaying hardware.

The window display contests of the past few years have proven that hardware can be displayed on the same high level as that of any other merchandise. Much of the fancy work, such as puffing and pleating, etc., on the backgrounds is now discarded, giving place to a neater and more dignified design.

Public Educated

The public have been educated to look for good hardware window displays, and the majority are interested and will appreciate a good display that will command their attention.

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In speaking of the results obtained from the cutlery window display of the Mills Hdwe. Co., Hamilton, shown on the preceding page, Chas. Byford said:

"It is customary for our windows to be changed every week, but this cutlery display proved to be profitable and it was decided to leave it in for two weeks.

"After the display was taken out the sales were checked up and showed they had amounted to over $100: the sale of pocket knives was far above our expectations. What is most exceptional, is that the sales for the second week of the display were nearly twice as large as those of the first week, which demonstrates that it is profitable to leave some displays in longer than the usual allotted time.

"The accompanying tool display was shown at the same time as the cutlery, and the background and colors of the two displays were identical. This display of tools was, like the cutlery, a good stimulant to our tool trade.

"The result from these two displays proved to us that 'there is profit in our show windows'."



Successful Merchant Tells How Retail Business Can Be Increased

By LLOYD P. SOUDERS

President, Parsons-Souders Co., Clarksburg, W. Va.

Honest advertising, consistently and persistently pursued, with liberal injections of brains, supported in the store by fair dealing and honest merchandise, will make any establishment grow; tested it out by stopping his own advertisements, noting receipts fall and then watching them rebound when he resumed printed bids for custom.

Reprinted by courtesy Associated Advertising, New York, N.Y.

THE merchant of to-day who is not a commercial athlete, in constant training, eternally alert, quick to act, and equipped with modern strategy and skilled in merchandising, advertising and salesmanship, must be content with a diminishing volume of business and very precarious profits.

What is advertising?

Advertising is the power of an idea, multiplied.

Other powers lose by expansion. For instance: Steam is power only when confined. Electricity radiated and diffused becomes nothing. Sound dies with distance.

But the great power of advertising increases by expansion. Diffusion is its very life. It grows upon what it imparts.

Must be Genuine

Advertising to be a power must be genuine, vital and related to the function of a meritorious business, and means of its furtherance must be carefully chosen.

Advertising is not merely to sell goods. It should be educational, thus enabling people intelligently and economically to buy goods.

Advertising, when efficient, aids distribution and lowers the cost of commodities, because it becomes the thousand-tongued salesman, making possible the multiple merchant, who reaches tens of thousands of people at less cost and effort than the store that does not advertise could reach one or a dozen.

Advertising must be an asset to business, not an expense.

Advertising must produce, and not consume.

The prosperity of any community depends upon its retail business. The farmer may grow and the manufacturer can make only as the merchant sells, and the merchant can sell only as the people buy. When merchants sell and people buy, then money and merchandise are kept in motion. Thus the whole community is prosperous.

I asked a merchant the other day why he didn't advertise, and he said: "I don't know how to advertise." "Well! Would you if you did?" "I certainly would. I'd go straight and contract space in papers. Other merchants would, too, but are just like me, not knowing how, have just let the matter go."

"Just letting the matter go" has cost merchants tremendously.

It is never safe, and the bad effect of it is usually felt just at the wrong moment for the business to stand it.

The biggest thing I have observed in the last twenty-five years of continuous hard work is that humanity needs to be prodded continuously to get done the thing it knows it ought to do. If we do not prod forward, we slip backward. Every time we "just let matters go" is just another slip.

The hardest person in the world to prod is yourself, to get done the things that you know must be done.

If I were to ask, "Is there a merchant but that would be willing to spend two cents to make ten cents?" he'd say, "No! Any merchant would do that."

Well, I'll tell you how to do it—advertise! Spend two per cent. of your sales, and every additional dollar added to your business there should be, and if you are a good merchant there will be ten cents net in it for you.

To Enormous Profit

I can take any retail business having the confidence of the public that has not heretofore advertised, and with three per cent. of its sales the first year, consistently spent in printers' ink, so increase its volume that at the end of the second year, using only two per cent. of sales will double the business.

I know it can be done; have seen it done time and again, and what can be done by one can be done by another.

There is nothing magic about an advertisement. Let me briefly define what an advertisement is:

It is simply sending out word to the public about something you have to sell. It must be seen. It must be read. It must be understood. It must be believed. And to be believed it must carry with it a reputation so that the person seeing, reading, understanding, believing, will want to possess the thing you have to offer:

Does advertising pay? Generally speaking, yes. Specifically speaking, yes and no. It all depends on the How, When and Where.

Seventeen years ago I came to Clarksburg, bought out the Jacobs store. His was the only store that advertised, spending $12.50 a month for it. He claims to have sold $5,000 a month. We immediately contracted with the four newspapers for a page, costing $100 a month total, and increased the sales to $8,500.

In other words, spending $87.50 increased the business $3,500—and that is less than two per cent.—just about half of it.

This additional business did not come from our competitors, either, because $2,500 was in women's outer apparel, and no other store carried ready to wear.

This is not all it did.

It started other merchants to thinking—and advertising.

It brought people to town to buy that never came before.

DOES ADVERTISING PAY? GET THIS:

In 1907 I tried an experiment. Our ready-to-wear department for the four and one-half months of the Spring season was running ahead 81 per cent., and not at the expense of profits, as the records showed 85 per cent. From June 15 to July 31 we cut out entirely advertising to see the effect. There was a drop to 50 per cent., a clean-cut loss of 31 per cent. for the season.

On August 1 we again started to advertise the department, and I'll admit, worked a little overtime to regain what we had lost. At the month end the sales showed an increase of 300 per cent.

That convinced me as nothing ever did that advertising does pay—and pays big to the one who knows how to use it.

For upbuilding a retail business no promotive force has been discovered that compares with advertising. Nowhere in store activities will intelligent endeavor yield more definite and gratifying results. Yet the subject has been given little study by owners of business.

Merchants must study the principle of advertising themselves, and must either find the time to do it or find someone competent to take care of it.

There are many helps to be had that should broaden the advertising vision of merchant and manager, directing them to the vital points in planning, writing, printing and following up the advertising of a modern store.

That Day is Gone

The day of haphazard money-making in retail stores has gone. In the good old days, when every merchant started "from scratch" with nothing but his own wits to help him win, there was enough easy business to provide a satisfactory volume, and sufficient net profit for almost any man who went into the game.

To-day competition has grown to a state bordering on ferocity, and modern methods of efficiency, salesmanship, advertising methods and service have produced powerful allurements to attract the public.

The merchant of to-day who is not a commercial athlete, in constant training, eternally alert, quick to act and equipped with modern strategy and skilled in merchandising, advertising and salesmanship, must be content with a diminishing volume of business and very precarious profits.

Self interest, as some merchants interpret it, prompts them to falsify in their advertisements to sell shoddy goods.

Honesty Means Success

Contrasted with them are the wise merchants who know that honesty is the cornerstone of success. Self-interest prompts them to take precisely the opposite course.

Enlightened self-interest is the greatest ally to the truth-in-advertising movement, and truth wins trade.

If we are to win the trade of all the people we must not only advertise, but we must advertise truthfully.

The first necessity for good advertising is to have some event to exploit or some exceptional merchandise to tell about. Simply listing goods is wasted energy, loss of time and money. It is better to have no advertising at all than to print commonplace stories about ordinary merchandise.

So exploit your merchandise that people will not only read your advertising, but will buy your goods.

To be really "good," your advertising must sell the maximum amount possible. It must sell the goods so that they will stay sold.

Good advertising not only makes immediate sales, but it should create a definite amount of good will, leaving with the purchaser a favorable impression that will bring him back again.

Must Know the Goods

Let the foundation of your advertising copy be complete knowledge of your goods. Fill yourself full of the fact about their merits. Write the story in the powerful words of truth. Gild the tale with honest enthusiasm. Endeavor to sell the goods to people who will most appreciate their possession. Thus sales will vastly increase, you will have a prosperous business, and satisfied customers, and you will take a new joy and pride in the results and spur you on to larger fields of merchandising.

Every advertisement should be sent to the printer with a layout in full detail —showing the space to be devoted to each paragraph, the arrangement and the type face (in different sizes) that are to be used.

Select a definite space in the paper; use one type face for all your display headings, and demand that no other style be used or mixed with it. Likewise the type face for your body matter.

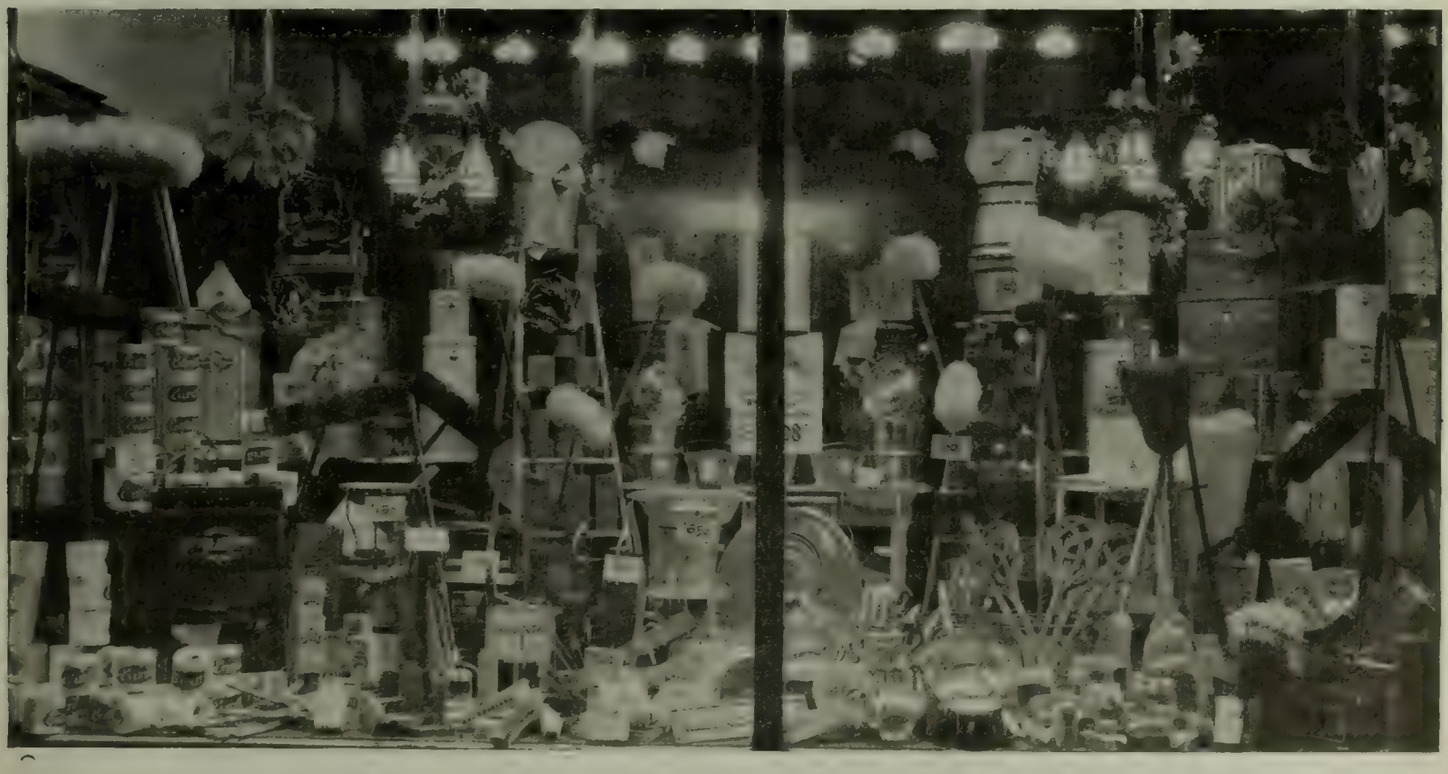
Make good use of white space, and when illustrations are used have only the best. For a few dollars a month an illustration service may be had, representing your particular business, thus giving harmony and producing a pleasing effect.

The advertising copy must be "good," must faithfully, completely and enthusiastically describe the goods for sale. It must be written intelligently and interestingly, in words that will be clearly understood, which will make the merchandise alluring to readers.

The headline must convey that information which will catch the attention of people most likely to buy that particular kind of goods, and it should arouse curiosity and interest, so that the matter following will be read.

BOOKINGS AHEAD OF PREVIOUS YEARS

The outlook for excellent business next year is already evident, according to George C. Davis, managing director of Frothingham and Workman, Ltd., Montreal. "Bookings have never been so good as they are at the present time," said Mr. Davis, "that is, for spring delivery." Mr. Davis pointed to the fact that present business was also very satisfactory, and stated that the general outlook indicated a large increase as likely in actual business during the coming months.



Another good suggestion for fall display of household goods is shown above. Note the use of price cards.

EDITORIAL COMMENT

THE things that make up the barrier between men and employers are suspicion, lack of knowledge or real facts, and selfishness. Neither side has any monopoly on these things.

* * *

THE explosion in the elevator at Port Colborne seems to have been due to the fact that blowing dust out of wheat makes it lighter. Being lighter, there is a loss of money. Therefore, the dust must stay. Dollars and dust win out against lighter grain and safety. The coroner's jury whitewashing all and sundry is a poor compliment to the intelligence of the community. It is certainly the bounden duty of some official of the Government to explain why they are afraid to order the dust blown out of wheat.

* * *

MEMBERS of the Dominion Government are working hard to qualify for sessional indemnity of $2,500 each. They have got to get in 30 days, by hook or crook. And so the country faces the beautiful spectacle of a House held in session, with, at times, speakers blazing away to 16 of the 230 members, hoping and praying that they can stick it out long enough to get the $2,500.

MEETING MAIL ORDER COMPETITION

THE only merchant who needs to fear mail order competition is the merchant who is inefficient. The inefficient merchant must educate himself and his sales staff; he must buy and sell intelligently; he must study the market to keep his stock up-to-date; he must advertise intelligently. To survive, he must meet mail order competition under equal conditions and he can if he wants to. The average merchant can take a great many lessons from department stores and mail order houses. These stores are keyed up to the utmost limit of efficiency. Their window trims are among the best in the country, they display their merchandise on tables and counters, where it can be easily seen and handled by customers. They use plenty of price tickets and they mark their prices in plain figures and stick to them.

They work on the principle that stock should be turned rapidly. They clean out old stock promptly. They have training schools for clerks, and this is where many retailers fall down. There are very few hardware stores where sales could not be speeded up 40 or 50 per cent. without additional help. There is too much lost time in the average store. If the average merchant could speed up the efficiency of his sales staff, and his selling helps, he would greatly increase his income.

INSIDIOUS INFLUENCE OF THE MOVIES

WE do not know whether the literary genius of the Bolshevists is being employed to write the scenarios of the motion picture dramas which deal with social problems, but it might well be to judge from the way in which class feelings are worked upon on the screen to create animosity between workers and employers. Through reel after reel the poor worker is portrayed as a paragon of all the virtues and the millionaire employer as a monster of most of the vices; the dove of peace can almost be seen above the lintel of the cottage and the nest of the vulture upon the doorstep of the mansion; theft as committed in the slums is usually by the down-trodden hero forced from the paths of virtue, while grand larceny in the upper circles is a business and a pastime.

One of the latest of the high-class productions, featuring a deservedly famous little actress, shows a meeting of directors where the head of the concern defends himself for having had the fair-haired hero sent to jail. The audience does not have to imagine what he says, it is made the subject of a caption:

"Great Industries Like Great Nations Are Built on the Bodies of Human Victims."

Of course, it is the popular thing to thus play upon a weakness of human nature. The majority like to believe that the poor are virtuous and the wealthy wicked, even in the face of confounding criminal statistics. They also like to believe that corporations are bloodless monsters. But where is all this leading us? The people are already beginning to take for fact what is intended for entertainment. The benefits of quantity production in bringing the fruits of industrial genius into the lives of the great mass of people are being forgotten, if they were ever understood or appreciated. Is it not the duty of the Government to do something to overcome this insidious influence in creating race dissension?

There is a board of censors which must take responsibility for this condition of affairs. It, no doubt, prides itself upon prohibiting the promiscuous display of hosiery—when worn—and closely studies

the styles in bathing suits. But it is straining at a gnat to swallow a camel when it devotes itself to such things and allows pictures to appear which must do much to cheer the cause of the red revolutionaries.

CONFERENCES THAT WORK INJURY

AT this time, when conferences and proposed conferences are the subject of wide discussion in Canada and the United States, the *American Metal Market* directs attention editorially to a phase of the situation that has not been given the attention it deserves:

"Many men from the ranks of 'those who direct labor' are justly indignant over the plan of representation proposed for the forthcoming White House conference of labor. The plan contemplates the admission of 15 men to be selected by American Federation of Labor and indicates no intention that unorganized labor shall be represented. There are to be 15 men selected by commercial bodies of various descriptions, and these men will, of course, be representatives of 'those who direct labor.' Then there are to be 15 men, or approximately that number, to be selected by President Wilson. One cannot absolutely deny the possibility that the President will select men truly representative of that form of labor that is 'unorganized,' but one may certainly be pardoned for entertaining doubts. It is more likely that the men thus selected will very largely be theorists. One can readily guess what would be the outcome. The theorists would say the largest number of words in the conference while the ideas that would operate after the conference would be those of the practical men, the 15 representatives of employers and the 15 representatives of organized labor.

"For the *American Metal Market* has no thought that the representatives of organized labor, the union officials and organizers, are not practical men. They are eminently practical men. They hold jobs because there are unions and they are intelligent and painstaking in their efforts to make unions necessary.

"It will be an egregious blunder if unorganized labor is not fully and directly represented at the labor conference. Only trouble can result from the omission. The object is to bring together 'labor and those who direct labor.' It is admitted thus that there are two parties. The one party cannot represent both itself and part of the other party. 'Those who direct labor' can represent only themselves. They cannot represent their employees. Will the representatives of the American Federation of Labor be expected to represent not only organized labor but those who employ organized labor?

"It may be admitted frankly that while representation of unorganized labor is altogether feasible it is not as easy as it might be, if an inefficient opportunist policy had not permeated the counsels of so many manufacturing concerns, whereby the organization of company unions has been avoided so much more than it has been undertaken. In substance, the opportunist employers 'thought they could get along without it.'

"What the workman should have is participation in that part of the works management that directly concerns him, and payment for precisely what he accomplishes. The workman is concerned with his immediate surroundings but labor organization concerns itself only with the surroundings of all men who belong to the class. The workman is entitled to payment for what he does, but organized labor makes it that he is entitled to payment, not for work but for 'time.'

"Why are a great many men organized and a still greater number not organized? There certainly must be something in the unorganized condition or all men would be organized. There has been ample time for the process. Generally speaking, the attitudes of the two classes of men are diametrically opposite. The one man depends upon the union for results, the other upon his own efforts. Are not these unorganized men entitled to full and direct representation at the labor conference?

If employers deal with their employees fairly, in the broadest sense of the word, there is no need for unions. If they do not, the remedy is not unions, but that the employers should treat the men fairly. The combination of the two wrong conditions cannot make a right condition. Labor 'leaders' profess to have their feelings outraged by a thought that labor is a 'commodity,' yet they go further and make a commodity not of the labor but of the mere time of the workman. It is an eight-hour day or a six-hour day or a 40-hour week, and nothing about performance.

Presidents of corporations, salesmen, superintendents, are paid by results. Why not workmen? The labor leaders firmly believe in payment by results, but for themselves, not for the workmen. The results are new unions formed, larger memberships, results that bring more pay to the labor officials. That is the kind of payment by results the labor leaders believe in, and in order that this kind of payment by results shall flourish the payment of workmen by results is condemned and prevented. And these, apparently, are to be the only direct representatives of workmen in the proposed conference between 'labor and those who direct labor.' The conference is going to work an injury in the long run to American workmen and American industries instead of benefit if it is not placed upon a better basis than now seems to be contemplated."

Getting the Home-Makers' Trade

Figuring Out the Needs of a Prosperous Residential District is Not as Easy as It Looks —The Man Who Can Do It is going to Cash in on a Lot of Good Business —How Everton McNichol of Toronto is Ging After Trade

Based on an interview by C. E. PARSONS, of Hardware and Metal, with Everton McNichol

THE hardware store of Everton McNichol, Toronto, is located in a residential section that has built up within ten years. Mr. McNichol's store has grown up with the district, and he has seen it develop from a section in which there were only a few dwellings to one of the finest residential sections in the city. It might seem a comparatively easy matter to develop a nice business in a district of this kind, but to develop the kind of a business that Mr. McNichol wanted to develop has meant a lot of thinking and planning. It has meant constant looking ahead in order not only to keep up with but to keep ahead of the buying tastes of a class of people who not only demand the best, but are prepared to pay for it.

A Good Fault

Now, after having solved these problems and built up a steadily growing trade, one of Mr. McNichol's chief troubles is that his store is too small. It is too small in more ways than one. It is not big enough to handle the business he is doing and there is not sufficient room to allow the proprietor to display his goods in the way he wants to display them.

Mr. McNichol is a thorough believer in keeping his stock out where people can see it. In following out his ideas along this line he has three display windows, two all glass silent salesmen right up at the front of his store and he has turned the front end of his counter into a display table.

Everything is Priced

Everything on the counter, in the display windows, and on display in the store is price marked. It is marked in large figures, too, so that prospective buyers wont make any mistake as to how much it will cost them. In a great many instances Mr. McNichol goes even farther. He has the name of the article printed on the card, his own name and the price. There are a great many articles that the average buyer does not know about. By putting a card on them Mr. McNichol tells them at once, without their having to waste his own or his clerk's time in asking just what the article is and what it is for, and also how much it is. By adding his name to the card he impresses his store in the mind of the buyer unconsciously. It is funny, but a name impressed in this way has a habit of sticking when other things are often forgotten.

Changed Regularly

"Our three windows are real producers," said Mr. McNichol to HARDWARE AND METAL. "I cannot say too much about the really excellent results we always obtain from window displays. We make it a point to keep seasonable lines in them all the time. The two main windows are changed each week. On everything shown we mark the prices plainly. I think this is a good plan. It saves us a lot of time and people like to know. Very often we find that people will come in weeks after a window display has been in and describe accurately such and such an article. They invariably remember the price. We find that people are always interested in good window displays. They look for our window changes, and we find that no sooner is a line of goods on display than people start to come right in and ask for it."

Located on Corner

Mr. McNichol's store is located on a corner. One of his windows is so arranged that it shows on both streets, the main street and a side street. The other shows in the main street only, and the third shows only on the side street. This third window, which is smaller than the others, is certainly not a "slacker," in fact it works overtime.

"This spring," said Mr. McNichol, "I more than trebled my sales of garden seeds through that window. Early in



View in McNichol's hardware store, Toronto.

the season we filled it with earth and planted green stuff in it. There is in the window a drain for washing purposes, so we had no trouble at all to keep the earth moist. The window faces the south and gets the morning sun, so the seeds grew splendidly. Early in April the stuff was up and growing nicely. Hundreds of people who saw that window watched the stuff growing, and it gave them the idea to have a garden of their own. Our seed sales grew and grew, and broke all past records. It was a simple plan, but it worked, and by getting the stuff in good and early we were able to impress people for a longer time than usual with the gardening idea.

Sells Fishing Tackle

Just at present the window is filled with fishing tackle. A couple of miles past Mr. McNichol's store is the Humber, where all the fishermen in the district go when they want a little sport. The aforementioned fishermen include a small army of small boys, and by his window displays Mr. McNichol has succeeded in getting a great deal of this trade, and says that his business in fishing tackle has shown a steady increase. A little later he plans to put in this side window a display of sporting rifles and ammunition. This is to catch the eye of the hunters. In the district in which the store is located there are a great many men whose idea of a real outing is to spend a few weeks in the north woods shooting bear, deer and other game. Mr. McNichol is one of those to whom this class of sport is dear, and as a result he is in close touch with a large number of hunters. This means a lot of good business in this line for him, and the fact that he can discuss



Window display in McNichol's Hardware Store.

with them all the small details of this or that make of rifle or ammunition, and swap yarns with them about this or that hunting camp, gives him a personal interest with the customers that is a strong link in bringing them to his store whenever they want rifles or supplies. Not only that, but the sons of these men hear about McNichol's store, and when they want sporting goods, go there for them. Mr. McNichol states that his trade in such lines as baseball goods, etc., has expanded steadily, and he is going more heavily into it every year.

A Big Seller

Auto accessories he regards as a most promising line. He started a couple of years ago by handling tires and has been gradually adding to his lines until now he has reached the point where he finds it is necessary to carry a complete stock if the best results are to be obtained.

"I wanted to go cautiously on accessories," said Mr. McNichol. "It is a line that needs a good deal of knowledge of the goods. There are so many novelties coming out all the time that one can easily get in a stock of stuff for which there is no demand. I have tried to avoid any trouble of that kind and have gone ahead rather slowly but surely. In the last couple of years I have learned quite a lot as to what is called for and about what the car owners are likely to want. This helps a whole lot. I have found that handling accessories is a nice business and carries a good profit. When

Continued on Page 64



View in McNichol's hardware store, Toronto.

EVENTS IN THE TRADE

Business Changes

Thamesford, Ont.—John Williams, tinsmith, has discontinued business.

Prescott, Ont.—G. S. Williamson, for the past two years on the editorial staff of HARDWARE AND METAL, Toronto, has purchased the hardware business of N. Williard & Co., and takes possession in a short time.

Montreal News

W. S. McLennan, sales manager of Brandram-Henderson, Ltd., is in Winnipeg this week.

O. N. Parent, of the Canadian Yale & Towne Co., St. Catharines, Ont., was this week in Montreal.

R. M. Smith, representative of the Canada Paint Co., Ltd., at Toronto, was in Montreal early this week.

George Henderson, president Brandram-Henderson, Ltd., returned on Monday from a trip to Halifax.

Oliver Chown, of Edwin Chown & Son, Ltd., Kingston, Ont., was a Montreal visitor on Wednesday of this week.

D. A. Whittaker, assistant to the managing director, the Sherwin-Williams Co., of Canada, Ltd., Montreal, is holidaying at his old home, Morrisburg, Ont.

W. S. Leslie, president of A. C. Leslie & Co., Ltd., wholesale metals, Montreal, is this week visiting Toronto, London and Hamilton.

J. H. Gordon, secretary-treasurer of the Sherwin-Williams Co., of Canada, Ltd., has returned from a trip to the Winnipeg office.

The many friends of A. H. Jenkins, of A. C. Leslie & Co., Ltd., will regret to learn of his father's death. Mr. Jenkins Sr. had attained the age of 78, but had been in somewhat failing health for while past.

Winnipeg Personals

Henry Barker, manufacturers' agent, spent a few days in Winnipeg on business.

Benjamin Love, representing the Carborundum Co., of Chicago, spent several days in Winnipeg calling on the jobbing trade.

Mr. Adcock, representing A. McFarlane & Co., Montreal, is in Winnipeg this week with a full line of samples, calling on the jobbing trade.

W. H. Parker, formerly of Merrick Anderson Co., has disposed of his business (The Wood Hardware Co., Regina) to his brother-in-law, Mr. Wood.

Sudden Death of W. C. Gurney

Prominent Toronto Business Man—President and General Manager Gurney Foundry Co., Ltd.

W. Cromwell Gurney, president and general manager of the Gurney Foundry Co., Ltd., collapsed suddenly Wednesday afternoon while visiting the office of his physician for routine treatment. In spite of the efforts of two other physicians present, resuscitation was impossible,



THE LATE W. C. GURNEY

Who died suddenly in Toronto this week.

and Mr. Gurney passed away from heart failure.

Earlier in the year Mr. Gurney suffered from influenza, from which he had not made a complete recovery. The sudden death of his mother only last week affected him profoundly, and since that tragic event he had been upset and unlike himself. The news of his death came with shocking suddenness, as he lunched yesterday, apparently in good health, at the National Club in company with business associates.

Mr. Gurney, who was in his 46th year, was the son of the late Edward Gurney, whom he succeeded as president of the firm upon the latter's death a few years ago. He was educated at Upper Canada College, and then entered the Gurney Foundry Co. He was a member of the National Club, Lambton Golf Club, the Canadian Manufacturers' Association, the Board of Trade, and was one of the best-known of Toronto's business men. He was also a member of the Metropolitan Church.

He is survived by his wife and three children, and also one brother, E. H. Gurney, and three sisters, Mrs. Sanford Evans, Ottawa; Mrs. E. B. Ryckman, Toronto, and Miss Gladys Gurney.

Incorporations

Canada Creosoting Co., Ltd., Toronto, has secured a Dominion charter.

Belt Grip Pulley Co., Ltd., Toronto, has secured an Ontario charter.

Merritton Clay Products Co., Ltd., have secured an Ontario charter.

National Metal and Waste Co., Woodstock, have secured an Ontario charter.

APPOINTED NEW S.-W. P. ADVERTISING MANAGER

The Sherwin-Williams Company of Canada, Limited, have appointed W. L. Massiah as advertising manager in succession to F. A. Mann. Mr. Mann's duties have so increased of late that the appointment of a successor was necessary in order that he might devote his attention to sales promotion work as trade sales manager. Mr. Massiah has been with the Sherwin-Williams Company for many years. For ten years he represented the firm in the Ottawa Valley, and for a number of years has been connected with the head office at Montreal. Here he was associated with the advertising work, and this will afford him an advantage in undertaking the new duties which will now devolve upon him.

MOVEMENTS OF CANADIAN TRADE COMMISSIONERS VISITING CANADA

The following table gives the movements of the visiting Trade Commissioners:

B. S. Webb, Buenos Aires—now traveling in Ontario.

D. H. Ross, Melbourne—now traveling in Ontario.

W. A. Beddoe, Auckland—traveling in Ontario.

W. J. Egan—now in Toronto.

Harrison Watson, London—will arrive in Ottawa about September 21.

H. R. Poussette—will leave Canada in September on a trip to Oriental countries.

Canadian manufacturers wishing to communicate with any of these Trade Commissioners may address them, care Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

Death of W. L. Haldimand

Within a few days of his ninety-second birthday, W. L. Haldimand, Sr., veteran hardware man of Montreal, passed away at his home, 240 Bishop Street, after an illness of several weeks, on Monday last.

It was the pleasure of the Montreal editor of HARDWARE AND METAL to interview the late Mr. Haldimand less than a year ago at his home, and to secure the basic facts of his hardware experience in Montreal, and which covered a period of sixty years.

The inception of the Haldimand business in Montreal dated from 1832. In that year Mr. Haldimand's father opened a store at the corner of St. Vincent and St. Paul Streets. This location was near the water front, and at that time, as to-day, it continued to be the centre of a great deal of Montreal's commercial development. From the above date forward, and until the year 1880, the business was conducted on a wholesale and retail basis. Giving the matter careful study then, Mr. Haldimand decided on a new step and engaged in the manufacturers' agency business. His long experience and connection with trade and trade conditions in the eastern section of Canada commended him to many of the leading manufacturers of Canada at that time, and for them he secured a large volume of business. Not only so. Transportation conditions were such then as to make importing from the Old Country a profitable and satisfactory proceeding, and a great quantity of several commodities was handled by the Haldimand firm. The agency business was conducted at, or near the above location, for nearly thirty years.

Original Business Continued

The manufacturers' agency business begun in 1889 by Mr. Haldimand was shared by his son, W. L. Haldimand Jr. Retiring from active participation a few years ago, the son conducted the business until 1916, ill-health requiring him to reside in California. In August of 1917 Mr. Haldimand Jr. died, and subsequently the business has been continued at the old premises by John R. Anderson, many lines handled previously still being those now carried by Mr. Anderson. The funeral took place Wednesday afternoon at 2.30 from 240 Bishop Street, the attendance being large and the floral tributes many.

Mr. Haldimand is survived by his widow, formerly Miss Mary Annie McKenzie, daughter of the late Roderick McKenzie. Mrs. Haldimand is eighty-nine years old. Four sons, all living in Montreal, also survive.

MONTREAL MERCHANTS' ASSOCIATION HOLDS FIRST ANNUAL

The Merchants' Association of Montreal held its first annual meeting yesterday afternoon, Mr. E. E. Wallace presiding. The work accomplished during the first year of the association's existence was reviewed at length in the report of the manager, Mr. J. J. Fitzgerald, and was found very satisfactory by the meeting.

During the year the membership of the association had been increased to 229, and the activities of the organization were many. On behalf of the members, 103 cases were handled before the criminal courts, while co-operative work was done in connection with other cases which were not brought before the courts, as well as progressive propaganda.

Among other matters taken up by the association was the recommendation to the city commissioners for amendments to the by-laws controlling second-hand and junk dealers. Steps for the prosecution of those who fail fraudulently and the association's activities in connection with straw bail cases were also among the organization's activities during the year. Another important achievement was the securing of a change in the criminal code which will prevent abuse in the matter of changing from the Court of King's Bench to the Sessions.

At the meeting yesterday the following were appointed a nominating committee to select names from which a directorate will be chosen: Messrs. Smith, J. H. Armstrong, F. W. Stewart, C. E. Dumaresq and Dugal. The election of officers will be held in October. The future programme of the association was discussed by the members and among other matters given consideration was a line of action with a view to suppressing fraudulent advertising.

THE GLIDDEN COMPANY SALES CONVENTION

The merchant sales department of the Glidden Company held their annual convention at the company's Cleveland plant September 2, 3, 4. Representatives from all over the country were present to hear the new sales and advertising plans for 1919-20. The growth of the concern was portrayed by the group of salesmen and branch managers in attendance as compared with the convention only a year ago.

The meeting was opened on Tuesday morning by addresses of welcome from Mr. Adrian D. Joyce, president; Mr. O. A Hasse, vice-president; and Mr. R. H. Horsburgh, secretary and treasurer. Mr. Joyce brought an enthusiastic applause at the announcement that the Nubian Paint & Varnish Company of Chicago had been taken over by the Glidden Company. This gives the company a much needed varnish factory and paint factory in Chicago to take care of their increased business. The Glidden Company now has seven factories in the United States and Canada. In addition to these factories the company is rapidly establishing branch warehouses and sales offices in all principal cities. Every city in the United States of 50,000 population or more will soon have a retail store operated by the Glidden Stores Company, an organization whose purpose it is to distribute the products of the Glidden Company and its subsidiaries.

Mr. M. F. Emrich, general manager of the Glidden Stores Company, explained the purpose of these stores in his session of the convention on Wednesday afternoon.

These stores will serve painting contractors and architects. Also decorative artists will be employed in each store to give practical suggestions to consumers.

The convention concluded with a banquet at the Statler Hotel. At this meeting the men all received gold and enameled buttons inscribed E.O.E., and were initiated into the E.O.E. of the Glidden Company.

BUSINESS SHOWING INCREASE

While the shares of this enterprise have reached a level that makes them hardly of interest to the ordinary investor, let alone the speculator, yet those, and they make no mistake, who believe that the best in any line is the cheapest, will note, with much interest, the tremendous strides that this, the greatest of the mail-order concerns, continues to make. The gross sales for August show an increase of $4,000,000, or nearly 30 per cent. over those of 1918, and for the year to date, a gain of $34,000,000.

If this same rate of increase is maintained through the balance of the year, the company will do a gross business of $235,000,000, which will compare with $198,500,000 last year. This would be an increase in four years' time of no less than 120 per cent.

The question of share profits for the stock will depend on two factors—the ratio of expense and the amount set aside for taxes, reserve, depreciation, etc. Until last year the company's cost of doing business had remained very steady at around 88 per cent. of the gross earnings. If this rate were maintained for the current year, and its allowance for taxes were the same as last, which would seem to be ample, its "per share" profit on the common stock would be just about $20 per share. This would not be a new high figure, as it has made larger per share earnings in past years on a smaller capitalization.

Last year, however, the company's proportion of expense to gross dropped to 79 per cent. If it could maintain the same figure this year, and were to allow $15,000,000 for taxes, the final balance for the common stock would be no less than $40 per share.

The company is committed to an expenditure of about $5,000,000 for distributing stations in Chicago and Philadelphia. At the close of last year it had a net working capital of about $25,000,000, of which over $12,000,000 was in cash and Liberty Bonds.

On the other hand, its borrowings were heavy, its total current liabilities being nearly $47,000,000. Evidently it can make very good use of its surplus profits as working capital in carrying on its enormous and increasing volume of business.

GETTING THE HOME MAKER'S TRADE

Continued from page 61

I only handled tires and a few small lines I found car owners continually inquiring for other goods that I did not have. I have been learning just what they want. Now one of the big oil companies is erecting a large supply station just across from my store. That will mean that more car owners than ever before will be in this vicinity, and I am going to go right into the auto accessory lines. It looks to me as if there is a big field there and a profitable one."

Sells Many Washers

Located as he is in the heart of a prosperous residential section, Mr. McNichol finds a big demand for washing machines. He sells both electric and power machines, and finds the demands increasing steadily for both. He goes after this business systematically. Each month a circular telling about the various makes of washers and giving the prices is sent out to the homes in the district. These always produce results, and all inquiries are closely followed up.

"There is no advertisement like a satisfied customer," said Mr. McNichol, "and that is especially true in regard to washing machines. I sell all our machines on a guarantee. If they are not exactly as we represent them, and if they will not do everything we claim for them the buyer can bring them back. There is a whole lot in being able to stand behind a line of goods and give a broad guarantee. It gives the dealer a solid foundation on which to base sales talks. We can trace many sales to our satisfied customers. Women who have found a machine giving them good service and saving them all kinds of time and hard work are not slow to tell others about it. Our washing machine sales have doubled in three years, and a lot of the business has come to us through people who have sent their friends or talked about their machine to others. In addition we frequently have a window display, and always keep a washer on exhibition right up in the front of the store."

Paint Sales Brisk

As might be expected in a section where nice homes are numerous, Mr. McNichol sells a lot of paint. This season he stated his sales are fully twenty-five per cent. ahead of last year.

"Women," said Mr. McNichol, "are buying more paints to do various jobs around the home than ever before. While the spring is the big season with us we find it an all-year-round business, and it is growing all the time. Our sales of auto finishes have been increasing steadily. This year paint sales have broken all records. I do not think this is all attributable to the advertising that was done by the manufacturers, as to my mind they started their campaign too late."

The paint department in Mr. McNichol's store occupies the rear section and one side. The show window mentioned above provides it with abundant light. The stock is kept neatly arranged and in spotless condition. Brushes are shown on the counter.

Another Big Seller

Another big seller in this store is kitchenware. As shown in the illustration, one side of the store is devoted to showing these lines and the neatly arranged shelves of enamelware and the shining aluminum goods make a striking and very attractive showing.

"We turn our stock from three to four times a year," said Mr. McNichol, "and the amount of goods handled is steadily increasing.

He commented also on the fact that there is a decided tendency on the part of the buying public to demand the best goods regardless of prices as long as they are reasonable. Just here is where Mr. McNichol has had to use a lot of judgment. With a market of this kind available he has had to use particular care not only in selecting a stock of high quality goods but in keeping everything up to date. An instance which occurred while HARDWARE AND METAL was in the store may illustrate this.

Keeps Up-to-Date

A woman came in and asked to look at kiddie cars. Mr. McNichol had them, yes, certainly, and would she just step over and look at the very latest model he had just got in. The model happened to be of an aeroplane design, with a propeller on the front, wings like a biplane behind it, and a sliding seat. Mr. McNichol emphasized all these points and also explained to the woman just what an advantage it would be to her to buy the latest model, because her boy would then have something that was absolutely new, and the only one of its kind in the neighborhood. It would be the envy of all the other lads, and only cost 75 cents more than the ordinary kind. In addition to being the latest model it had the advantage of not upsetting easily. Did the woman buy? She certainly did. There was never any question about the new model being 75 cents more than the ordinary kind. Apparently she never even considered that part of it.

Same in Other Lines

This idea of keeping up with the latest and best goods for his customers is followed out by Mr. McNichol all the time. He does not want his store to be known in any sense as a "cheap" store, but he aims to have it known as the place where quality goods can be secured and where good service is given all the time. It is no trouble, he says, to sell, providing you have the right kind of goods. He showed HARDWARE AND METAL a line of boys' express wagons he is handling. They are nice-looking wagons, well built and strongly, with rubber tires and everything fixed up in a manner that would make any healthy, growing boy want one.

"We sell a lot of those," said Mr. McNichol. "They retail at $10 each. When I was a lad if anybody paid $3 or $4 for a wagon it would be considered pretty high. People in this district want what they want, and if I have the goods a dollar is neither here nor there."

Sells For Cash

With the exception of his factory accounts, Mr. McNichol conducts his business on a cash basis. This he finds is most satisfactory in every way.

Speaking of the big mail-order houses in Toronto, he stated that he has no trouble whatever in meeting any competition from that source. While it exists he can, if given a chance, more than beat the mail-order firm every time in quality and price.

THE TWO PER CENT. CLASS

(Continued from page 48)

tion, and realize that there is something else outside of this place, and some people in the world of equal or more importance than yourself, I will let you off this time. You will? Silence gives consent. I knew you would be reasonable at the last. Then farewell, Persimmon, farewell, forever! But remember, if I do not hear good reports from the boys about your conduct, if you do not let a little of the condensed milk of human kindness soak into your soul, I'll be back here to spend my vacation, and I'll come in here every morning just as if I had to sell you goods, and then, instead of asking you for an order and listening to your grouching, I'll round on you like this. Remember!"

I do not mean to say, of course, that Persimmon actually died. But when he came to, he certainly was another man, and the greetings to travellers to-day are not of the type experienced in this store a few years ago.

ORGANIZING THE B.C. MERCHANTS

Continued from page 54

Harris, S. Pritchard, E. L. Brisbin, P. J. Burch, R. M. Millar, S. Scott, J. T. Cahill, G. E. Trorey, T. J. Corley, provincial secretary; G. S. Hougham, provincial organizer, all of whom were from the City of Vancouver; T. Willcox, of Kamloops; J. H. Ashwell, Chilliwack; J. F. Edge-Partington, A. C. McFire, Port Alberni; Harvey Murphy, Nanaimo; W. R. Gillbert, Chilliwack; R. A. Thorpe, Duncan; W. F. Ing, New Westminster; C. Muirhead, Chilliwack; K. Evans, South Vancouver; G. H. Jacobson, New Westminster; J. Mercer, New Westminster; B. S. Ross, New Westminster; J. C. Dakin, Nanaimo; A. P. McDonald, New Westminster; D. M. Welsh, New Westminster.

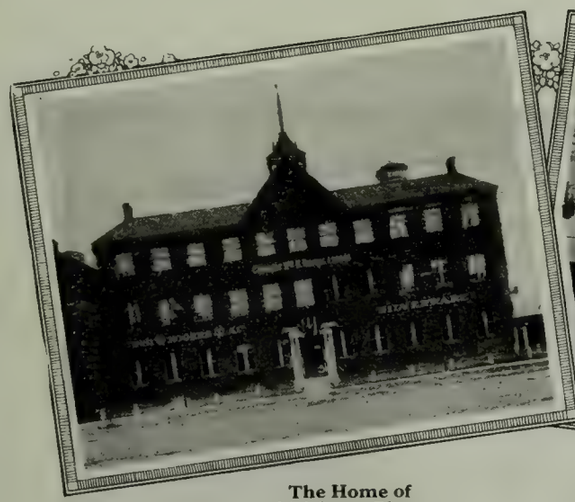
One of the most prominent guests to the Convention was John Impey, of Vancouver. Mr. Impey was the first organizer employed by the Dominion office of the Retail Merchants' Association. He is eighty-nine years old, and his knowledge of Association matters going back a few decades was of great help.

MONTREAL HAS BUILDING INCREASES

Indications are that the building activities in Montreal will considerably exceed the amount of last year. The total amount inscribed for building permits in 1918 was $4,883,633. This year from January to September the estimated value of construction work for which permits were issued was $5,913,668.

TORONTO—the buying centre of Canada

'HEIRLOOM' PLATE



The Home of Heirloom Plate



Down-Town Show Room Kent Building, Toronto

ONE of Toronto's best known landmarks is the plant of the Canadian Wm. A. Rogers, Limited, the home of Heirloom Plate. This beautiful, ivy-covered building, is situated on King Street West, and dealers who attended the Exhibition will readily recognize it from this illustration.

The building shown is but a small part of the plant. The main buildings are in the rear. A large showroom is maintained in the Kent building, on Yonge St., for the convenience of Canadian Wm. A. Rogers dealers.

TORONTO—*the buying centre of Canada*

The Nation's Eyes on Toronto and the Canadian National Exhibition



Yonge St., Looking North From Skyscraper Corner

TORONTO—the buying centre of Canada

Toronto the "Place of Meeting" for Canada's Buyers of Hardware

TORONTO is an Indian name meaning the "Place of Meeting." It is well named, for it is the meeting place of buyers from all parts of Canada, and from its multitude of factories and warehouses goods are shipped from coast to coast.

The central location of Toronto, the network of railways which serve it, its shipping facilities by water, and its importance as a banking centre make it the clearing house for the most extensive buying territory in the Dominion.

BECAUSE it gets electrical power direct from Niagara Falls at rates comparing favorably with any other city in the world, Toronto has exceptional attractions which scores of manufacturers have not been slow to appreciate. Well over 100 American firms have located their Canadian branch factories in Toronto. Among these are some of the largest firms in the world.

The great Welsh tin plate makes, the Baldwins, have selected Toronto for the location of a new plant which will cost $3,000,000 and employ several thousand men. The firm secured the property of the British Forgings, Limited, located in the new industrial district on the waterfront, and will build one of the largest plants of its kind in America. This will make Toronto the centre for this important industry.

IN order to keep pace with the rapid commercial development of Toronto and provide facilities for its future growth the Toronto Harbor Commissioners are expending $19,000,000 on the Harbor Terminal District. In this section sites will be provided for new industries. This work is progressing steadily and when completed, in addition to the land available for factories, there will be a harbor having a depth of from 24 to 32 feet, with a modern system of public and private dockage, and a large number of slips each having a width of 200 feet.

Each of the new docks is being provided with ample railway siding accommodation and facilities for transferring freight quickly and with a minimum of handling. Arrangements have been made with the railway by which switching will be done free by the Harbor Board.

IN addition to the advantages mentioned above Toronto has natural advantages which combine to make it the buying centre of Canada. Its location makes it the gateway through which millions of dollars' worth of merchandise goes to enter the great Northwest. Its location makes it also the distributing centre for the richest sections of Ontario and the areas where the greatest population is located.

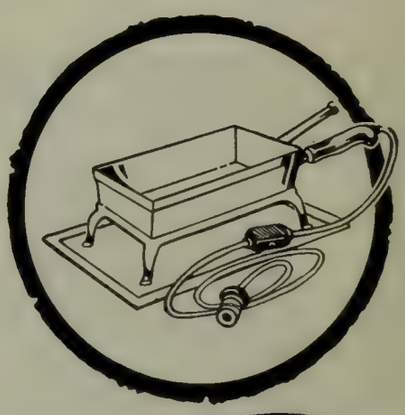
Backing all these is the spirit of Toronto itself. Men of energy and enterprise have brought the city to the important place it now holds, and men of energy and enterprise are busy building for a still greater city. Because they are aggressive each year sees a substantial advance in all the city's activities, especially from a commercial standpoint.

TORONTO—*the buying centre of Canada*

70-50







Making Electrical Appliances More Convenient

Dealers in electrical appliances the country over are selling C-H Seventy-Fifty Switches in constantly increasing numbers.

Reports indicate that 75 per cent. of appliances sold are equipped with these switches.

Are you getting your share of this business? Electros for local advertising, attractive window trim and pamphlets are now available. Write if you are interested.

It will pay you to link up with the continent-wide advertising of the

C-H Seventy Fifty SWITCH

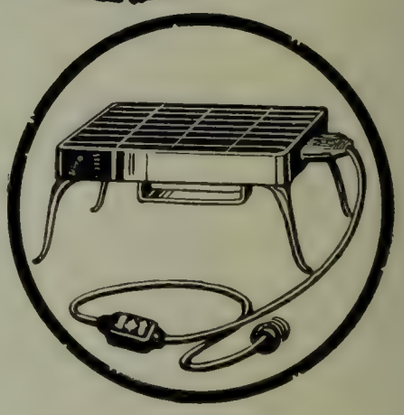
Made in Canada by

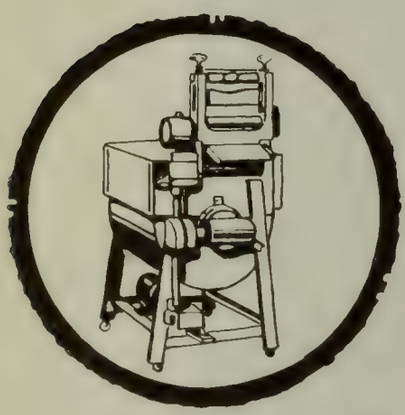
Benjamin Electric Mfg. Co. of Canada, Limited

11-17 Charlotte St., TORONTO, Ontario

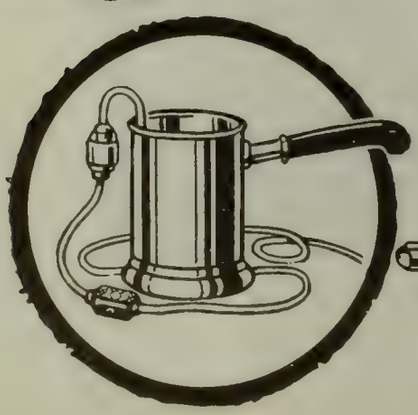
Makers of the Benjamin '92 Two Way Plug

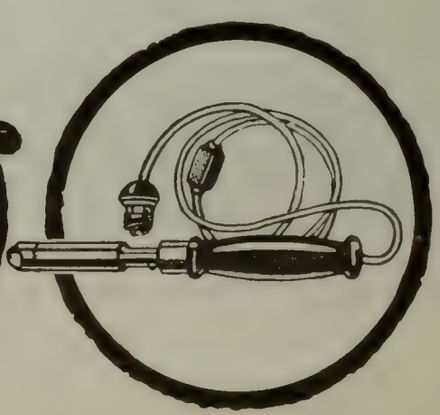


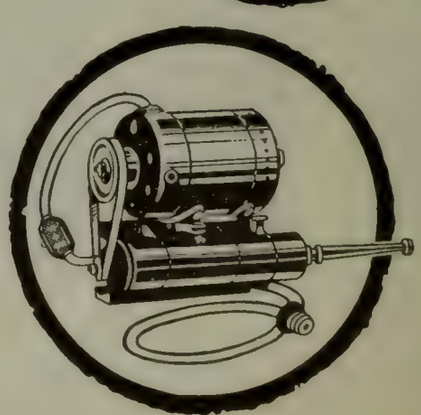












TORONTO—*the buying centre of Canada*

O.P.W.



PAINTS & VARNISHES FOR EVERY PURPOSE

OUR FOUR LEADERS

Canada Brand Pure Paints
(Registered and Protected)

Canada Brand Floor Paints
(Registered, and Surpassed by none)

Jas-per-lac Specialties
(Registered—The Present-Future Finish)

Jas-per-ite Varnishes
(Registered—The Present-Future Varnish)

For Prompt Service
Write or Wire Branch in Your Locality

Manufactured only by

OTTAWA PAINT WORKS
Manufacturers OTTAWA CANADA LIMITED

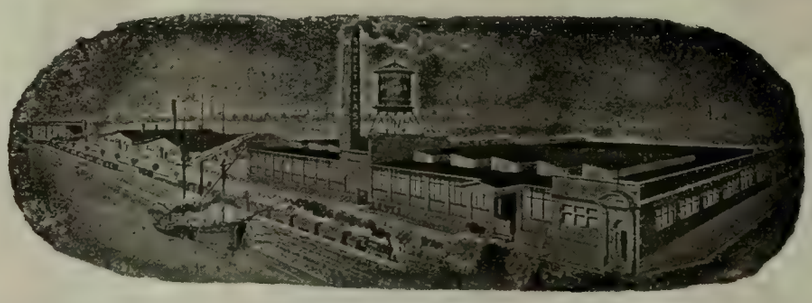
TORONTO BRANCH 135 DUCHESS STREET
MONTREAL BRANCH 321 CRAIG ST. W.
VANCOUVER BRANCH 153 PARKER & RAYMUR STS.

TORONTO—the buying centre of Canada

RED

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., LIMITED

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Line Up with the Line the Women Want

THERE is no question about the popularity of Washing Machines. It's growing! The scarcity of domestic help and the high cost of laundering combine to make the Washing Machine practically a necessity in every home to-day. But women are quick to learn that there are Washing Machines AND washing machines—they are being told about the superior features of

"1900" WASHERS

and when they come to investigate they find that all our claims as to their supremacy are true.

Dealers handling even an inferior line may get **some** business.

Dealers handling a mediocre line will find a moderate demand for it.

But to cash in big on the present-day tendency to install Washing Machines, you need to line up with the line that includes every type of Washer—each giving wonderful satisfaction—each mechanically perfect.

We make the "1900" Cataract Electric, the "1900" Agitator Electric, the "1900" Agitator Water Power Washer and the "1900" Gravity.

Our Company is launching a continent-wide publicity campaign—this will bring a vast number of inquiries—and these inquiries will be turned over to "1900" Dealers.

A liberal profit for you on every "1900" Machine you sell.

Write—whether you are without a line of Washing Machines—or whether you are looking for something better than the line you now handle.

THE NINETEEN HUNDRED WASHER COMPANY 357 Yonge Street TORONTO



BLUE DEVIL

Line of Velocipedes

The latest in construction and new points: Spring frame, beautifully enamelled blue, with a regular leather and spring saddle; the wheels are tinned and the handle bar is adjustable.

Further particulars from

The Gendron Manufacturing Company, Limited
Duchess and Ontario Streets, Toronto, Ontario

TORONTO—*the buying centre of Canada*



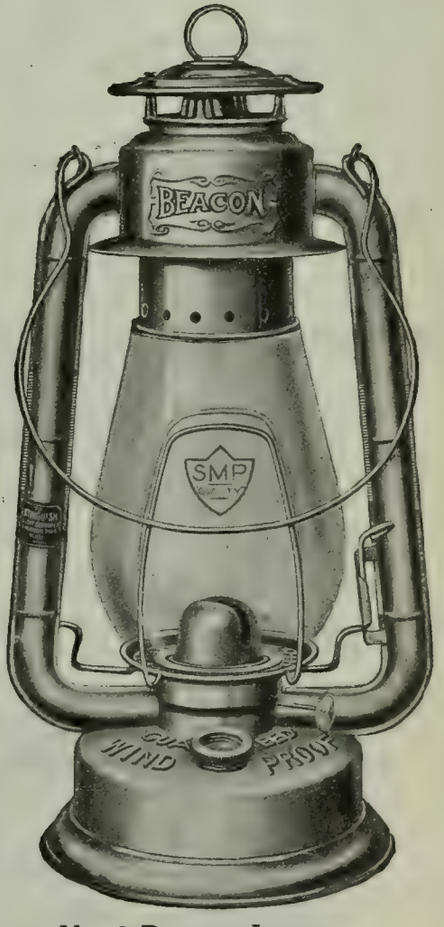
No. 3 Beacon Lantern

The days are growing shorter. Your customers will need lanterns.

You should supply them with a

"BEACON"

SMP "QUALITY" TRADE MARK



No. 2 Beacon Lantern

A FAIR PROFIT TO YOU
AND
A GUARANTEED ARTICLE
TO THEM

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA, LIMITED.

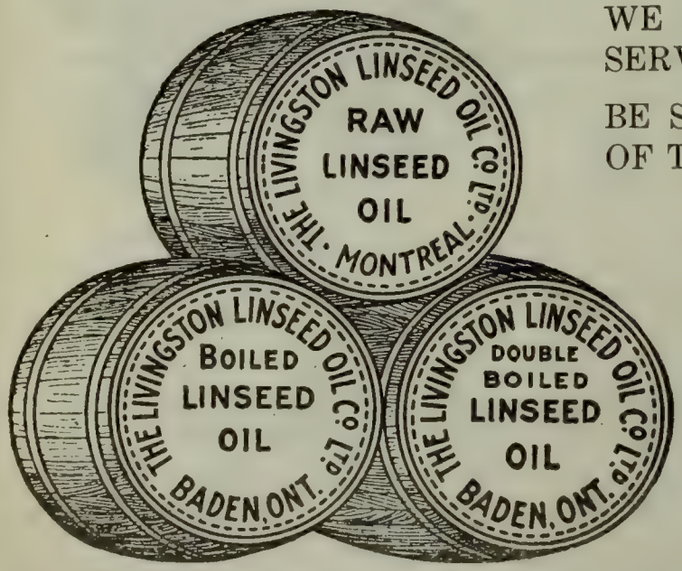
MONTREAL TORONTO WINNIPEG

TORONTO—the buying centre of Canada

THE NEW EXTENDED "LIVINGSTON" SERVICE



TO EXTEND THE "LIVINGSTON" SERVICE WE HAVE OPENED A MILL AT ST. BONIFACE, MANITOBA. THIS FACILITATES PROMPT DELIVERY TO ALL POINTS WEST. THIS WILL GIVE REAL SERVICE TO WESTERN CANADA MERCHANTS, WHOLESALERS AND MANUFACTURERS.



WE ARE PREPARED TO EXTEND THIS SERVICE TO ALL.

BE SATISFIED WITH NOTHING SHORT OF THE BEST OF SERVICE.

Get What You Want

The

Dominion Linseed Oil Co.

Limited

Baden, Toronto, Montreal, Winnipeg

TORONTO—*the buying centre of Canada*

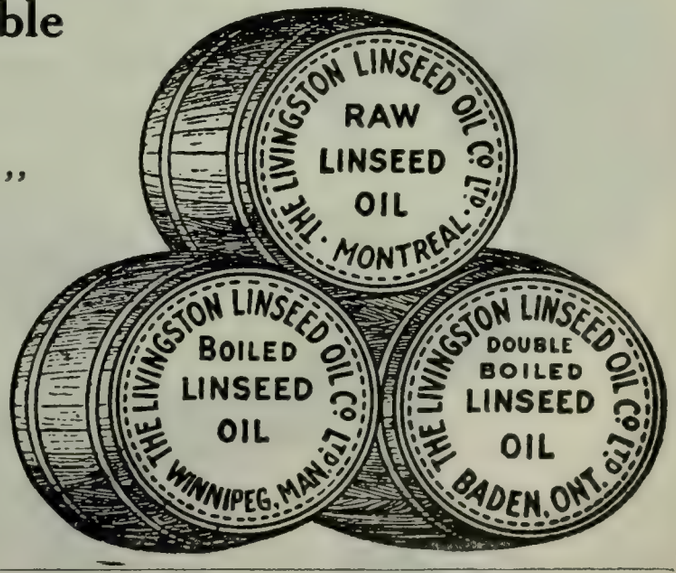
THE OLD RELIABLE "LIVINGSTON" SERVICE



THE FOUNDATION OF THE "LIVINGSTON" BUSINESS HAS BEEN SERVICE. OUR ORGANIZATION WITH ITS INCREASED FACILITIES WILL EVEN BETTER THAN EVER MAINTAIN THE "LIVINGSTON" SERVICE AND MERIT YOUR CONTINUED PATRONAGE.

Best in Quality—Most Reliable
Guaranteed Always

"The Kind Your Grandfather Used"



The
Dominion Linseed Oil Co.
Limited
Baden, Toronto, Montreal, Winnipeg

TORONTO—the buying centre of Canada



Better Prices!

Bigger Profits!

Satisfied Customers!

Moore's Paints and Varnishes



Sold to the Consumer With a Guarantee "Absolutely Satisfactory or money refunded."

"Save the surface and you save all" *Paint & Varnish*

You will investigate very carefully every detail of our agency proposition—Unless you are in the habit of ignoring opportunities to put your business on a better paying basis.

Always glad to furnish prices and descriptive matter on request.



Benjamin Moore & Co., Limited
TORONTO

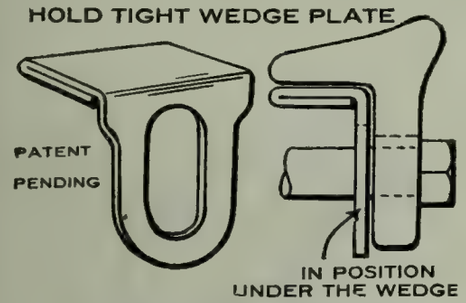
TORONTO—the buying centre of Canada

HYSLOP'S AUTOMOTIVE EQUIPMENT

Our Automotive Equipment and Supplies have for many years served thousands of motorists throughout the Dominion. We point with pride to unequalled service the Hyslop Automotive Equipment has rendered to these thousands of car owners which is the best evidence of the high quality and popularity of our products.

Dealers will find it to their advantage to keep well supplied with the Hyslop line. It attracts customers, creates good-will, insures large profits and quick turnovers.

Hold Tite Wedge Plates Stop the Squeak



Instantly eliminates demountable rim trouble caused by stretched rims or worn lugs. Fits under the lugs, easily applied, permanent. Prevents injury to rims, tires and wheels.

No. 3330—**Price**, per box of 20 Hold-Tite Wedge Plates **$1.50**

Improved Break-Not Battery Syringe Hydrometer



No. 3577.

This instrument has become an absolute necessity to users of Electric Storage Batteries, and as almost all automobiles are equipped with storage batteries, every car owner should have a Battery Syringe Hydrometer.

The "BREAK NOT" Syringe Hydrometer is the latest and best known instrument. Please note the improved construction which eliminates breakage to a very large extent. "BREAK NOT" complete in heavy pasteboard mailing tube, overall measurements 9x1¾ inches.

No. 3577—**Price**, complete **$1.25**

Presto Running Board Base for Ford Cars



This perfect bodybrace is constructed along mechanical lines so as to combine strength with lightness.

It equalizes the spring action which prevents vibration, side swaying, broken springs, etc., and holds the drive shaft in position, preventing uneven strains and side thrusts.

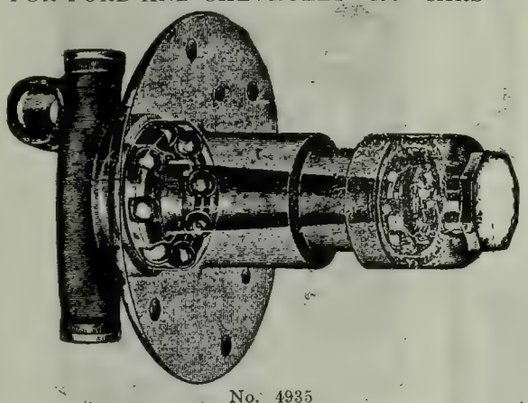
Easily installed; no mechanic necessary.

Dealers should be prepared to stock this useful equipment, as there will be a great demand for it.

No. 4934—146—**Price** **$5.00**

Stevens Semi-Annular Ball Bearings

FOR FORD AND CHEVROLET "490" CARS



No. 4935

Can be easily and quickly installed by anyone. Replaces the balls used in the original cone and cup assembly of the Ford or Chevrolet "490" front spindle.

The balls are mounted in a special Retainer, which travels freely with the balls. They are held in their proper places and will run indefinitely without adjustment.

With the Stevens Semi-Annular Ball Bearings installed on a Ford or Chevrolet "490," the balls cannot run loose, climb the cone, stick, lock or break when the car hits bumps or ruts.

No. 4919—149—**Price**, per set of four.....**$3.00**

Rubber Slip-on Pedal Pads, for Chevrolet "490" (All Models)



No. 3265

These rubber pedal grips will prevent feet from slipping away from the pedals. In addition to insuring a firm grip on the pedals, they also act as a cushioning effect, relieving foot strain and making driving safe and pleasant.

No. 3265—**Price**, per set.....**$0.65**

For Buick Cars

Models 44, 45, 46, 47, 54, 55.

No. 3266—**Price**, per set **$0.45**



No. 3266

For Dodge Cars

(All Models)

No. 3267—**Price**, per set **$0.65**



No. 3267

For Overland Model "75" and "90"



No. 3268

No. 3268—**Price**, per set **$0.65**

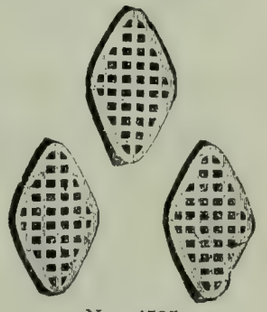
For Overland Cars Other Than Models "75" and "90"



No. 3269

No. 3269—**Price**, per set **$0.65**

Hyslop Rubber Pedal Grips For Ford Cars



No. 4585

Metal pedals—with their hard, icy-smooth, slippery surfaces—are always uncomfortable and unsafe.

Hyslop Rubber Pedal Grips give a feeling of security. Just slip them over the pedals, no fitting of any kind required. They act as cushions, absorb vibration and prevent feet slipping off the pedals.

No. 4585—**Price**, per set of 3.....**$0.50**

Our fall and winter lines are now ready. Send for our fall and winter bulletin. It comprises a most complete line of fall and winter necessities that will be in heavy demand during the cold weather, and that will give dealers a steady income and big profits throughout the season.

Hyslop Brothers, Ltd., Shuter & Victoria Sts., Toronto, Ont.

TORONTO—*the buying centre of Canada*

Now For Fall Painting



HILLCREST
Paints and Varnishes

Send a trial order or ask for our representative to call

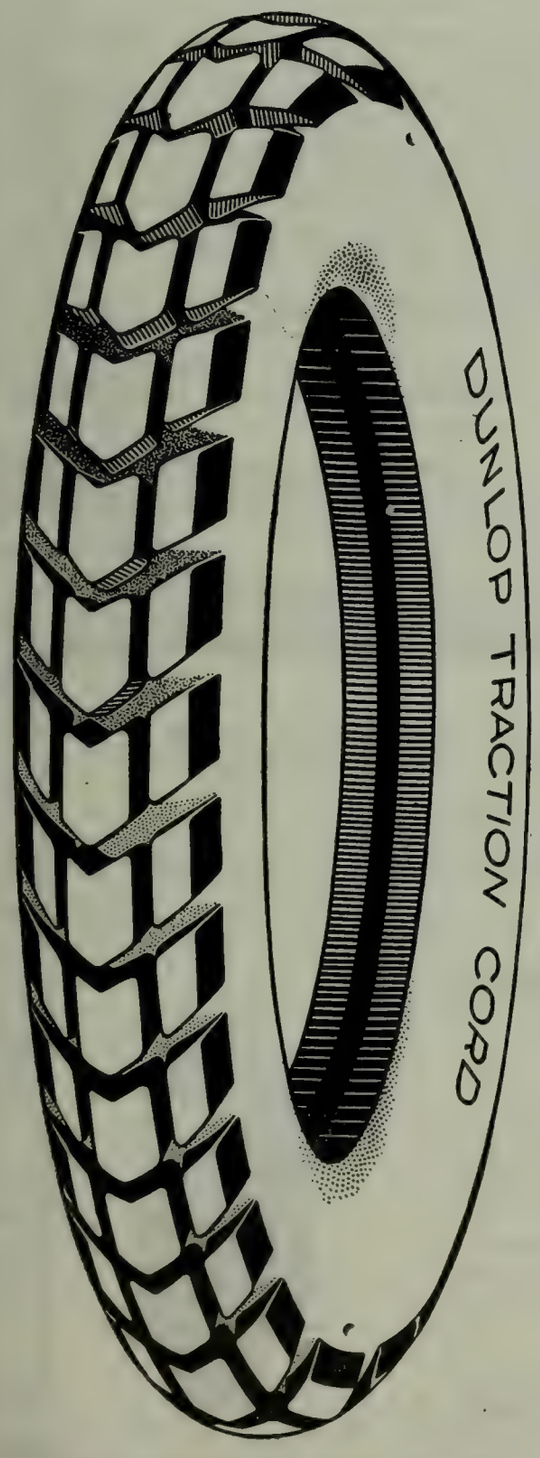
Sanderson, Pearcy & Co., Limited
272 Van Horne St. (Cor. Dufferin St.) West Toronto, Ont.

TORONTO—*the buying centre of Canada*

DUNLOP TIRES

SEAL OF QUALITY

CORD



Tiredom's Greatest Achievement

Dunlop Cord is a different tire to all the others—different in construction, different in features, different in service. That difference accounts for the preponderance of *Dunlop Cord Tire Sales.*

Made in 'TRACTION' and 'RIBBED'

Dunlop Fabric Tires are obtainable in "Traction," "Special," "Ribbed," "Clipper" and "Plain."

All Sizes—30 x 3½ to 37 x 5.

Dunlop Tire & Rubber Goods Co.
Limited

Head Office and Factories: Toronto

Branches in the Leading Cities

TORONTO—the buying centre of Canada

Lowe Brothers Paints

The Little Blue Flag

What it stands for---



This little Blue Flag is the emblem of high standard paint products made up, as the name implies, to the highest standard. When you see it on a can of Lowe Brothers' Paint you can be sure of four things—

1st That the contents have undergone a severe scientific analysis and test and is absolutely up to our standard.

2nd That in every can is sealed our reputation and is backed by an absolute guarantee of satisfaction to you and the user.

3rd That your stock does not become a "white elephant" in your store. That superiority and our Service Department create quick sales and increase your production. Increased production means increased profits.

4th That at the back of Lowe Brothers' products is one of the best advertising, promotion and selling services in Canada.

Make it a point to hear our proposition, it may be open to you. Write.

"Save the surface and you save all" *Paint & Varnish*

Lowe Brothers, Limited, Toronto

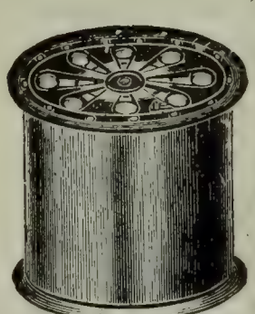
C M C SATISFACTION STURDY GUARANTEED

ENOUGH PIPE TO GO ROUND?

WE HAVE—HAVE YOU?

OUR 1919 PIPE OF BEST BLUE POLISHED IRON

All Sizes—3" and up

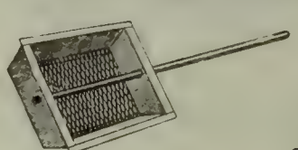


Asbestos lined Safety Stove Pipe Thimbles for Wall or Floor. All sizes. Safety First.

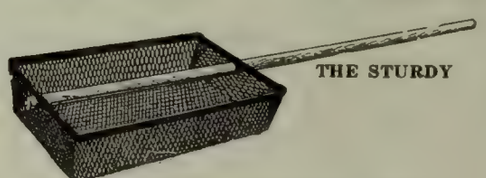
Building is Brisk so these are Brisk Sellers

ASH SIFTERS

"COAL SAVERS"



THE CARTWHEEL OR WOOD END



THE STURDY

Strong and Swift. Nest easy for shipping.

DRUMS

"NEW CENTURY" and "TWO STOREY"



The COLLINS M'f'g. CO. 411—415 Symington Ave. TORONTO CAN.

TORONTO—*the buying centre of Canada*



YOUR CUSTOMERS ARE ASSURED OF SATISFACTION

Every time you sell a V.D.L. Tire you can rest assured that your customer receives an article of merit. It is only natural to expect that where only the finest material is used, combined with painstaking care and strict inspections, that only a product of worth can be the outcome.

So it is with V.D.L. Tires; not resting content with saying it's the best, we strive to make each one a little better than the best.

Supporting our efforts with consistent advertising, proper distribution and dealer co-operation we aim to help you to our utmost in making a success with V.D.L. Tires and Tubes.

The following Distributors throughout the Dominion make it easy for you to buy stocks:—

Codere et Fils, Sherbrooke
A. Chown & Company, Kingston
Crowell Brothers, Halifax
Eug. Julien, Limited, Quebec
Kloepfer, Limited, Toronto
Merrick-Anderson Co., Ltd., Winnipeg
Miller-Morse Company, Winnipeg
2 in 1 Tire Company, Montreal
Wood, Vallance & Leggatt, Ltd., Vancouver

Write the one most convenient to you--He is a V.D.L. Booster and will do his utmost to help you.

If you care to have a cut of the illustration shown in the advertisement we will be pleased to send it to you free of charge so that you may insert it in your local paper with your own name inserted at the foot in place of ours.

VAN DER LINDE RUBBER CO., LIMITED
TORONTO - CANADA

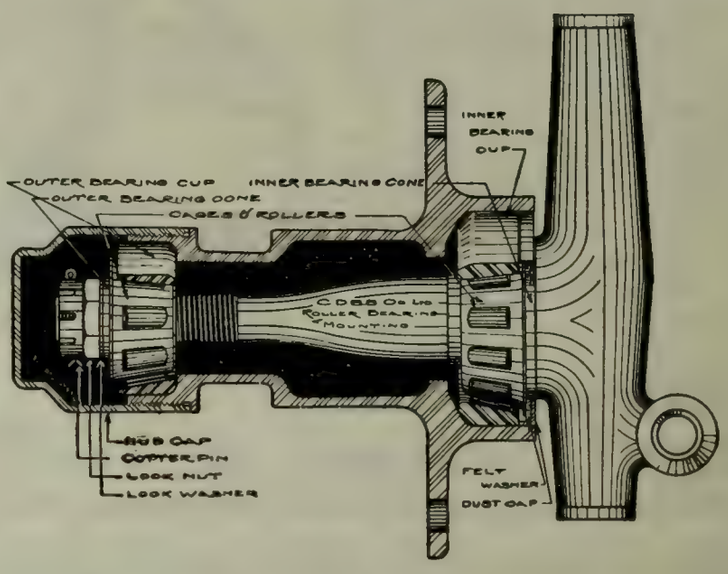
TORONTO—the buying centre of Canada

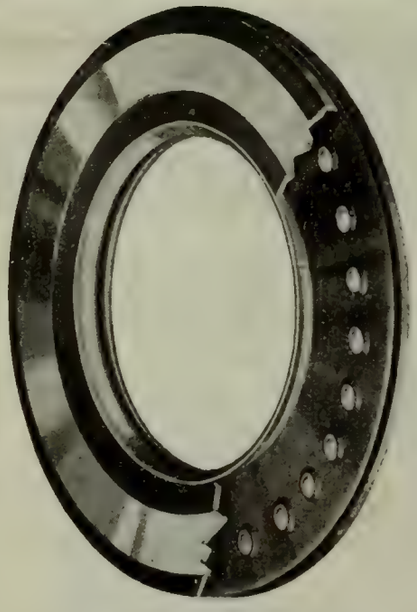
Chapman Bearings

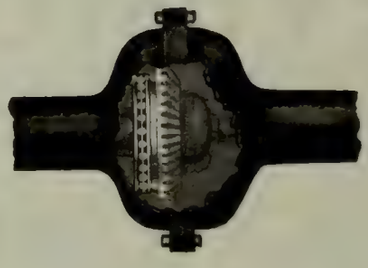
Backed by Sales Making Advertising

See These









Close Up

Chapman Roller Bearings

A Ford or Chevrolet car is subject to rapid wear in the cup and cone bearings of the front wheel, because the hub is too small to take a cone bearing with a sufficient factor of safety.

Chapman Roller Bearings overcome this difficulty and are easily installed.

Every Ford and Chevrolet is a prospect.

Chapman Differential Thrust Bearing

Readily substituted for the plain flat washer in the differential of Ford or Chevrolet. The flat washer wears out due to heavy end thrust. When worn there is lost motion in the gears and incorrect contact of teeth, causing extreme wear, and noise.

The Chapman Differential Thrust Bearing exactly replaces the washer with no other changes required.

It takes the pressure on steel balls, reducing friction to a minimum and holds the gears in perfect mesh.

Get our dealer proposition by a post card to-day.

CHAPMAN
Double Bearing Company of Canada, Limited

347 Sorauren Avenue, Toronto, Ont.

TORONTO—the buying centre of Canada

Makes every Corner a Cosy Corner



Patented in Canada and the United States.

Other Patents Pending

National ELECTRIC

HEATRAY

The Best Selling Heater on the Market

A Demonstration Makes the Sale

Write for our Dealer Helps

The National Electric Heating Co.

Limited

Toronto - - Canada

TORONTO—the buying centre of Canada



Perfection Sanitary Brushes

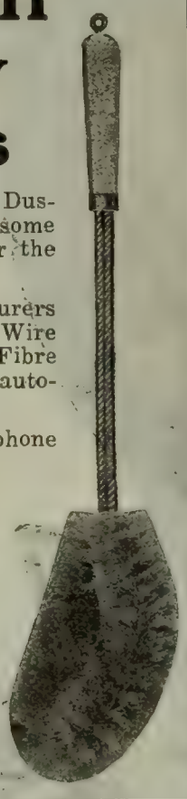
Dustless Mops, Dustless Hand Dusters and Floor Brooms are some of this money-making line for the dealer.

We are the original manufacturers in Canada of High-grade Wire Twisted Hair, Bristle and Fibre Brushes for household, toilet, automobile and dairy purposes.

For further information, 'phone Park 250, or write—

The Perfection Sanitary Brush Co.
1118 Queen Street, W.
Toronto

City Sales Dept.:
Marshall, Son & Bunney
39 Richmond St., East
Toronto



W. HARRIS & CO., Limited

MANUFACTURERS OF

GLUES

Flake, Ground or Sheet

Importers of

POTATO STARCH
CORN DEXTRINE

Your inquires solicited, giving name of your wholesale dealer

W. HARRIS & CO., Limited
994 Danforth Ave. TORONTO, Can.

EXCELSIOR
Wood Packing

Manufacturers and Jobbers Using EXCELSIOR
Write Us for Prices.

RANKIN & CO., LIMITED
1535 Dundas St. W., Toronto, Ontario



"Stick-Fast"

Made instantly with cold water.

For **all purposes** where Paste is used.

A Great Seller.

Order some today—
Phone your Wholesaler.

Manufactured only by

STUART & FOSTER, Ltd.
TORONTO, CANADA

BEAVER

SQUARE END

Pipe Cutters



Showing the clean cut edge of pipe when Beaver cutter is used. Note rings cut from pipe. No burred edge to reduce the opening

Showing burred edge of pipe cut with ordinary wheel cutter.

Make Smooth, Square End Cuts

The Beaver Square End Pipe Cutter makes clean cut square ends as shown in the illustration above.

The Beaver factory is the largest and best equipped in the world devoted exclusively to manufacturing high-grade, easy-working tools for cutting and threading pipe.

Write for circular and prices.

"The User Must be Pleased."

The Borden-Canadian Co.
110 Church St., Toronto

TORONTO—*the buying centre of Canada*

It Will Pay You To Feature—

Banfield

Lighting Fixtures



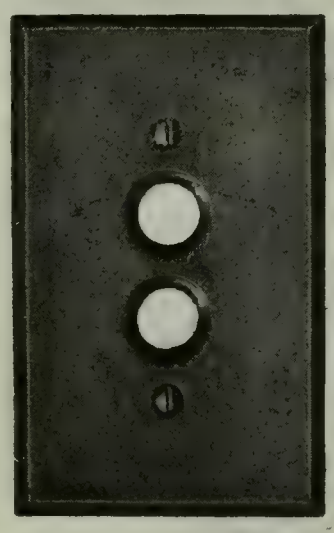
Banfield Lighting Fixtures make a distinct appeal to your largest class of customers because they are moderately priced and have, at the same time, the appearance and lasting qualities of the much more costly goods.

Dealers handling Banfield Fixtures are assured a constant margin of profit.

Switch and Receptacle Plates

Your store is a logical place in which Electrical Switch and Receptacle Plates should be sold. Banfield Plates are made of the highest grade brass, perfectly formed and finished with beveled edges. The line is complete—it meets all requirements.

Consider this, then let us hear from you. We will be pleased to give you all information about handling Banfield Switch and Receptacle Plates.





W. H. BANFIELD & SONS, LIMITED

Head Office and Works:
370-384 Pape Avenue, Toronto

Sales Office and Showrooms:
80 King Street West, Toronto

TORONTO—*the buying centre of Canada*

Everywhere

—*this is the broad scope*



Put Glidden Products on Your Shelves

"Everywhere on Everything" you'll find Glidden products in service. Where there is need for surfaces to be protected or beautified by refinishing there you will find use for Glidden Products.

The famous Glidden Green Label is known from Halifax in the East to Victoria in the West—known from one end of Canada to the other.

Glidden Products make as attractive display as any line of goods you have in your store. On the shelves they are bright and striking. In the windows they catch the eye.

Put in a stock of Glidden Products, show them.

Write for the Glidden merchandising plan, literature and price.

THE GLIDDEN COMPANY, LIMITED, TORONTO

GLIDDEN

VARNISHES - ENAMELS - PAINTS - STAINS

TORONTO—*the buying centre of Canada*

on Everything

of Glidden usefulness

Everyday Will See Them on the Move

With the growing tendency for Madam Housewife to make many of her household purchases from the hardware dealer, there comes an opportunity for you to introduce many lines which she might overlook, and thereby increase your business appreciably.

Glidden Products sell quickly—give a profitable turnover—reduce overhead—draw trade to your store. They are business builders.

The Fall brings many household needs which can be supplied by Glidden Products—Jap-a-lac Household Finishes, Glidden Varnishes and Paint specialties, etc. This business may be yours for the going after.

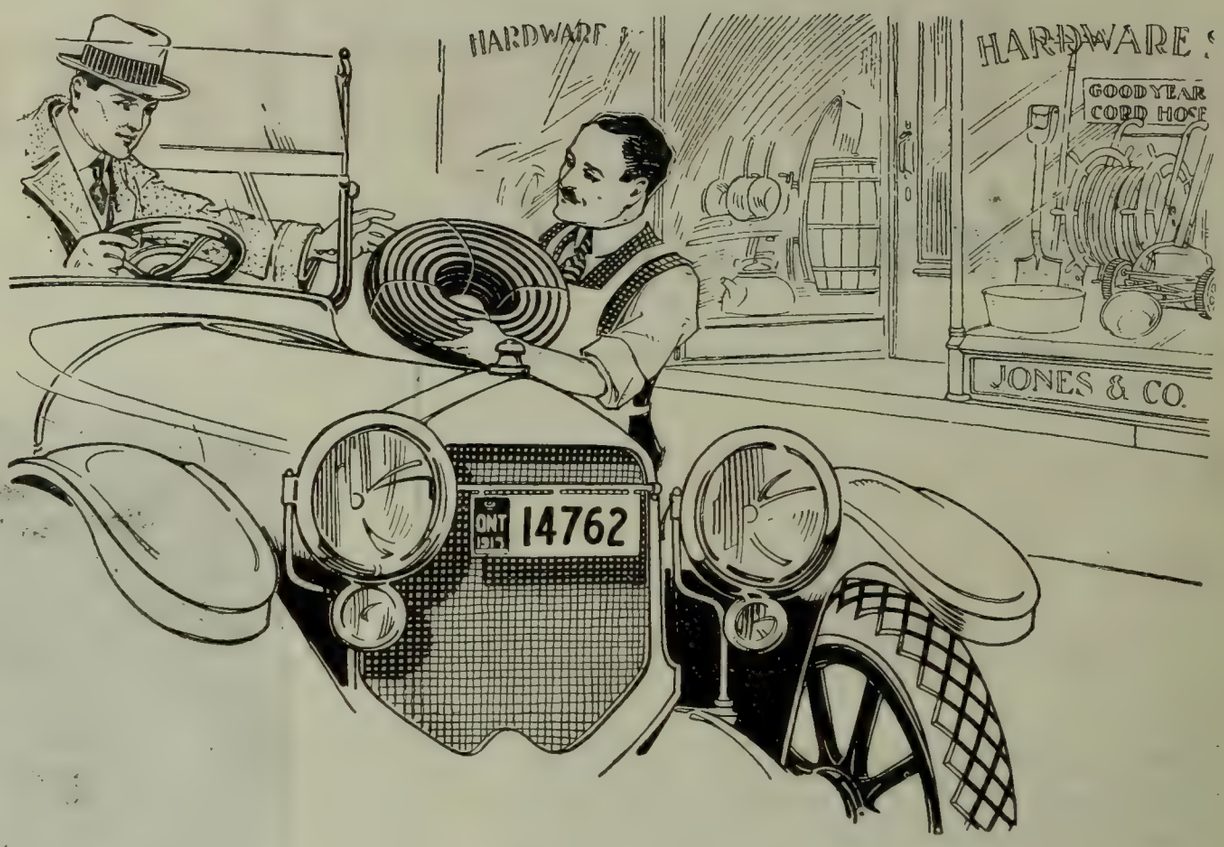


THE GLIDDEN COMPANY, LIMITED, TORONTO

GLIDDEN

VARNISHES - ENAMELS - PAINTS - STAINS

TORONTO—*the buying centre of Canada*



Now Two Kinds—

to meet the Needs of Everyone

Now you can get two kinds of the famous Goodyear Cord Hose—

½-inch ribbed.
⅝-inch plain

Each has all the Goodyear Cord advantages.

1—Built of pliable cords, embedded in rubber.

2—Seamlessly welded, crack-proof and leak-proof.

3—Economical, because of long life.

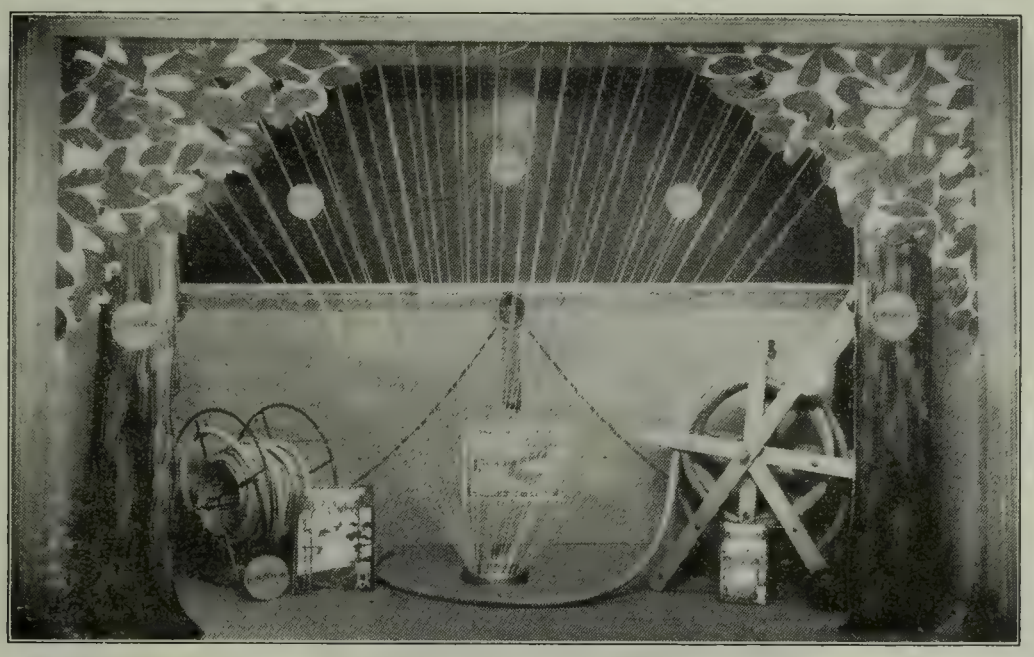
You will appreciate a hose as good as this. A hose which can be highly recommended. A hose which will do credit to your store.

Strengthen your customers' good will by selling them this better-value hose.

The Goodyear Tire & Rubber Co. of Canada, Limited

GOODYEAR

TORONTO—*the buying centre of Canada*



Just an example of the window displays which can be worked out with the material we send you.

This Display Sells Things for the Garden

This picture shows but one of the many good gardening windows which can be made up from your stock and with the window material which we will supply you free of charge.

6-10′ folds of crepe paper.

2-50′ rolls of 2½″ crepe ribbon.

3-large colored rosettes.

1-set of cut outs, 13 pieces.

4-full colored display cards—2 designs.

You can work out an almost endless variety of windows if you wish.

And these windows will sell other things besides hose, rakes, spades, hoes, lawn mowers, shears, and so on.

Before the spring opens we will have ready for you free window display material, free circulars for house to house distribution, free advertising plates for your local newspaper.

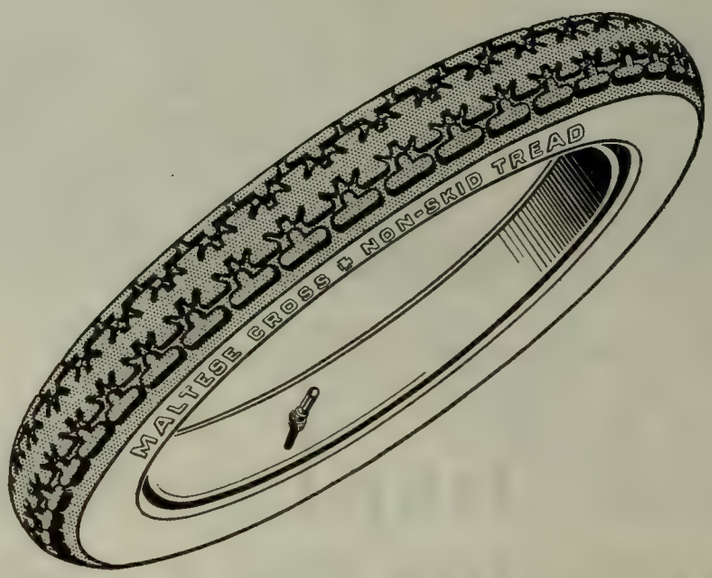
Place your order for Goodyear Cord Hose Now. Write our advertising department to be sure you are sent samples of the free advertising matter when it is ready.

The Goodyear Tire & Rubber Co. of Canada, Limited

CORD HOSE

TORONTO—*the buying centre of Canada*

MALTESE CROSS TIRES



Pin Your Faith to the "Tires that Give Satisfaction"

This Summer Season has shown that the 1919 Maltese Cross Tires have beaten all their own past performances and have made a new record in all-round tire satisfaction. Dealers all over Canada have found their customers well satisfied and are planning to double their trade in Maltese Cross Tires the coming year.

Hardware Dealers Have Made Money Selling Maltese Cross Tires

The Hardware Trade have now recognized the legitimacy of dealing in Tires as well as Accessories, and it has been a big boost to thousands of them throughout the Dominion.

Gutta Percha & Rubber, Limited

Head Offices and Factories: TORONTO

Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria

TORONTO—*the buying centre of Canada*



What thoughts do YOU use in selling half-soles?

Do you sell **long wear** and **economy?** Then Neōlin's millions of enthusiasts lend support to your argument. For Neōlin **does** give long wear—as half-soles as well as on new shoes.

Do you sell **comfort?** Then Neōlin is the biggest comfort feature ever offered—slip-resisting and flexible.

Do you sell **value?** Then Neōlin branded on the sole is a mark of **known** quality. It gives your price a definite meaning.

Your half-sole business will be growing, profitable business if you see that the half-soles you sell are soles that back up your selling arguments.

Don't be misled into accepting a substitute.

Specify a quantity—the bigger part—of your stock to be Neōlin Half-Soles and see that you get Neōlin—N-e-ō-l-i-n.

Keep the carton in a prominent place on your counter.

The Goodyear Tire & Rubber Co. of Canada, Limited - Toronto

Neōlin Half Soles

TORONTO—the buying centre of Canada

MORRISON
Valves
Are Generally Specified

Because Engineers, Draughtsmen and the Mechanical Men of Canada have found it standard practice.

It has now become a habit—but a habit in which the underlying reason for action is not lost sight of. The supremacy is founded on well established reputation.

The Morrison reputation, as well as the profit and big sales volume, is good for your store.

James Morrison Brass Mfg. Co.
LIMITED
93-97 Adelaide Street West - Toronto





A Hint to Dealers

M L QUALITY

Lies in the great Building Increase

News items, statements of public men, sources of information on every hand, indicate that building activity is increasing remarkably. Astonishing numbers of building permits are issued.

Every new home and building is a prospect for interior and exterior paint and varnish.

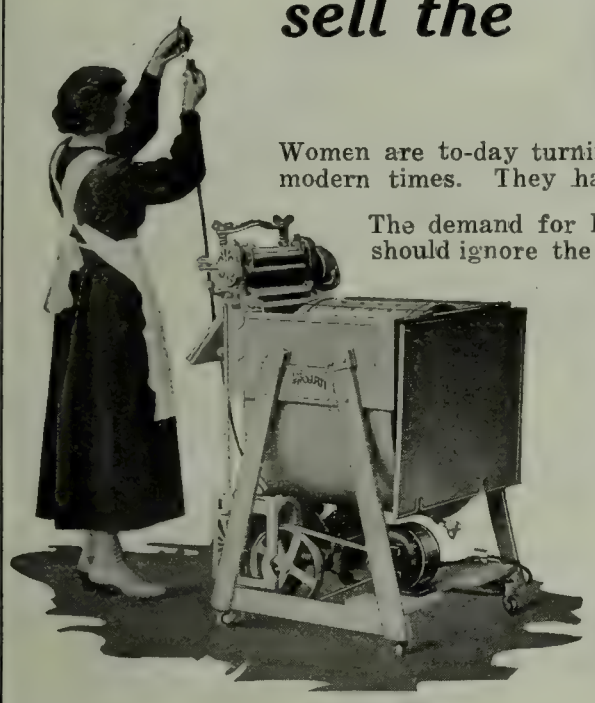
Maple Leaf, dependable, saleable, satisfaction-giving paint is the choice of wisdom to supply the demand in your locality. Are you ready for profits from new builders? Write us to-day.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

TORONTO—*the buying centre of Canada*

Your Profits Will Quickly Increase

If you sell the **Trojan ELECTRIC WASHER**



Patented March, 1918

Women are to-day turning to the Electric Washer as the most useful labor-saving appliance of modern times. They have wanted it for many years—**and now it is here.**

The demand for Electric Washers is developing fast. No live electric or hardware dealer should ignore the opportunity to increase the profits of his business by adding this line.

The "TROJAN" has so many desirable features and is so simple and economical to operate that it finds instant favor and is easy to sell. In most cases a simple demonstration will quickly close a sale.

We shall be glad to send you sales plans for dealers. Write at once for full particulars. The autumn months are among the best—so don't delay, write at once.

Made in Canada by

McDonald & Willson, Limited

347 Yonge Street, Toronto



Brands that Sell

In Washed and Sterilized Cotton Wipers

Polishing Waste—
- Cream

White Wiping Waste—
- XXX Extra
- XX Grand
- XLGR
- X Empire
- X Press

Washed Cotton Wipers—
- White
- Light
- Dark

Colored Wiping Waste—
- Fancy
- Lion
- Standard
- Popular
- Keen

Wool Packing Waste
- Arrow
- Axle
- Anvil
- Anchor

Manufacturers of Scyco Waterproof Tarpaulins, Waterproof Oil Clothing, Oil Horse Covers.

Headquarters For

Cotton Duck	Tarpaulins	Oiled Clothing
Tents, Flags	Cordage	Oakum, Pitch
	Twines	

Prompt deliveries of all the above lines. Samples and prices sent on request.

Scythes & Company, Limited

Manufacturers and Jobbers

MONTREAL TORONTO WINNIPEG

TORONTO—the buying centre of Canada

Building Increases Daily

We Are Ready With a Large Stock to Give You Prompt Service.

PRATT & LAMBERT'S VARNISHES
BERRY BROS.' VARNISHES
VAL-SPAR
CROWN DIAMOND PAINTS

JOHNSON'S FLOOR WAX
OLD ENGLISH FLOOR WAX
O-CEDAR PRODUCTS
LIQUID VENEER

WINDOW GLASS—PUTTY
LINSEED OIL
WHITE LEAD
OIL COLORS
GLUE, ETC.
TURPENTINE
BRUSHES
DRY COLORS

The building activity is increasing at a rate that looks very promising for business in the line of household and building supplies.

Stewart and Wood are right behind you, co-operating to help you make sales and profit.

Write us to-day.

"Save the surface and you save all" *Paint & Varnish*

Stewart and Wood, Limited

82-84 York St. **Toronto, Ont.**

KEEPS HOT THERMOS KEEPS COLD

Hardware dealers from all over Canada are ordering the special assortment No. 1919 for their window display for fall business.

It is complete with 5 pint bottles, 3 quart bottles, and 4 kits. Retails, $45.50; costs dealer $30.70, and is complete with special cut-outs and window display for a complete window.

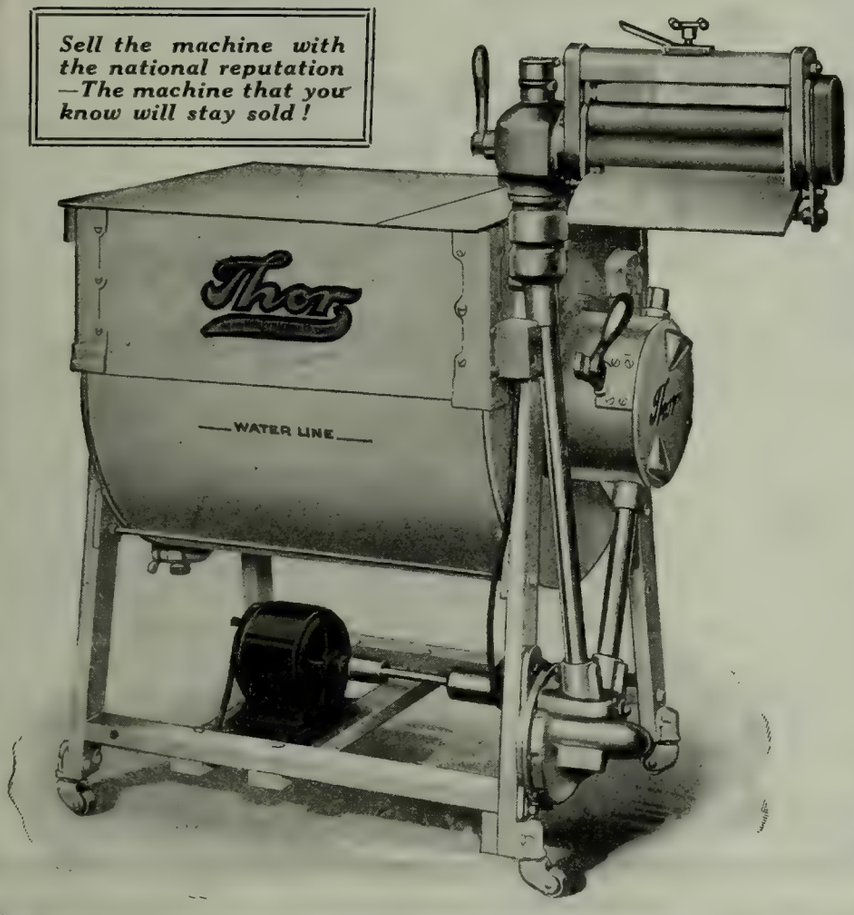
The profit is good. Send for illustrated circular showing set complete, or order now by mail or through your jobber's traveller one set No. 1919 Assortment Popular Thermos Numbers.

Thermos Bottle Company, Limited

146 WELLINGTON STREET WEST **TORONTO, ONTARIO**

TORONTO—the buying centre of Canada

Sell the machine with the national reputation —The machine that you know will stay sold!



THE NEW THOR
4-Position
Swinging Wringer

will appeal to you—
will appeal to the customer—

ONE of the important, superior features of the new THOR swinging wringer is that **all gears are disengaged when the wringer is being swung.**

This positively removes every possible danger of accident to either operator or machine. A turn of a single lever raises the mechanism out of gear—regardless of whether or not the rolls are in motion.

This new ringer operates in four positions and is built to stand the hardest service. It positively will not sag. The instant safety roller release is another exclusive THOR feature and appeals to every prospect strongly.

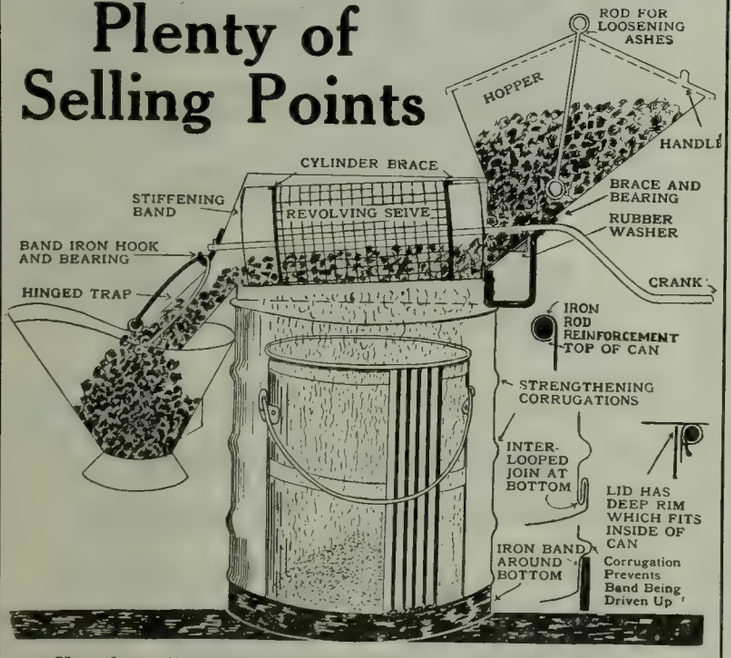
THOR dealers are making money—big money! Let us tell you how you can increase your profits.

The demand is assured.

Write to-day for our proposition.

HURLEY MACHINE CO., Ltd.
413 Yonge St., Toronto

Plenty of Selling Points



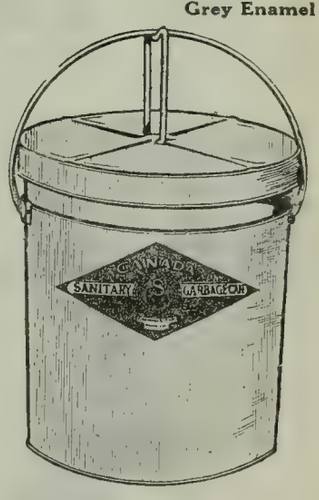
Use the selling features that abound in the Samuels Ash Sifter to increase your sales still more.
Note the pulling points shown in the diagram.
Samuels' means satisfaction, sales, and profits. Ask your jobber.

J. SAMUELS
275 Queen St., W. - Toronto

"CANADA"

A name that stands for the best in every way. On garbage cans it means a can that will sell at good profit. Customers know their reputation. This can is neatly finished in grey enamel—a neat, efficient, quick-selling can.

Grey Enamel



Galvanized

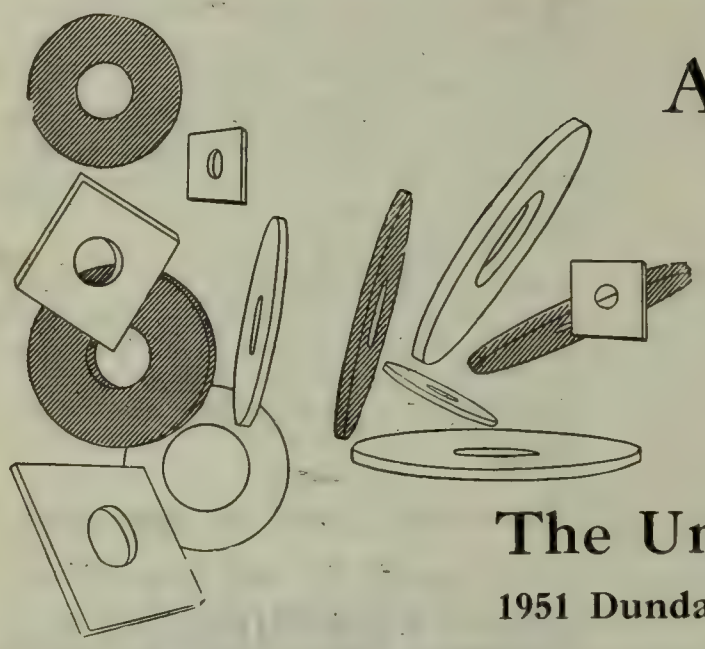


The galvanized can offers rust-proof advantage. Your customers want cans that will stand the weather. You can push sales easily on the galvanized can when you show them it won't rust through and drop the bottoms out.

J. Samuels
275 Queen Street, W.
Toronto

TORONTO—*the buying centre of Canada*

"Unimeco"



Wrought Washers
Annealed Rivet Burrs

The Union Metal Company is splendidly equipped to supply promptly both domestic and foreign trade with everything in wrought washers—including round and square, either plain or galvanized.

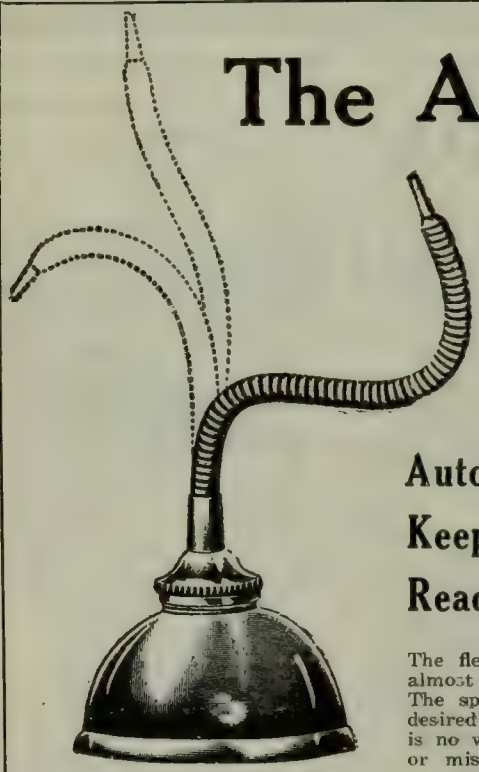
We make all sizes in Annealed Rivet Burrs. Let us know what is required and get our quotations. **We give prompt service on special jobs.**

If you have requirements write to us.

The Union Iron & Metal Co.
Limited

1951 Dundas St., W. Toronto, Canada

The All-Way Oiler



Saves 50% on Oil Bills

Automatic Cleaner Keeps It Always Ready For Use

The flexible steel spout reaches almost inaccessible oil holes. The spout may be bent to any desired angle or position. There is no waste of oil—no dripping, or missing the oil hole.

Strongly made of Copper-plated Steel in various sizes with a spring bottom. See the R.R. Oiler Funnel and Filler, the Oil Guns, also.

General Purpose Oiler

Made with steel spring Bottom in three sizes—No. 1, 1-3 pint; No. 2, ½ pint, and No. 3, 1 pint. A 7" spout to each.

The ALL-WAY OILER MFG. CO.

196 King St. West Toronto, Ontario

The Present Building Activity



is believed by experts to be but a forerunner of still more extensive building in the near future.

And Wheeler-Bain Galvanized Products

represent the ideal line for meeting the requirements in this regard. We supply Eavestrough, Ventilators, Galvanized, Copper and Tin Sheets, Corrugated Iron; in fact, everything in Galvanized Products.

Wheeler & Bain

Toronto, Canada

TORONTO—the buying centre of Canada

OUR COLORED GRADES
1B, 1A, 7, 1, 5,

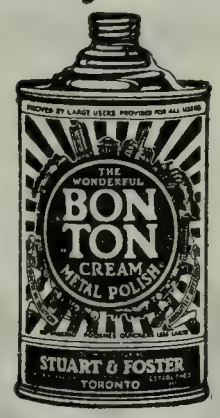


OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 WELLINGTON ST. W., TORONTO

Buy "BON-TON" Cream



Canada's National Metal Polish
Has no superior.
Polishes in **half the time** with less labor.
Retains its brilliancy.
Contains **no acid** or injurious chemicals.
Order a case **to-day** from your wholesaler.

Manufactured only by
Stuart & Foster, Limited
Toronto, Can.

TINOL SOLDER



A complete solder in paste form, will solder all metals, and requires no acid or other flux. It will solder through grease, dross, scale, etc.

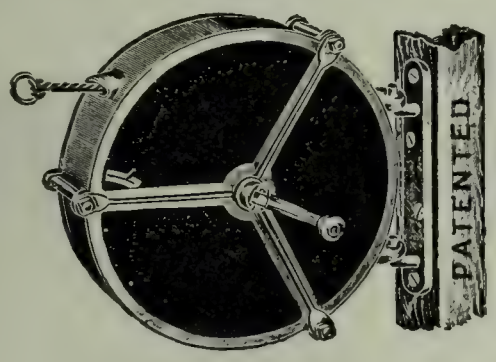
All that is necessary is to heat the article to be soldered to the melting point of the TINOL. This can be accomplished with a soldering iron, gas, or TINOL Torch, or any other convenient source of heat.

If interested write
E. G. GOODERHAM, 24 King St. West, Toronto, for Booklet and particulars of Solder Products.

TURPENTINE

in steel drums containing 46 gallons, NO LEAK
ORDER THROUGH YOUR WHOLESALER, OR WRITE US DIRECT
E. FIELDING & SON 9 Front Street E. **TORONTO**

No back yard is improved by unsightly clothes lines, then why not introduce the
"DOUST" Self-Winding Clothes Line
which may be removed instantly without trouble as soon as the wash is brought in. It always keeps line taut, never slips, always ready for action.
Stock a few.



A child can operate it

Coleman Fare Box Co., Limited
1191 Bathurst St. Toronto

25c. a can Common Sense Exterminator

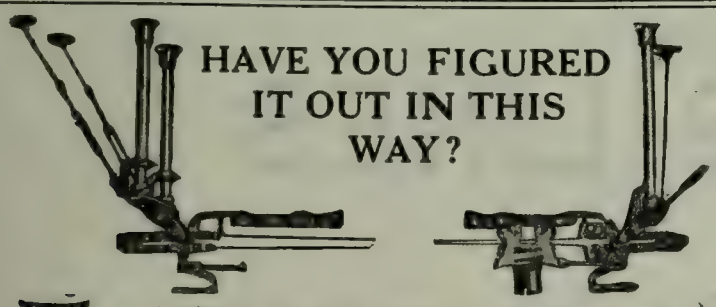


KILLS RATS

Has been on the market for 25 years. Quickly and effectively eliminates rat pests. It dries them up. Destroys without odor.
"Common Sense" is sold on a money-back guarantee. Good profits in it for the dealer.
Jobbers, write us for terms.
Ask us about our Roach preparation.

COMMON SENSE MANUFACTURING CO.
393 QUEEN ST. WEST - - TORONTO, ONT.

HAVE YOU FIGURED IT OUT IN THIS WAY?



A salesman running to and from a cash office or register fifty times in a day requires, in the average, say, fifteen seconds each way. Detention at office for change making, thirty seconds, or sixty seconds for change of each sale, making thus fifty minutes lost time for each salesman. Had you our Cash Carriers, this time, needlessly consumed, could be devoted to further the sale of goods, or to the performance of other duties highly necessary at busy periods when the services of your selling staff is most valuable.

Do not forget to write for that circular which explains all.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

DESOLVO



Opens Drains

We guarantee results when instructions are carried out.
Results bring repeat orders, and sales grow continuously.

THE CHAMBERLAIN DESOLVO COMPANY
110 Church St., Toronto

Eastern Canada Representatives: Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.

Ontario & Western Representative L. F. Lane 99 Queen St. Toronto

TORONTO—*the buying centre of Canada*

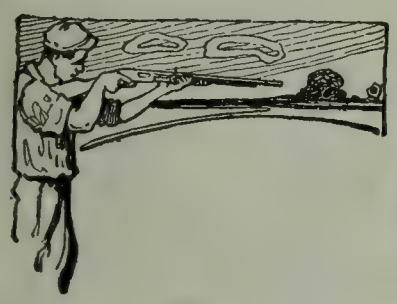
SHURLY & DERRETT
LIMITED
1080 Bloor St. West
TORONTO

Manufacturers of

TWINES
COTTON ROPE
CLOTHES LINES
Etc.

Retailers' Electro Service

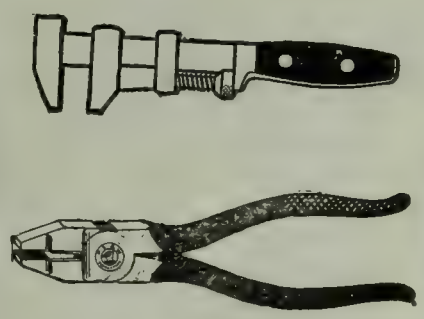
A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.



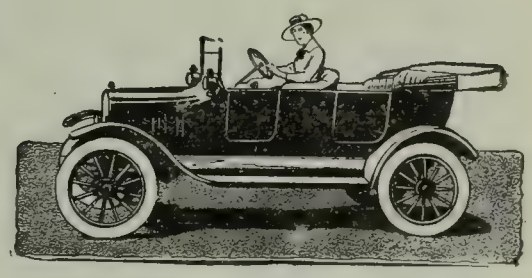
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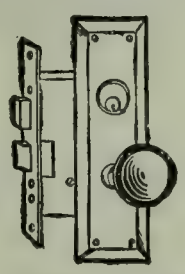
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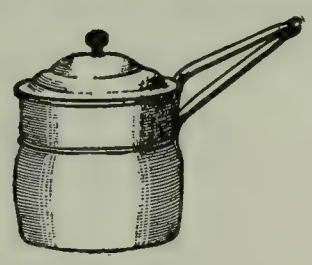
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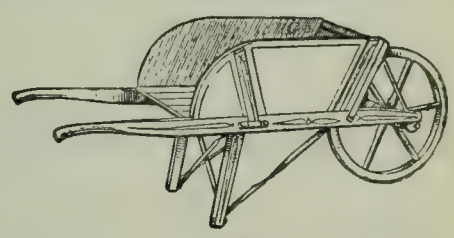
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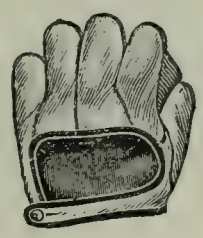
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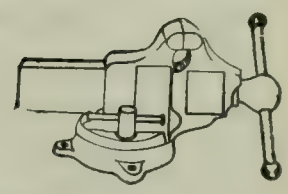
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THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 25c. each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.



This photo of the main entrance of the Canadian National Exhibition gives some idea of the crowds that thronged the grounds for the whole two weeks.

CANADIAN NATIONAL EXHIBITION GOES OVER MILLION

THE Canadian National Exhibition closed this year the record year of its history. Ever since 1913 the effort has always been to once again reach the million mark, but during the war years it has been impossible to equal the figures of the pre-war record. The Peace Year Exhibition, however, not only equalled the old figures, but far outstripped them, and very nearly reached the objective of a million and a quarter.

It was a really unusual Exhibition in every way. It was opened by His Royal Highness the Prince of Wales amid a scene of enthusiasm that has never been equalled in Toronto, and it carried on in a high tide of enthusiasm through the course of two weeks, and it closed with a grand total attendance of 1,201,500.

There were many items of peculiar interest this year that helped in a large degree to make the Exhibition an unqualified success. While the war is over, the memory of it is very near, and anything associated with it is of very real interest. The collection of war relics that was brought together at the Exhibition this year were of surprising magnitude and variety. Immense engines of war were everywhere, and visualized to those visiting the Fair more than anything else could have done the magnitude of the great struggle. The war paintings and photographs, too, were also eagerly visited by thousands and hundreds of thousands. The evidences of the onward march of the times were evident everywhere; in the high speed boats on the lake, and in the gathering of aeroplanes of every description, that daily gave exhibitions of flying over the Exhibition grounds. But even more than in these things was the progressive spirit of the times illustrated in the variety and interest of the exhibits themselves. Such a demand was there for space in the various buildings that long before the date of the opening arrived all the available space had been exhausted and a multitude of manufacturers were unable to be represented, owing to the lack of facilities for displaying their goods. Never before has the comparatively limited space been made so manifest as it was this year, an ample illustration that business in Canada is flourishing, and that business men are awake to the possibilities of the future, and are preparing in every way possible to cultivate the business that is offering. The success of this year's Exhibition is



View in the Exhibition Grounds.

an indication of the sound condition of Canada and a promise of a still more prosperous future.

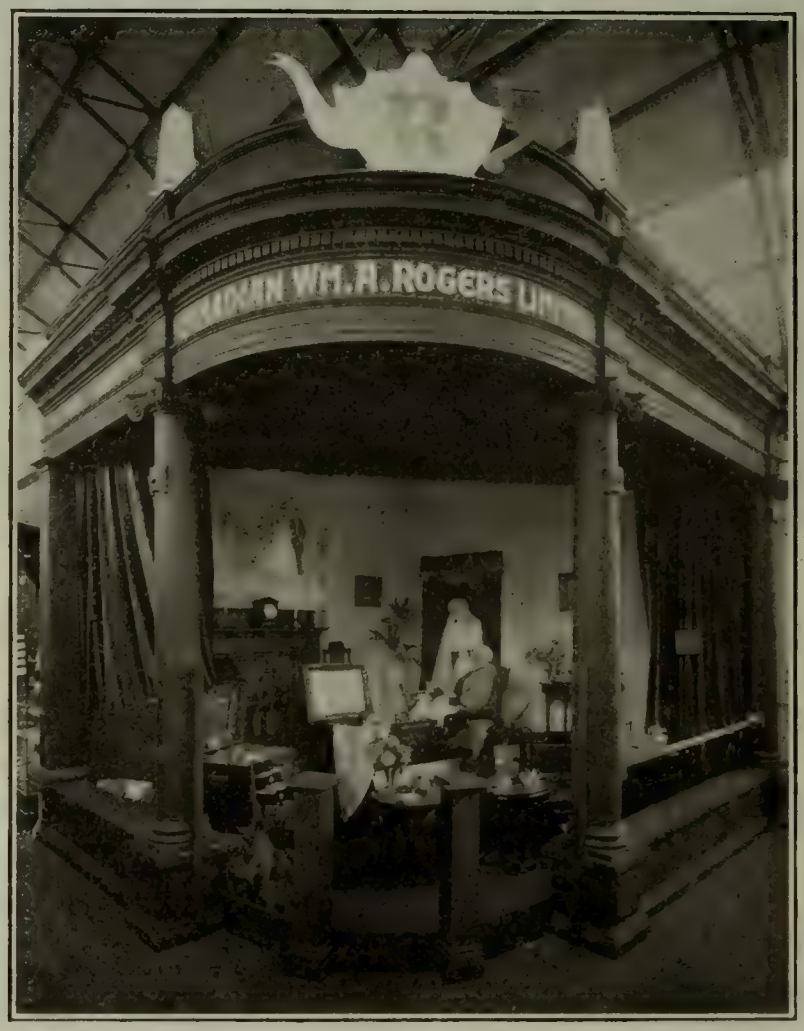
Many manufacturers of hardware lines were exhibitors at the Exhibition, and displayed their wares to the many thousands of visitors from all parts of Canada, and from other countries. The publicity thus secured will prove of assistance to retailers who take advantage of it. Many of the ideas will be adopted, in a smaller way, by retailers at the local fairs.

It is quite evident that the already extensive grounds and buildings of the Canadian National Exhibition will of necessity have to be greatly enlarged in order to provide for future requirements. The electrical trades claim that they alone could use all space that could be provided in an "Electrical Building." The great growth of the automobile and accessory trades has made it obvious, that despite the present large transportation building, more space is urgently needed. The Exhibition is truly national in its scope, and those who attended this year are almost a unit in predicting tremendous growth in both features and attendance at Canada's National during succeeding years.



The splendid buildings at Canada's National Exhibition impress the visitor with the permanence of the Exhibition.

'Heirloom' Plate

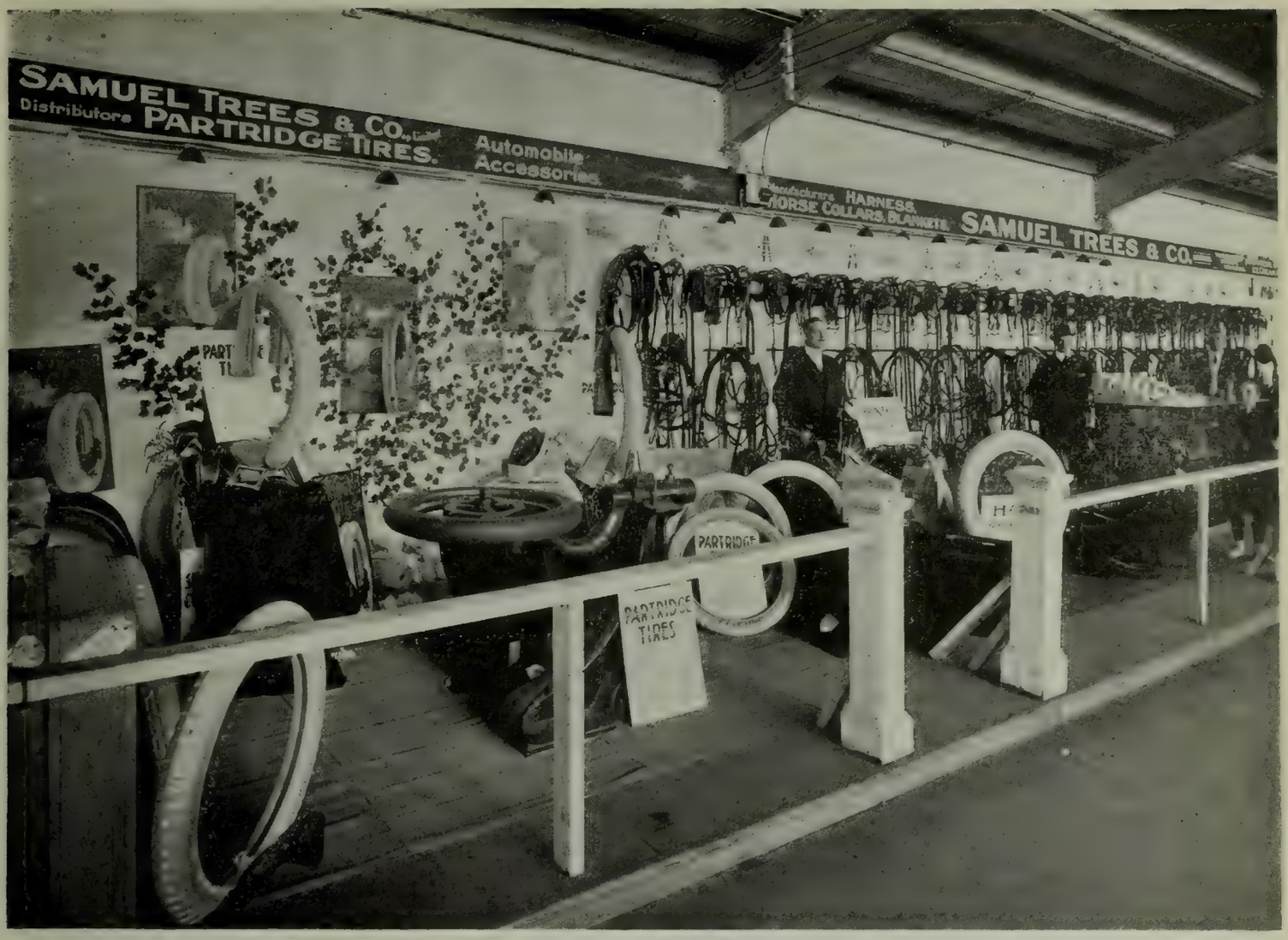


"Grandmother's Dream" was the title of the main feature in the Canadian Wm. A. Rogers Limited booth at the Exhibition. The sentiment and romance attached to this display proved a decided attraction to all visitors who passed through the Manufacturers' Building.

"Grandmother's Dream" portrayed, in a most life-like manner, Grandmother making a selection from her chest of treasured silver and dreaming of bygone days when she as a bride had been presented with these attractive pieces of plate which she was now presenting to the new bride. The use of wax figures and the general plan of decoration gave a most realistic appearance to the exhibit.

The attractive and pleasing way in which samples of Heirloom Plate were displayed throughout the booth resulted in thousands of visitors carrying away a lasting impression of the Canadian Wm. A. Rogers Limited Heirloom Plate.

This impression will be of untold value and profit to all dealers who carry Canadian Wm. A. Rogers Limited Heirloom Plate.



WHERE HORSEMEN AND MOTORISTS MET ON COMMON GROUND

He is a wise man who recognizes his limitations. There was a day when man's faithful servant, the horse, was credited with being indispensable, when all local transportation called for his use.

To-day the automobile and the motor truck have, to a very great extent, replaced the horse, making his appearance on the street or country road the exception rather than the rule.

He is a wise man, he who champions horseless transportation when he recognizes that even it has its limitations and that there are places where man's faithful friend must still hold his place. There is no possible chance of the horse becoming extinct and so long as the horse is used must harness and harness accessories be made and sold.

Samuel Trees & Co., Limited, Toronto, recognized the gradual evolution in the matter of transportation and though pioneers in the harness business, foresaw the tremendous possibilities in automobile accessories when handled in conjunction with harness. Evidence of their wise decision is shown in the excellent business they have succeeded in building up in all parts of Canada.

Added to their novel harness display under the grandstand at the Toronto Exhibition, Samuel Trees & Co., Limited, this year showed a most impressive exhibit of Partridge Automobile Tires in the centre of which a tire-maker demonstrated the process used in manufacturing these much-heralded Guelph tires. He showed how the tire was built up right from the first layer of fabric to the tread; how the bead was built in, and every step of the whole process was laid bare before the hundreds of thousands of interested visitors. The final curing was the only part of the process not shown, as this space would not permit of.

From the way the west end of the south aisle of the Industrial Building, No. 2 (under grandstand) was crowded at times, one could safely vouch for the success of the "Samuel Trees" exhibit.

Perhaps the most attractive merchandise shown in the harness end of the display was the excellent range of automobile rugs and robes. These were there in a variety of designs, colorings and sizes which we could safely say would be sufficient to meet every demand of motoring Canada. Some very handsome robes were shown in perfectly plain monotone effects, not heavy, but from their construction one could readily see how they would, with thick, plush-like pile, withstand almost any kind of Canadian winter — wind, rain, snow.

This picture above does not in any way do justice to this fine display, but serves to give hardware dealers an idea of its size and the variety of goods Samuel Trees & Co., Limited, are showing to the trade.

It will pay merchants interested in auto accessories and harness to have a "Samuel Trees" representative call at an early date.



THERE IS ONLY ONE "RUBBERSET"

Like "Kodak," which has long since become the public's name for a distinctive kind of picture-taking machine, the name "Rubberset" has become the buy-word for brushes of superior make—brushes, whose bristles are so securely fastened in by the "Rubberset" process that absolute satisfaction is always obtained.

A very handsome display of Rubberset Brushes was arranged in the Industrial Building at the Canadian National Exhibition which came to a successful conclusion on the sixth of September, after reaching a record attendance of 1,201,000. The Rubberset booth was located in a section which got a great deal of attention from the hundreds of thousands of interested brush users who attended the "big fair," and who came in personal contact with the salesmen in charge of the exhibit.

Many were the remarks heard on all sides as the visitors would stop to see the bull terrier unsuccessfully try to drag the bristles from a RUBBERSET brush. This was a mechanical centre-piece in the background, which told the RUBBERSET story at a glance. It was evident that this ingenious device, added to the imposing arrangement of brushes of all kinds, shapes, sorts and sizes, realized the desire of the Rubberset Company in getting the attention of the people, for the salesmen were kept busy showing interested users the many distinctive features of the brushes and explaining the Rubberset process.

RUBBERSET Brushes have won an international reputation in the face of competition with the whole world, and to-day enjoy a steadily increasing demand, which is evidence of their uniformly superior quality.

No matter for what purpose the RUBBERSET brush is used—painting, varnishing, kalsomining, shaving, the result is just the same—absolute satisfaction. With the RUBBERSET process, and standard of manufacture no other result is possible. RUBBERSET on a brush means efficiency and service—that the brush must make good or **be made good** by the manufacturers, The Rubberset Co., Ltd., of No. 3 Sullivan St., Toronto.

Users of brushes have learned from experience that they can trust RUBBERSET goods absolutely.

Merchants in all parts of Canada should follow up the work done by the Rubberset Company at the Exhibition by showing a complete line of Rubberset Brushes in their windows and cash in on the desire to try out this famous line of brushes.



THE GURNEY FOUNDRY CO. EXHIBIT

AS crowds upon crowds of Exhibition visitors filed through the Stove Building, a beautiful silk flag was seen flapping in the breeze by one of Fredericton, N.B.'s leading merchants.

The flag in question was mounted on a nickel staff near the centre of the Gurney Foundry Co.'s fine stove exhibit, and was made to wave by a generous supply of breeze from an electric fan.

A few days ago this flag and staff were shipped to this hardware dealer as a result of a request to buy such a flag. It had done its duty for it served to draw the attention of thousands of Canada's users and prospective users of stoves to the excellent exhibit of Gurney-Oxford Heaters, Stoves and Ranges, and gave the salesmen an excellent opportunity to point out their many advantages.

The showing consisted of ranges of every popular variety, ranges for every fuel—coal, wood, gas and oil, and one which is shown in the foreground—the 1920 model, used both coal and gas. This model is one which is adapting itself splendidly to city use where the housewife is often at her wits' end to get a meal in a hurry when the gas pressure is low, as it very often is. Then, too, the trouble has been during the past winter or two, and we do not know that we are out of the woods yet, to get a supply of small coal. To be on the safe side householders have in the past installed two ranges, but to-day, with the kitchenette in vogue, this is almost impossible. The Gurney-Oxford combination range steps into the breach as the solution and evidence of the popular approval was heard on all sides from the fair sex as they looked this handsome range over and sized up its advantages.

Just as you came along the centre aisle of the Stove Building, a black and white sign caught your eye, "Made by Gurney, 1843," and your attention was attracted to a strange looking box arrangement surmounted by pillars with a sort of pagoda top. You could see at a glance that it was not a modern piece of heating furniture, and only a few of the "Fair" visitors had ever seen anything like it. This was a wood heater built by Gurney's away back in 1843. Very few firms in Canada can claim existence for more than three-quarters of a century.

There is no doubt that hardware dealers selling the Gurney-Oxford line will feel the effects of the splendid advertising done by the Gurney Foundry Co. during the record-breaking Exhibition of the Canadian National.

The best way to take advantage of this good work is to show prospective customers the stock by devoting space in the display window, using some of the handsome display cards and advertising furnished by the company.

Out of the 1,201,000 people who attended the Exhibition there will be very few localities which were not represented. It's worthy of an effort to cash in on the effects of this advertising.



THREE STOVES IN ONE AT THE "EX"

The Triplex Jewel Range, combination for coal, wood or gas, shown at the Canadian National Exhibition by Burrow, Stewart & Milne Co., Limited, of Hamilton, Ont., aroused the keenest interest among thousands of visitors who are trying to solve their fuel problems. The Triplex Jewel, it is stated, embodies all the latest and most modern features yet known to stove manufacturers. It is of exceptionally attractive appearance and design and the comments of the thousands of visitors to the fair who inspected the Triplex Jewel were ample testimony that they were favorably impressed. The firebox is large and well proportioned and is equipped with easy revolving duplex grates, which will burn either hard or soft coal or wood.

In almost all other combination coal and gas ranges it is necessary if gas is to be used to remove a heavy baffle plate and replace it again if it is desired to use wood or coal. The Triplex Jewel is so designed that by a simple movement of a lever the combined burner and baffle plate are automatically placed at the rear of the oven. The size of the baking oven is not reduced by the burner when rolled back as the Triplex Jewel is so built as to accommodate same.

The Burrow, Stewart & Milne Co., Limited, included in its exhibit handsome displays of stoves, ranges, warm air furnaces and scales. The splendid finish of these lines, the good workmanship apparent throughout in the goods and the splendid quality attracted home-makers to the company's display space in hundreds. It not only attracted them, but held them. This is one of the best tests for the dealer who is handling stoves to apply. It means that the article, by its appearance and obvious utility and good quality helps sell itself. There is going to be an enormaus demand for stoves this season and the Burrow, Stewart & Milne Co., Limited, have the goods which will win the trade for dealers who are looking for a live proposition.



T. S. SIMMS & CO., LIMITED

A striking exhibit of "Better Brushes" at the Canadian National Exhibition was made by T. S. Simms & Co., Limited, of St. John, N.B. In the handsome showcase shown above more than 150 shaving brushes were displayed. No two of these were alike and yet the exhibit only comprises less than half of the lines made by T. S. Simms & Co., Limited.

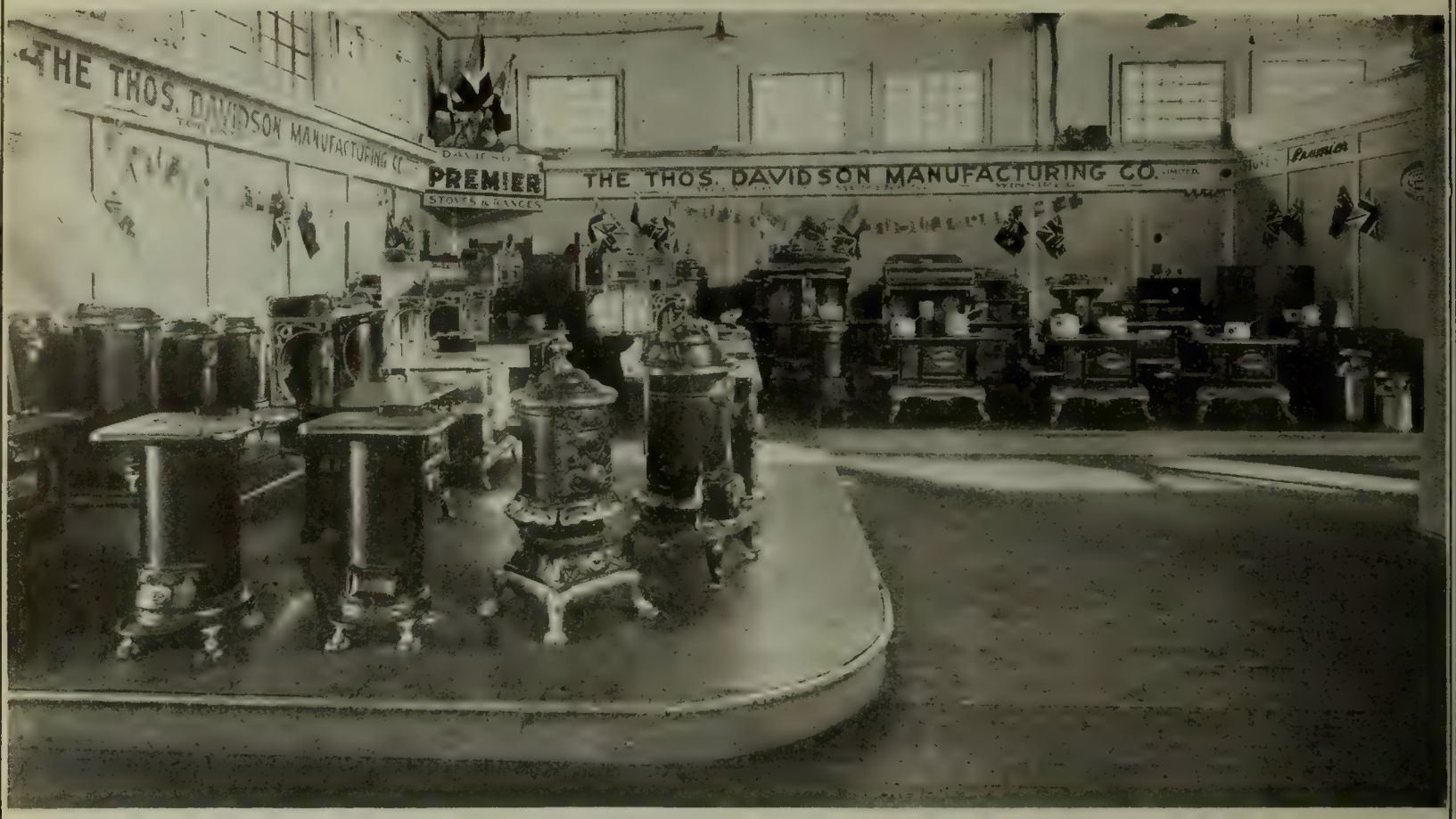
This firm was the first in Canada to make brushes set in rubber. It was also the pioneer manufacturer of paint brushes with the compressed ferrule, which took the place of the wedge driven handle, formerly the only style of brush made in Canada for painters' use. T. S. Simms & Co., Limited, were also the first firm in Canada to use machines for drilling the holes and filling same, in scrub, shoe, stove and floor brushes and for putting in the bristles which were until that time sewn in by hand.

The company has the largest brush manufacturing plant in Canada and it is claimed that it is the most up-to-date brush-making plant on the continent, especially so in the woodworking department. This is accounted for by it being the most recently erected plant.

"Better Brushes" at popular prices has been the slogan of T. S. Simms & Co., Limited, who have built up a large and steadily increasing trade in all parts of the Dominion. Their goods have won favor with the better class of dealers and users because they are absolutely dependable.

One of the brushes featured in the exhibit at the Fair was the Dutch Kalsomine brush. This brush has special features in its construction which result in it holding more color, spreading it easier and turning out a smoother job.

Simms set in rubber brushes may be used in anything in which a brush should be used. They are not mere brushes, but "Better Brushes," made to give maximum service and at popular prices.



Davidson Exhibit

The Famous "Premier" Five

PREMIER LEADER

This popular range is really a "leader" in efficiency and appearance, built by skilled workmen, of heavy polished steel, hand riveted with cone-head rivets. The oven is substantially braced and not too low. The contact reservoir can be supplied in either right or left hand. Premier Leader is handsomely finished in nickel trimming. Can be supplied fitted with legs or attractive nickelled base.

PREMIER MARATHON

This high-class, modern steel range embodies every feature of construction that tends to make it both attractive in appearance and efficient in operation. The name "Marathon" is indicative of its endurance. Extra heavy Wellsville steel, protected by asbestos and hand riveted with cone rivets; a heavy top; centers and covers ribbed; duplex draft; and a braced oven are features of Davidson construction in this durable range.

PREMIER ROYAL

A wonderful range constructed of the best material procurable. The "Royal" is specially noted for its fuel economy and its superiority in baking and cooking. Built on graceful lines, handsomely trimmed in nickel, it is unexcelled in appearance. Exceptionally heavy Linings and Duplex Grates are an excellent feature. The nickel bands are removable for convenience in cleaning.

PREMIER CHIEFTAIN

Is a much-liked moderate-priced range of first-class material and of the same careful workmanship as our higher-priced ranges. Duplex grates. Nickel trimming.

PREMIER ARGUS

A neat steel range; the body has an extra lining of sheet asbestos. This range is made in two sizes without nickel trimming.

BEAVER HEATERS

are fitted with Roller Grates and an Ash Pan. The excellent Beaver heating qualities are well known everywhere. The **Marathon Oak Combination** for burning coal, wood or natural gas is much in demand.

The Thos. Davidson Mfg. Co., Limited

Toronto **Montreal** **Winnipeg**



A NEW ONE FOR "EX" VISITORS

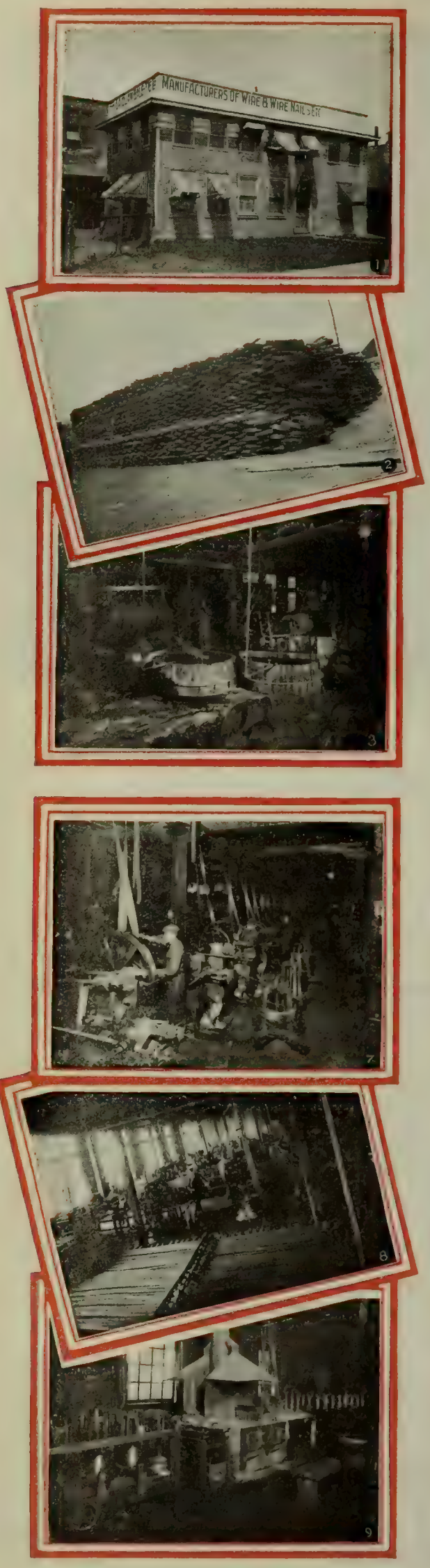
THIS year a new face appeared at the "Ex." or rather a new exhibitor. At the right hand side of the main entrance of Machinery Hall, visitors were greeted with the exhibit and attendants of the Hoyt Metal Co., Toronto.

Most hardware dealers and manufacturers have for the past few years associated the Hoyt people with the manufacture of babbitts, solders, leads, etc., but few realized that their line consisted of the wide range of products which their display disclosed.

One of the main features of the Hoyt Metal Co.'s exhibit was "United" Lined Products—lead-lined, tin-lined, brass and copper-lined pipe and fittings, lead and tin-covered pipe and fittings, acid valves, centrifugal acid pumps, lead-lined chemical apparatus. This is a comparatively new line for Canada, but one which is in demand in the local market. Many were the interested visitors who stopped to inquire into the "United Process" of lining pipes, fittings and chemical equipment.

Another noteworthy line exhibited here was "Ulco" hard metal, a hard bearing metal of comparatively high tensile strength, with relative immunity to corrosion. It may be used in place of high-grade alloys such as those made of nickel, copper, bronze and tin, etc., and costs considerably less. "Ulco" hard metal can displace brass for many purposes where high tensile strength of brass is not an important factor. Beside these lines Frost King and other grades of babbitts, solders, etc., were shown in a most complete range. The Exhibit was attractively gotten up and the attendants gave courteous attention to all enquires and distributed literature and catalogs bearing on the various lines on display.

There is no doubt the work done here will impress users of the above mentioned lines and result in good future business for the company. The best jobbers in all parts of Canada carry full stocks of Hoyt Metals and will be able to supply hardware dealers with all information regarding "Ulco" hard metal. Information re any of the above lines will be gladly sent direct on request.



Laidlaw

Bale Ties, Baling Wire

A TRIP THROUGH

LET us take a spin out Barton Street, Hamilton's main artery, leading to the many big East-end manufacturing plants for which this "Birmingham of Canada" is noted. Out along Barton, past factories and plants of many kinds and sizes until we come to Lotteridge and then east to Birmingham St.—factories, factories, factories, everywhere tall chimneys, railway sidings, big motor trucks, everything reminds one of Birmingham in old England.

A few minutes south from Barton and we come to the Laidlaw plant, by no means the largest in this factory city, but a regular beehive of industry—the neat office building in the front and the plant in the rear covering a goodly area and served by railway sidings and every facility for quick transportation.

It's when we get inside that we really see the Laidlaw plant. From department to department we go following the roll of rod, thousands of which are seen piled in the rear of the factory (Illustration No. 2).

We follow the rod through the several processes, the cleaning, the drawing, spooling, making bale ties, making nails, annealing, tinning, and galvanizing, right through to where the finished product is shipped out on large motor trucks or railway cars.

A brief description of the processes of drawing wire will be interesting to wire users.

Steel wire rods as obtained from the rolling mills are first steeped in a hot solution of Sulphuric

1. Office
2. Part of Rod Stock
3. Cleaning Heavy Wire
4. Section of Heavy Wire Dept.
5. Section of Fine Wire Dept.
6. One of Our Annealing Furnaces

Products

Fine Wire, Nails, Staples

THE LAIDLAW PLANT

Acid to remove the scale, then dipped in a vat of hot lime. The lime-coated rods are placed in an oven at 400 degrees heat for several hours, and then allowed to cool slowly. This removes the brittleness of the wire. Next, each rod is drawn through a steel die and through successive smaller dies until it is drawn to the required size. The dies are carefully watched to keep them in proper condition and the proper size of holes. With each draft through a smaller hole the wire becomes longer and smaller—it is stretched out.

The drawing process makes the wire hard if continued long enough, but when the bundles of wire are put through the annealing process in the ovens again it becomes soft and ductile. Hard wire, or un-annealed wire, is less expensive than soft or annealed wire.

The thing which impresses one mostly in the trip through the Laidlaw plant is the perfect organization—the short-cuts in production, the care taken producing Laidlaw products whether they be wire nails or the finest quality steel wire.

At the Canadian National Exhibition recently held in Toronto, Laidlaw Products were prominently displayed in the Industrial Building and attracted the attention of thousands of users of these goods.

Hardware Merchants should take advantage of the interest created at the "Exhibition" by showing Laidlaw Products in their stores during the fall season. Laidlaw Bale Ties have made a reputation for themselves among the hay-pressing trade.

Send for the Laidlaw catalog which is just off the Press.





7. Section of Nail Dept.
8. Section of Bale Tie Dept.
9. Fine Wire Tinning and Galvanizing Dept.
10. Spooling Dept.
11. Section of Store Room
12. Shipment of Nails.

"J. C." Refillable Fuse Plugs

Simple to Refill, Accurate.

"J. C." Refillable Cartridge Fuses

Simple in design, save 75 per cent. in fuse costs.

"J. C." Electric Soldering Iron

Saves 70 per cent. in labor costs.

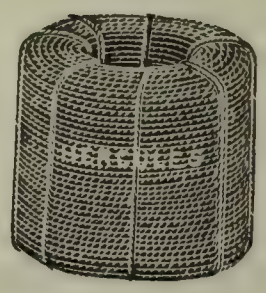
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CLEMENS ELECTRICAL CORPORATION
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HAMILTON, ONTARIO

Order from your Jobber

"HERCULES" SASH CORD



Manufactured in Canada

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

ENCOURAGING reports from practically all parts of Canada indicate that fall trade is likely to break all records. Orders for fall delivery are heavy and spring booking orders are coming in freely. Encouraging reports from Western Canada of heavy orders indicate that conditions in the West are not nearly as bad as had been reported from some sections. Heavy orders continue to reach Winnipeg from sections which were reported to have been affected by poor crops. The outlook for the next six months is exceedingly good in all branches of the trade. Prices, generally, are holding firm. Attention is at present directed to the United States, where the prospect of a strike of steel workers is causing some uncertainty. Among the price increases this week higher quotations are being made on padlocks, curtain stretchers, warehouse trucks, molasses pumps, food choppers, coffee grinders, sash balances, curtain stretchers.

Lower prices are quoted on fence hooks, linseed oil, some lines of hack saw blades, pipe taps.

There is an active demand for heating equipment of all kinds. The near completion of thousands of houses is also causing a heavy demand for many lines of finishing hardware and also for paints, varnishes, glass, etc.

MONTREAL MARKETS

MONTREAL, Sept. 18—Some important advances in leading commodities have been recorded this week. Sash balances are increased in price about 10 per cent. Molasses pumps are marked up considerably. Food choppers and coffee grinders, too, are on an advanced price basis to the extent of 10 to 15 per cent. Mason and chalk lines are also higher, it being more difficult for manufacturers to maintain supplies of necessary raw materials. All cotton goods are very strong and it will not be surprising to see advances in cordage, cord, etc. Curtain stretchers are marked up about 10 per cent. Door knobs of the porcelain and mineral variety are up 5c a dozen. Warehouse trucks are 10 per cent. higher. Pig lead is one-quarter of a cent per pound higher. New net prices are announced on rifles and shotguns.

Declines this week are announced for bar solder, the change being half a cent per pound. Pipe taps are also reduced in price. Victor hack saw blades are lower. Antimony is slightly reduced in price. Tin is firm and may be advanced. Altogether the condition of trade is reported very satisfactory.

Curtain Stretchers 10% Higher; Rifle Prices

Montreal.

STRETCHERS, RIFLES, GUNS.—Jobbers' prices on curtain stretchers are advanced, approximately, 10 per cent.

Net selling prices to the trade on Remington and Winchester lines of rifles and shotguns, and of which announcement was made last week, are as follows: Winchester, thumb trigger, each, $8.60; Model 1903, $40.80; 1906, $26.10; 1890, $28.70; 1892, $32.50; 1894, $30.60; 1907, $56.10; 1910, $56.10; shot guns, No. 97, each, $44.60; No. 98, $18.50; 99, $76.50; 1911, $59.90, and 1912, $53.55.

Remington, 10A, 12 ga. shotguns are, each, $47.25; and 4x22 rifles, each, $13.20; and 6x22, $9.15.

Pipe Taps Are Now On Reduced Basis

Montreal.

PIPE TAPS.—Somewhat lower prices are effective for the Butterfield line of pipe taps. Right hand type up to 1 in. are quoted at 55 per cent. off; 1¼ to 2 at 50 per cent.; 2¼ to 3 at 40 per cent.; 3¼ to 4 at 30 per cent. For left-hand pattern the respective discounts are: Up to 1 in., 45 per cent.; 1¼ to 2 in., 40 per cent.; 2¼ to 3, 30 per cent.; and 3¼ to 4, 20 per cent.

Sash Balances Higher; Molasses Pumps; Lines

Montreal.

BALANCES, LINES, PUMPS.—Increased prices are effective for Caldwell sash balances. The increase is equal to about 10 per cent.

Chalk and mason lines are also higher, the various grades and sizes being increased 10 per cent.

Enterprise molasses pumps, No. 97, are now selling at $13.50 each, this representing a substantial increase over the recent market prices.

Food Choppers Advance; Knobs, Too; Blades Down

Montreal.

CHOPPERS, KNOBS, BLADES.—Food choppers, coffee grinders, etc., of Enterprise manufacture are on a new price basis, the change being that of an advance of from 10 to 15 per cent.

Porcelain and mineral rim and mortise knobs are also higher. This increase is small, 5c per dozen.

Victor hack saw blades have declined. The reduction is not uniform, being from 5 per cent. to 10 per cent.

Warehouse Trucks up 10% Padlocks Soar Again

Montreal.

TRUCKS, PADLOCKS.—An advance of ten per cent. has been made effective for warehouse trucks. This applies to the various kinds. An increase has again been applied to padlocks of various well-known makes such as Miller, Yale, Slaymaker, Eagle, etc. The in-

crease amounts, approximately, to 10 per cent.

Rope Trade Quiet But Change Unlikely

Montreal.

ROPE AND CORDAGE.—While there is a quiet condition, hard fibres are not moving to any marked extent, manufacturers state that there is nothing to justify lower prices. Exchange rates and labor cost increases are two factors which make change improbable, and, they say, certainly not justifiable. Soft fibres are constantly advancing and it is not an easy matter to procure available supplies of jute products. Seine twines, too, are reported scarce. The present base quotations are: Pure manila, 32c; British manila or Beaver, 28c; sisal, 25c.

Very Active Selling Of Wares and Stoves

Montreal.

WARES AND STOVES.—Decided activity is manifest in the stove and ware trade. This applies to all lines of sheet metal manufacture usually ordered at this season, and for which standing orders have been in the manufacturer's hands for some time. Declines are not anticipated on any of these lines.

Coal Oil and Gasoline Steady; In Good Demand

Montreal.

COAL OIL, GASOLINE.—A steady and active market, season considered, obtains for both commodities. The price of oil is held at last week's change and the grades are selling at 22 to 25c per gallon.

Gasoline consumption is really heavy and the price basis is maintained without change at 33c per gallon.

Nail Prices Held With Many Sales

Montreal.

NAILS AND WIRE.—The movement of wire nails to the country buyers has been maintained right along and jobbers are all pleased with the tonnage shipped each week. Firm and steady markets obtain here. The basis for both cut and wire nails is held unchanged at $4.75.

No change has been made in wire basis, the price for smooth steel gauges 0-9 being $5 per 100 lbs.

Steel and Iron Have Moved Out Actively

Montreal.

IRON AND STEEL.—Rolling of bar steel and iron has kept the mills busy and the outgo to country points, in particular, has been a heavy one. Jobbers have had a large volume of business. The market is steady in most centres and no changes have been made here.

Iron finish machinery steel	3 80
Norway iron	12 00
Single reeled machinery steel	5 50
Spring steel	5 50
Sleigh shoe steel	3 75
Tire steel	3 95
Toe calk steel, per 100 lbs.	4 65
Band steel	3 75
Harrow tooth steel	3 90
Mining tool steel, per lb.	0 22
Black Diamond toe steel, per lb.	0 22
Black Diamond cast steel, lb.	0 22
Common bar iron, per 100 lbs.	3 75
Refined iron, per 100 lbs.	4 75
Mild steel	3 75

Sheets and Plates Movement is Light

Montreal.

SHEETS AND PLATES.—There has been little activity during the week in sheets or plates. There is a waiting condition and this is likely to be of short duration for the fall is fast approaching and dealers will soon be busy with fall contracts. Canada plate deliveries are said to be satisfactory, but considerable of this stock has already gone forward.

	Per 100 lbs.	
BLACK SHEETS—		
10 gauge	$5 50	$6 25
12 gauge	5 55	6 20
14 gauge	5 60	6 35
16 gauge	5 70	6 50
18-20 gauge	....	6 35
22-24 gauge	....	6 40
26 gauge	6 45	6 50
28 gauge	6 75	7 00
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	$8 65	$9 25
28 gauge	8 30	8 85
26 gauge	....	8 50
22 and 24 gauge	7 70	8 35
20 gauge	7 50	8 35
18 gauge	7 50	8 35
16 gauge	7 30	8 00
English Standard—		
28 gauge	....	8 35
26 gauge	....	8 10
24 gauge	....	7 40
22 gauge	....	7 30
18 and 20 gauge	....	7 00

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Half a Cent Drop In Price of Solder

Montreal

LEAD PRODUCTS.—Bar solder prices have been reduced half a cent per lb., this applying to all grades. There is no quotable change for lead pipe, sheet lead or other products in the list. Trading is reported quiet, and this is, in part, chargeable to the present strike of plumbers. The outlook promises better for the near future, for it is not expected that the plumbers will remain idle long.

Lead pipe	....	0 12½
Lead waste	....	0 13½
Note.—Lead pipe is subject to a discount of 10%.		
Lead traps and bends	....	15%
Lead wool, lb.	....	0 13
Lead sheets, 3 to 3½ lbs., sq., ft., lb.	....	0 12½
Lead sheets, 4 to 8 lbs., sq. ft.	....	0 09½
Cut sheets ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	....	0 36½
Solder, strictly, lb.	....	0 32
Strictly, commercial, lb.	....	0 31
Solder, wiping, lb.	....	0 29
Solder wire (8 gauge)—		
40/60	....	0 56
45-55	....	0 38¾
50-50	....	0 41¼
Zinc sheets, casks	....	0 17
Do., broken lots	....	0 18

When Sales Made Metal Prices Good

Montreal.

OLD MATERIALS.—While there is still a waiting attitude on the part of many, the old metal market is still maintained, as prices go. One dealer reports that, when a manufacturer requires supplies he will pay the price, but few are buying ahead, or not at all. The quotations this week are without change of any kind.

Dealers' Buying Prices—		
Pipe scrap, ton	....	8 00
Stove plate, ton	14 00	15 00
No. 2 busheling	7 00	8 00
Old rubbers, boots and shoes	0 07	0 08
Overshoes, lumbermen's rubber boots	....	0 05
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	....	0 03½
Automobile tires	....	0 04
Yellow brass	0 09	0 10
Red brass	0 15	0 16
Light brass	0 07½	0 08½
Scrap zinc	0 05½	0 06
Light copper	....	0 15
Heavy copper	0 17	0 18
Wrought iron, No. 1, per gr. ton	....	15 00
Malleable scrap (ton)	....	15 00

Lead Took a Jump; Antimony Shaded

Montreal.

INGOT METALS.—Trading conditions are reported quiet and there is a tendency to lower levels for antimony, the price being shaded in one quarter to 9¾c per lb. Pig lead firmed one quarter cent.

COPPER.—The market is featureless here and buyers are not making much request for any but limited quantities. Price is held at 25½c.

TIN.—The basis is firm, but no change is made in a quotable way, the market ruling steady at 61c per lb. London cables are higher.

SPELTER.—Decided quiet prevails and there is no demand to speak of locally. Prices remain at 10c per lb.

ANTIMONY.—Local prices have eased a little and 9¾c per lb. is quoted. The movement is restricted.

LEAD.—Trust interests advanced their prices this week in the States and 7½c per lb. is quoted here, an increase of ¼c for the week.

ALUMINUM.—Without change at 35c per lb.

PIG IRON.—At $50 per ton there is a little business transacted.

TORONTO MARKETS

TORONTO, Sept. 18—Very few price changes have been noted this week. Business is brisk and local jobbers are loaded with orders. Prices on most lines are firm. There is a big demand for cold weather necessities. Collections are good and there is evidence of splendid fall trade available for almost all branches of the trade. Interest is being taken in the predicted strike in the United States steel trades and the effect such a strike would have on Canadian business.

Fence Hooks Decline in Price

Toronto.

A decline of 40c per 100 pounds has taken place in the price of galvanized fence hooks, making a new price of $6.35 per 100 pounds. Galvanized netting staples have advanced about 5 per cent.

Good Demand For Fall Goods

Toronto.

There is a heavy demand for fall lines, and orders from rural districts are exceptionally heavy for this season of the year. Heater accessories such as stove boards, coal hods, pipe, elbows, and other lines are in good demand.

Wire and Nails Unchanged

Toronto.

Quotations on wire and nails are holding firm. There is a good steady demand. Quotations on the wire nails are made at $4.70 per 100 pounds base, and the cut nails at $4.75, unchanged figures. Smooth steel wire, base, is still $5 per 100 pounds.

Cordage Prices Remain Unchanged

Toronto.

Trade is seasonably quiet in cordage lines at the present time. Prices remain unchanged as follows: Pure manila 32c per pound, base; Beaver or British manila, 28c; New Zealand hemp, 28c; sisal, 25c; sisal lath yarn, 25c per pound, base.

Staple Lines Firm And Unchanged

London, Ont.

No change is noted in wire nails and the quotation of $4.70 base is general.

Cut nails are quoted at $4.70 base. Sash weights are moving freely. Quotations are as follows: ½ lb., $4.50 per 100 lbs.; 1 lb., $4.00 per 100 lbs.; 3 lb. and larger, $3.25 per 100 lb.

Heating Equipment In Good Demand

London, Ont.

With the approach of cooler weather there is a stimulated demand for winter supplies. Some of the lines moving freely at present are as follows:

Coal Hods.—Japanned, open, 16 in., $4.75 doz.; gald., open, 16 in., $7.70; japd., open, 17 in., $6; japd., funnel, 17 in., $7.13; galvd., open, 17 in., $9.10; galvd., funnel, 17 in., $11.20.

Stove Pipes.—6 in. common, $15.93 per 100 lengths; 7 in., $17.63; 6 in., bright, $19.90; 7 in., $21.03.

Stove Pipe Elbows.—6 in., light pattern, $2 per dozen; 7 in., $2.15; 6 in., heavy, $2.45; 7 in., $2.76.

Stove Pipe Wire.—No. 18, $8.25 per 100 lbs.; No. 19, $8.75; small lots, 9c lb.

Paints, Oils, Turps Firm

London, Ont.

With many new buildings nearing completion there is a big demand for paints of all kinds. Prices are firm.

Linseed oil is quoted as follows: 1 to 2 bbl. lots, raw, $3.25 gal.; boiled, $3.28 gal. 3 to 5 bbl. lots, raw, $3.24 gal.; boiled, $3.27 gal. 6 to 9 bbl. lots, raw, $3.22 gal.; boiled, $3.25 gal. Less than barrels add 10 cts. gal.

Turpentine is very firm in price and is quoted as follows: 1 bbl. lots, $2.45 Imp. gal; 2 to 4 bbl. lots, $2.44 Imp. gal.; 5 gal. lots, $2.25 Imp. gal.

White lead in oil, pure is quoted in ton lots at $16.35 per 100 lbs., and $16.70 in less than ton lots.

LONDON MARKETS

LONDON, Ont., Sept. 18—Fall and winter lines are now being shipped freely by local manufacturers and jobbers. Business in the city and surrounding country is good. Prices are firm with some advances this week. There is a continued marked scarcity in many hardware lines. Collections continue good.

Cast Enamel Sinks Advance

London, Ont.

An advance of about 5 per cent. has been made on prices of cast enamel sinks, making new prices as follows: Size 16 x 24, 1 in. crate, $5.41 each; 2 in. crate, $5.35 each; 3 in. crate, $5.29 each. Size, 18 x 30, 1 in. crate, $6.21 each; 2 in. crate, $6.15 each; 3 in. crate, $6.09 each.

Many Miscellaneous Lines Advance

London, Ont.

Japanned harness rings have advanced and are now quoted as follows:

Harness Rings—¾ in., $1.10 gross; ⅞ in., $1.35; 1 in., $1.65; 1¼ in., $2; 1½ in., $2.80; 1¾ in., $2.90; 2 in., $3.25; 2½ in., $4.50.

Stanley Rule & Level Company's rules, levels, planes, etc., have been advanced locally about 10 per cent. New net prices are not yet available.

Compression bibbs, plain and hose, have advanced and the new price is 35 per cent. off list.

There is a good demand at present for rifles, shot guns, ammunition, alarm clocks and electrical devices.

Glass in Demand At New Price

London, Ont.

There is a good demand for glass at the present time. A revision has been made in the list and discount, which makes the first and third breaks in single diamond a little higher, and other breaks slightly lower. The new list follows and is subject to a discount of 30 per cent.

	Single case	Double case
10 in to 25 in.	$19 90	$22 90
26 in. to 34 in.	20 80	24 85
35 in. to 40 in.	21 80	26 40
41 in. to 50 in.	23 50	30 00
51 in. to 60 in.	24 60	30 80
61 in. to 70 in.	26 50	32 70
71 in. to 80 in.	29 70	35 40
81 in. to 84 in.	.....	45 45
85 in. to 90 in.	.....	48 85
91 in. to 94 in.	.....	49 80
95 in. to 100 in.	.....	58 55
101 in. to 105 in.	.....	65 35
106 in. to 110 in.	.....	73 10

Cut lights remain 10% off light list.

WINNIPEG MARKETS

WINNIPEG, Sept. 18—Price changes for the week show several staple lines of interest to the hardware dealer, namely, Stanley planes, levels, squares, bevels, braces, etc., also Miller padlocks, tin plate and scythes, all of which show an increase of from 2½ to 10% over former quotations, linseed oil being the only line of interest to decline during the week, showing a drop of 10 cents per gallon.

Business in all lines continues to be brisk and as crops in many instances are turning out better than anticipated it is adding to the fall volume of business, which from present indications promises to be good.

Dealers would be well advised to anticipate their requirements early, as deliveries are daily becoming worse, owing to strikes and transportation difficulties.

Many New Prices During Week

Winnipeg.

As predicted in a recent issue of HARDWARE AND METAL, new prices have been announced during the week on Stanley Rule & Level Co.'s products, and shows a general increase of approximately 10% over former quota-

tions, due to increased cost of production. The following are the principal lines affected, together with to-day's selling prices:

BIT BRACES.—No. 946 x 10 in., $21.30; No. 956 x 10 in., $15.65; No. 935 x 10 in., $33.60; No. 966 x 8 in., $11.85; 10 in., $12.00; No. 921 x 10 in., $55.50; 12 in., $57.00; No. 923 x 10 in., $50.40; 12 in., $56.00; No. 975 x 10 in., $20.80; 12 in., $21.20, dozen.

SLIDING T BEVELS—No. 25 x 6 in., $7.00; 8 in., $7.85; 10 in., $8.20; No. 18 x 6 in., $10.80; 8 in., $13.80; 10 in., $15.00 dozen.

MARKING GAUGES.—No. 90, $7.20; No. 91, $13.95; No. 95, $17.60; No. 95½, $12.00 dozen.

PLANES.—No. 3, $4.45; No. 3C, $4.75; No. 4, $4.85; No. 4C, $5.20; No. 4½, $5.55; No. 4½C, $6.00; No. 5, $5.55; No. 5C, $6.00; No. 5½, $6.25; No. 5½C, $6.75; No. 6, $7.05; No. 6C, $7.65; No. 7, $8.15; No. 7C, $8.75; No. 8, $9.70; No. 8C, $10.40 each.

STANLEY BLOCK PLANES.—No. 9½, $2.30; No. 9¾, $2.80; No. 15, $2.50; No. 16, $2.60; No. 18, $2.80; No. 19, $3.00; No. 65, $3.10; No. 101, 44c; No. 102, 85c; No. 103, $1.15; No. 110, $1.15; No. 130, $1.70; No. 131, $2.80; No. 140, $2.95; No. 220, $1.70 each.

PLOW PLANES.—No. 45, $16.30; No. 55, $32.20 each.

BAILEY WOOD PLANES.—No. 22, $3.05; No. 24, $3.20; No. 26, $3.30; No. 27½, $3.85; No. 28, $4.20; No. 31, $4.50; No. 32, $4.80; No. 35, $3.70; No. 36, $4.20 each.

BEDROCK PLANES.—No. 603, $5.00; No. 603C, $5.40; No. 604, $5.40; No. 604C, $5.85; No. 605, $6.25; No. 605C, $6.70; No. 606, $7.65; No. 606C, $8.45; No. 607, $9.05; No. 607C, $9.80 each.

LEVELS.—No. 00, $13.55; No. 0, $15.10; No. 2, $21.60; No. 3, $26.40; No. 102, $7.00; No. 104, $10.15; No. 90, $42.50; No. 95, $91.50; No. 38½, $8.20; No. 39½, $9.90; No. 40, $1.75; No. 41, $1.85; No. 34V x 6 in., $18.85; No. 8, $25.35; No. 10, $28.75; No. 36 x 12 in., $33.90; No. 18, $40.40; No. 24, $46.00 dozen.

TRY SQUARES.—No. 20 x 4½ in., $6.15; No. 6, $8.20; No. 7½, $8.95; No. 9, $11.45; No. 12, $15.25; No. 2 x 6 in., $9.85; No. 7½, $11.30; No. 9, $13.65; No. 15 x 7½ in., $14.60 dozen.

CARPENTERS' MALLETS.—No. 2, $5.90; No. 6, $13.10; No. 10, $8.05; No. 13, $19.10 dozen.

Tin Plate Prices Move Upwards

Winnipeg.

Prices on tin plates, which have been declining slightly in the past few months, have shown a reaction during the week, prices moving up $1.00 per box on all lines, and even higher prices are anticipated by some owing to the fact that many of the mills are booked to capacity for some time to come.

To-day's prices are given as follows: Tin plate 1C, 20 x 28 in., $23.50 box; 20 x 33 in., $28.00 box; $14.50 half box; 20 x 39 in., $16.75 half box; Tin plate 1X, 20 x 28 in., $27.00 box; 20 x 33 in., $16.50 half box; 20 x 39 in., $19.25 half box.

Linseed Oil Prices Move Down

Winnipeg.

LINSEED OIL.—Prices register a decline of 10c per gallon during the week, following lower market quotations on flaxseed, and is selling to-day as follows: Raw linseed oil, $3.00 gallon; boiled linseed oil, $3.03 gallon.

Markets still hold very firm on turpentine and from present indications will likely continue so for some time, owing to the export demand at present. The local demand is reported very light, while stocks are adequate to take care of the business. To-day's prices are as follows: Barrel lots, $2.70 gallon; half barrel lots, $2.73 gallon; 5 gallon lots, $2.75 gallon; 1 gallon lots, $2.75 gallon, plus the usual extras for containers.

Booking Price on Scythes Higher

Winnipeg.

Bookings are now being taken by the Winnipeg jobbers for scythes of all kinds for spring delivery, based on latest quotations received from manufacturers, which show an increase of from 50c to 75c per dozen over last year. To-day's market prices are as follows:

BRAMBLE SCYTHES.—$16.25 dozen; Bush scythes, $16.25 dozen; Excelsior Grass, $17.75 dozen; Cast Steel Grass scythes, $15.75 dozen.

Padlock Prices Advance 10%

Winnipeg.

Following the advance made by manufacturers of Miller Padlocks of 10%, due to increased production costs, new prices are now in effect here. The following are the net prices on a number of the more familiar lines:

MILLER PADLOCKS.—No. 4, $14.80; No. 1, $17.15; No. 18, $2.95; No. 18B, $2.95; No. 21, $4.15; No. 21B, $4.15; No. 19, $3.40; No. 19B, $3.40; No. 55B, $3.70; No. 60, $12.40; No. 72B, $4.80; No. 76, $8.25; No. 105, $4.30; No. 125, $14.05; No. 500, $2.45; No. 500B, $2.45; No. 505B, $5.00; No. 555, $3.85; No. 700B, $5.05; No. 50, $8.85; No. 1805, $2.45; No. 1805B, $2.45; No. 1905, $2.95; No. 5438, $13.00; No. 5905, $3.00; No. 5905B, $3.00; No. 544, $10.30; No. 216, $7.20; No. 479, $2.40; No. 477, $2.30; No. 214, $7.55; No. 217, $10.40; No. 221, $10.85; No. 22, $5.55; No. 121, $4.90 dozen.

PADLOCK ASSORTMENTS.— D, $4.85; U, $2.70; No. 1-52, $6.50; B, $5.50 each.

PITTSBURGH MARKETS

PITTSBURGH, PA., SEPT. 16.—In last report the statement was made that the labor situation in the iron and steel industry was "greatly improved" and that "the universal opinion among manufacturers is that a general strike, such as was threatened, is out of the question." Since those opinions were expressed the "strike committee" of six, representing the 24 unions that have been attempting to organize the iron and steel industry, have called a strike for Monday, September 22. The calling of a strike came as a great surprise, but it would occasion no great surprise were the strike order rescinded, and this may be done if the committee find a good or easy way out.

Of course, there is a matter of "mob psychology" involved. It is not certain what a mass of men will do. They may be stampeded. There are various pieces of information, and various actions of the strike committee, all pointing strongly to the idea that the committee has been bluffing, first in hopes of securing the censent of Judge Gary to hold a conference with them, and next, when that failed utterly, in hopes of securing intervention by President Wilson. It is a common opinion that President Wilson became impatient of organized labor more than a month ago, but even if that were not the case, his announcement of a general conference of labor, to be held October 6, obviously precludes his taking a hand at this time. If the strike committee wants his assistance all it needs to do is to await the results of the conference.

Evidently that is precisely what the strike committee did not want to do. It had worked the men up to a certain pitch of excitement, and the excitement would die out if it were not continually fed. Whatever chances a strike call had of being effective would decrease day by day. The first threat was to call a strike the Saturday night before Labor Day, to occur the day after Labor Day, making a time interval of two and a half days. The strike call now actually issued involves an interval of 11½ days. It is presumed that the much longer time is set in hopes that something can occur meanwhile whereby the strike committee can "save their faces" and call off the strike call.

At a few plants large numbers of the common workmen, particularly the foreign born, were "organized," while at many plants there was no success at all. The process of organizing the ignorant foreign-born workmen was very simple. The organizers said in substance: "We are going to control employment at this plant in future. You can join now for $3 and save your job. Afterwards the initiation is going to be $25." It is understood that when the $3 was paid the organizer got $2 and $1 went into the treasury to pay general expenses, including the printing of membership certificates. Thus it is possible that there will be actual strikes at some plants and nothing at all at others. An-

other possibility is that there will be practically no strikes and another is that the strike call will be recalled.

The incident has had little effect upon the iron and steel market, which pursues the even tenor of its way, with no great amount of activity as to open market sales because the mills are comfortably sold up. As a rule they have been indisposed for several weeks past to accept orders except from regular customers. There is only a moderate volume of new inquiry in the market, but with so much business being turned down the inquiries have to go the rounds and thus the apparent volume of business offered is magnified .

Steel Production

Steel production in August was at the rate of a shade under 80 per cent. of estimated capacity, against 73 per cent. in July and about 50 per cent. at the middle of May, showing a remarkably sharp recovery, but the rate of last January or February has not yet been attained. These percentages are based upon an estimated capacity of 49,000,000 of steel ingots a year, which is a conservative estimate, and the monthly reports of the American Iron and Steel Institute. The August report showed that 2,746,081 gross tons of steel ingots were produced in the month by 30 companies which in 1918 made 84.03 per cent. of the total of steel ingots produced by the industry.

It is very important, as throwing light upon the general situation, to note that while the actual production in August was about 80 per cent. of capacity, the capacity actually idle in the month was not 20 per cent. There was very little actual idleness. The common interpretation of this apparent discrepancy is that the works in operation did not produce the tonnage of which they are normally capable because labor is not at normal efficiency. This is a common complaint and covers not only men who are paid by the day or hour, but also men who are paid by the ton. The tonnage men, it appears, receive such high rates per ton that in many cases they do not bother to turn out the last ton of which they are capable.

Steel Corporation Tonnage

The Steel Corporation had in August a third very good month in the matter of booking business, chiefly of the contract variety. For six months, December to May inclusive, the corporation's unfilled obligations fell off quite steadily, and by an average of about 640,000 tons a month. Then the situation was suddenly reversed. While May showed a decrease of 518,375 tons in the unfilled obligations on books, June showed an increase of 610,545 tons. July followed with an increase of 685,806 tons, and last week's report showed an August increase of 530,442 tons. While the August increase was less than the June increase the actual bookings were larger, shipments in August having been about 175,000 tons greater than those of June. The Steel Corporation now has on books a total of unfilled obligations equal to six months of shipments at the present rate. The business is not equally distributed among the various department, but there is much less divergence than usual. The contract obligations of the corporation are not all specified against by the buyers, but the proportion is unusually high, probably considerably more than 50 per cent. of the total obligations being in actual orders of specifications, either on mill books for rolling or in shape for entering.

Pig Iron Prospects

Steel products being absolutely pegged at present prices, since in present circumstances mills regard advances as quite undesirable, and there is no possibility of declines, there is much more interest in pig iron prices, for there are possibilties there of fluctuations. Some of the furnaces are anxious to get the market up, and in fact, on foundry iron a number of districts record actual advances over the March 21 schedule. Many furnaces, on the other hand, are opposed as a matter of general policy to there being advances. There is likewise, a divergence of feeling among consumers. Some have been fearful that there would be advances for next year's deliveries, perhaps large advances, and in order to protect themselves they have bought, even paying slightly advanced prices. Such buyers have been much in the minority. Other buyers are looking for declines rather than advances. Others, and probably the majority, are neutral, preferring to take no action and being willing, if prices do advance, to pay the advanced price when the time comes. Western Pennsylvania and valley furnaces generally are maintaining former prices, those of March 21. Some small tonnages, for this year's delivery, have been sold at slight advances in the case of foundry iron, but not in the case of other grades.



The above view in the King St. store of the Wells Hardware Co., Ltd., Hamilton, Ont., shows how cutlery, shaving supplies, and other lines may be displayed to splendid advantage.



Spieler's Methods Applied to Paint

Observations at Toronto Exhibition—How the Barker Sells His Wares—Getting Your Locality Started at Painting.

THE writer was standing on the midway of Toronto Exhibition the other day watching the "Spieler" of a sideshow work. Now a spieler is a salesman of amusement, and believe me he works. If ten per cent. of the retail hardware paint and varnish salesmen worked half as hard as the sideshow barkers, there would certainly be some paint and varnish sold throughout the country.

There isn't a trick in the bag of their salesmanship that those boys overlook. They trot out everything they've got to sell their goods, and then some. The way they can picture and describe what is to be seen inside leaves the English language void after they have extracted all the adjectives and descriptive words that can be applied to their show.

Then comes the closing of the sale with the invitation to come inside, "The show is just starting—step up lively—there's room for all—come right along, ladies and gentlemen," etc. Then there commences a pushing from the rear. People at the back are coming forward and like all others in a crowd you move along, buy your ticket, go inside and the sale has been made complete. The pushing of the "ringers" at the rear was in reality what did the trick.

Starting a general painting movement in any locality is not unlike the team work of the "spieler" and the "ringer" in principle, though perhaps it is worked out a little differently in detail.

All paint men are familiar with the fact that the painting of one house in a locality is the starting point for others doing the same. John Jones paints his house. William Brown next door perhaps had no idea of painting until he saw Jones at it, then Brown gets busy. Smith, on the other side of Jones, may have been hesitating between two opinions, whether to do so, or not to do so. Jones decides the matter for Smith and so Smith gets busy.

Jones is not unlike the "ringer," he started the movement and the others, through pride, or neighborhood jealousy, or in an attempt to "keep up with the Joneses," do likewise.

The retail paint merchant need not necessarily stand on a soap box outside his store and "spiel," as the midway man does, but he can make his advertising, window displays, arrangement of stock and selling helps do it for him. Suggestions from his clerks, circulars, circular letters, enclosures of pamphlets in parcels and statements can "bark up" paint sales just as effectively.

"Ringers" can be planted very much the same as the midway show plants them, except for the fact that you must not let them know that you are using them for the purpose and they must be led to act the part unconsciously.

Pick out the districts in your locality most in need of paint. In these districts pick out the men most likely to start painting and concentrate advertising and personal influence on them till you get them painting their property. Then like the crowds in front of the sideshow, others will move along in the same direction and in a short time the place will take on a different appearance and paint sales will commence to come in.

It is surprising the number of merchants that take a conscious or unconscious attitude of, "Well, here's my store, if the public wants my stuff they can come and get it; if they don't want it, all right, let it go at that."

Imagine, if you can, a sideshowman setting up his tent at the fall fair, or next to the "big top" at a circus, then sitting down inside contented to wait till the crowd comes. Not he; the last peg is scarcely driven before he's out in front making all the noise he possibly can to attract the nickels and dimes into his little box office.

The same principle applies to every form of selling. The manufacturer, the retail merchant, anyone that has something to sell puts out advertising in some form or other to attract the public interest in his goods. Some do it better than others, it is true. A poor sideshow with a good spieler is much more likely to succeed than a good show and a poor spieler. And the crowds like to be spieled to. They also like to be advertised to. If you don't think so, watch the progress of the store that keeps up attractive displays of its goods, both inside and in the windows. Watch the man who uses circulars and newspaper space. Watch the mail order house. They are not afraid to proclaim far and wide through advertising that they have something to sell. Their catalogues are their spielers. And if they're making inroads into your community, it's probably because the merchants of your town are not spieling about what they can do as well.

Another pointer from the sideshow spieler. If the "freak" in his tent has any possible thread of value from

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"Save the surface and you save all" *Paint & Varnish*





RAMSAY'S

"The Right Paint to Paint Right"

—and the right paint to sell too. It satisfies the customer and makes good profits for the dealer. Ramsay's Paints and Varnishes will put your paint department on a greater money-making basis. You should know about our dealer proposition, it's such a good one. *Write us now.*









A Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes for 77 years

Toronto **MONTREAL** **Vancouver**

Edmonton District:
Revillon Wholesale Limited, Edmonton

Calgary District:
The McDonald-Baker Co., 818 8th Ave., W., Calgary

an educational standpoint, you are bound to hear about it from him. All the imagery of what you'll miss if you don't see his show is conjured up to attract you. Besides playing on the curiosity of the crowd, he is sure to surround his subject with ideas that arouses desire to see what value they have. To-day's ideas of advertising, especially standardized goods, are not to dwell so much upon the article itself as to implant ideas of what that article will do for the possessor. The spieler incorporates this idea in his talk in a primitive fashion. The advertiser of a useful, serviceable commodity can do the same thing in a more extended fashion and on a higher plane. The power to serve, is the underlying and basic principle.

The retail paint and varnish dealer has unlimited scope for advertising his line in this manner. Paints and varnishes can be used in so many ways in promoting the comfort and welfare of mankind that buying motives for advertising use are not a difficult thing to dig up and use.

Since the sideshow spieler has been used in an attempt to illustrate the point of this article and while the fall fairs are on, watch these salesmen at their work and see if some advertising lessons cannot be learned from them.

It's a safe wager that not a paint and varnish salesman in Canada is as hoarse one day in the year as the spieler is every day he is working. One could count on their fingers the number of retail merchants whose advertising cries as loud and as continuously as this vociferous crier of doubtful amusement.

Compare the service that paints and varnishes can render humanity in contrast to the benefit derived from viewing a sideshow freak and then ask yourself if as a legitimate seller of serviceable merchandise you are advertising and selling with a whole-heartedness that is commensurate with the value you have to offer.

Everything taken into consideration there are a lot of sideshow barkers that can put away a merchant to shame when it comes to right down solid effort in salesmanship.

As suggested, watch them work at the first opportunity, and considering the goods offered, see if you are putting the effort into your salesmanship that the comparative value of your own line to mankind should demand.

ENGLISH LEAD TO BE AVAILABLE

It is stated by the representative of a British firm that English pig lead will be procurable within the next few weeks. For some time this lead has been scarce. During the war its use was so great in the home market that little or none came to Canada. It is now expected that supplies will be available within the next two or three weeks.

Chatham, Ont.—Fire destroyed the spring department of the Dowsley Spring and Axle Works, causing a loss estimated at $50,000.

Is There Profiteering in Turpentine?

Assistant Secretary Minnesota Retail Hardware Association, Thinks the Market Has Been Cornered

D. M. ANDREWS, assistant secretary Minnesota Retail Hardware Association, is of the opinion that the turpentine market has been cornered by United States distributing companies, who are responsible, it is suggested, for present high prices. As Canada's supply comes from the United States, Mr. Andrews' observations will be interesting. He states as follows:

"In our good old United States of America at present there seems to be just one topic of general conversation—namely, the "High Cost of Living." There have been probes and investigations without number, the "butcher, the baker and the candle stick maker" have all testified and been testified against. In spite of federal, state and local remedies, the general post war condition known as the "High Cost of Living" is still with us.

Through a perverted or misplaced sense of righteous indignation on the part of the general public, the retailer, especially the grocer and butcher, are coming in for more than their share of abuse. The average consumer seems to think that because the retailer gets their money that he is the one who is wholly responsible for the high cost of things. In order to cater to popular opinion some pettifogging politicians and newspapers have set up a cry of "Let's investigate the retailer." But show us a single retailer in any line who is profiteering at the expense of the consuming public. Are you in your own store making exorbitant profits?" Did you buy the goods you needed or did you speculate?

Considering spoilage and change of styles in other lines of merchandising the hardware retailer probably has the best opportunity of any to speculate and buy in anticipation of his needs. But we have yet to meet the retailer who was enough of a gambler or sure enough of the future to hazard and vast sums in overstocking. As a matter of fact the retailer is making a much smaller percentage of net profit on his investment to-day than he did five years ago.

Just for instance, let's take the item of turpentine and see if we can locate the man who is profiteering. Before the war in Europe the retailer paid about forty cents a gallon for turpentine and sold it for fifty, making a twenty per cent. gross profit. Now he pays a dollar ninety and sells for two dollars—a gross profit (?) of five cents. After taking out the overhead what is left?

And what makes the difference? There is apparently no shortage because you can buy turpentine in unlimited amounts if you pay the price. The jobbers are not carrying very big stocks. but they can obtain all they want at exactly nine cents per gallon less than the retailer pays. Not much profiteering in it for the jobber either, is there?

Turpentine

Practically all the turpentine used in the United States is handled through twenty or more distributing companies. Ninety per cent. of the turpentine in the Northwest comes through one of these companies. This company when it buys more turpentine pays approximately $1.70 per gallon f.o.b. some mill in Georgia in tank car lots. On top of that price there is about three cents per gallon freight and about six and a half cents expense in barreling, leaving only about two cents per gallon difference between the total cost and the price asked of the jobber. That doesn't look like profiteering either, does it?

But here is something to remember While the distributing company only makes a profit of two cents per gallon on the turpentine it buys now it isn't buying very much. The large bulk of its stock on hand was purchased last November and December when the price ranged from 45 to 65 cents per gallon. Is that merely foresight or is it speculation and profiteering?

If you ask one of these big distributing companies what makes the high price of turpentine they answer by telling you, "The Savannah, Georgia, Board of Trade." It is quite true that at three o'clock every afternoon the Savanah Board of Trade sends telegraphic quotations all over the country giving the price "at the close of the market." But it is folly to presume that that is all there is to the fixing of the price of turpentine.

Another explanation is that there is an unprecedented demand for turpentine in devastated Europe. The demand may be there alright, but evidently Europe is not buying a great deal for the same Savannah Board of Trade reports sales of only three to six cars per day.

Then there is the explanation that there is a big demand in this country. Have you noticed much of a run on turpentine? And we have already pointed out that the big distributors have bought very little since last winter and there is the Board of Trade's sales report to prove it. Sounds like a rather lame excuse.

The high cost of production can hardly be blamed for it is whispered, that while production cost is higher than it has ever been it is still held down to less than fifty cents per gallon. Considerable difference between fifty cents and the price to the retailer.

Again there is the story that there is a general shortage because of the abnormal amount of rainfall in the Southern states. Can you imagine rain holding up the work of production for over



A COMPLETE LINE

A STRIKING exhibit of brushes by the Boeckh Company, Ltd., interested thousands of visitors to the Canadian National Exhibition. The firm's display, as will be seen from the accompanying illustration, included brushes for every purpose. In Boeckh's painters' brushes the bristles simply cannot come out as their construction embodies the two greatest advances in modern brush making, "Steel Grip" and "Rubber Set."

Only the finest of materials and the best workmanship go into Boeckh's brushes and they have won their popularity and steadily expanding sale because they are quality goods and render real service.

It is becoming increasingly difficult to obtain high grade bristles owing to conditions. A very large percentage of the world's supply formerly came from Russia. With that country's demoralization and scarcity of food supplies all the hogs were slaughtered and now the world is dependent upon China for bristles.

For more than sixty years now the Boeckh Company, Ltd., has been manufacturing brushes that have made a record for performance and durability against all comers. The importance to the hardware dealer of having goods of this kind to handle is inestimable. He can stand behind Boeckh's brushes to the limit and assure customers that they are getting goods which will give them lasting satisfaction. This means the corner stone in the building of a permanent trade. There is no better advertisement for any dealer than a satisfied customer. He not only comes back again, but he brings his friends. Boeckh's brushes make for this kind of business.

nine months—the approximate period of the rising prices? Wouldn't you think that a pine tree in order to be alive at all would contain just about so much sap, rain or shine? If there is a shortage why is it possible that the retailer can buy in unlimited quantities if he has the price?

Checking it all over it would look as if someone had bought up and was holding not only the available supply, but also the result of future production, and that is what the federal law defines as profiteering. Who is doing it? It is certainly time for one grand and glorious Government investigation of the turpentine situation, but let's save time and get results by starting in on somebody besides the retailer.

Plate Glass Rates

May Be Revision Later, Owing to World Shortage of Glass

Canadian plate glass insurance companies have not yet decided, according to "FINANCIAL POST," to increase their rates to keep pace with American companies, who have declared a general increase for the whole United States ranging from 10 per cent. to 33 1-3 per cent. Insurance men state, though, that the question of revising the rates will probably be taken up shortly as there is no prospect of the world shortage of plate glass, and consequent high prices, showing any signs of improvement. Canadian rates were last adjusted in August, 1918, when increases averaging 15 per cent. went into effect.

As practically all plate glass insurance is written on a replacement basis, the price of glass is naturally the governing factor in determining rates. During the war the price of plate glass has increased from 100 to 150 per cent. in Canada, and there is a shortage even at the higher rates. Before the war practically all Canada's glass was imported from Belgium, Northern France and England. This supply has been cut off for the past five years, as the Belgian and French plate glass factories were nearly all destroyed by the German invader, and English plate glass factories have been kept busy replacing windows shattered by German air raiders. It is estimated that it will take several years to replace all the glass windows broken in England during the war. Of late, Canada has had to depend almost entirely on the Pittsburgh glass makers for its supply. With a shortage of glass in the States and high prices being bid, the American manufacturers have not been anxious to market their goods in Canada and have been very lax in their attention to Canadian orders.

The increases put into effect by the American companies will not affect Canadians insuring through the local agents of the American companies, as the local rates is always taken as the premium basis. Canadian companies are unanimous in stating that there is no profit for them in plate glass insurance at present rates. One agent reported having collected $256 in policies last year and paying out $3,500 for breakages. They have merely been carrying the insurance at a loss in the hope that a return to normal conditions will aid them to make up their losses.

AN INTERESTING QUESTION

Take a suppositious circumstance. Let there be a department store, states "Associated Advertising," that does not advertise and which 10,000 probable customers visit within a given period. Let there be another department store that does advertise and which is visited by the same number of probable customers within the given period.

Can the store that does not advertise handle the 10,000 with the same expedition in the same selling volume, sales forces and all other things being equal?

Academic though it be, discussion of this proposition would not be uninteresting. To the store that advertises come a host of customers who, absorbing the information contained in the advertisements, know what they want and what they wish to pay for it. This tends to expedition in buying, which results in time to look about, which, in turn, leads to further buying.

To the non-advertising store come 10,000 customers uneducated by advertising. They have thousands of questions to ask that have already been answered by the other store in its advertisements. They complete their purchases less expeditiously, and so have less time and energy for further inspection of the store and for additional purchases.

Assuming that each of the 10,000 visiting the non-advertising store asks but two questions made necessary by an uninformed condition, and also spends five minutes longer in making a purchase for the same reason, how much larger would the sales force have to be to equal the efficiency of the sales force in the store that advertises? And would the cost of additional sales force to overcome this handicap be greater or less than the charge for advertising?

In other words, does department store advertising defray its own cost in saving on sales force expenses?

WHITE LEAD AND PUTTY BASIS EXTENDED

The present basis for white lead in oil, and putty, has been extended to December 15. This means that orders placed for delivery now will be filled on the existing price schedule. Some state that the manufacturers are going the limit in doing this, for, as pointed out for some time past, the increasing cost of linseed oil has made production costs very high.

In view of the fact that the supplies of linseed oil have been light, and will probably so continue, it is pointed out that there will be little probability of securing more than moderate supplies of either commodity. The placing of orders early will serve to avoid disappointment later.

LET MONEY IN THROUGH SHOW WINDOWS

Continued fro mPage 48

In placing a window display, special attention should be given to the background and setting, so that it will conform to the class of goods that are being displayed. At some seasons of the year the display man can elaborate in his methods for such trims as June Bride, Thanksgiving, Christmas, or any other special occasion.

Window displays are arranged for one purpose only, viz., to sell goods. It makes no difference how attractive a window display may be, unless it accomplishes this function it is wasted effort. The sales producing power of a window display is not gauged by the number of articles displayed, but by the arrangement and appearance of the articles, no matter whether they be few or many in number.

A Few Points

Keep the window and store front bright and clean. This statement seems almost needless, yet it is a fact that there are too many stores in which this first law of cleanliness is ignored.

Possibly these are the stores which reflect the characteristics of the owner. Change the display ordinarily once a week. Exception may be taken to some special display, which may be left longer, but at the most not more than two weeks. The frequent changing of displays is not such a serious proposition as it appears; get the habit of changing often.

Change Often—Specialize

Some merchants with limited window space feel that a number of his lines should have a representation at one time and this leads, in most cases, to more or less crowding or mixing of the display. This should always be avoided. If the window is small, change it often and specialize with one line of goods and better results will follow.

A seasonable window display will often suggest to the passer-by many wants that might be otherwise overlooked.

Give the Prices

Price is one thing that naturally suggests itself to the person who sees an article he or she would like to possess. See that your price tickets tell the price plainly and boldly.

There can only be one good reason why price tickets are omitted from a display and that is the price is too high.

The show card tells the story about the goods or the stores policy; it should be brief and so lettered that it can be quickly read.

No longer an experiment, the show window is an important factor in business success and it should have the same careful study and attention that other branches of the store receive.

With such attention, it will pay you a good profit and you will be convinced that there is money in your show windows.



Varnish Selling

It is no trouble to sell any varnish once, but the one permanent salesmaker is quality.

The universal recognition of Berry Brothers label as a guaranty of quality is the reason why Berry brands require no sales arguments.

Liquid Granite Floor Varnish, Luxeberry White Enamel, Luxeberry Wood Finish, and Luxeberry Spar Varnish are a few of the many products that have made the name of Berry Brothers a household word.

It pays to buy "Berry" Finishes.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.	A. M. Bell & Co., Ltd. - Halifax, N.S.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.	Lariviere, Inc. - - - Montreal, Que.
Frank A. Gillis Co. - - Halifax, N.S.	L. H. Gaudry & Co. - - Quebec, P.Q.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.	Wood, Vallance, Ltd. - Winnipeg, Man.
Whites, Ltd. - - - - Collingwood, Ont.	Wood, Vallance & Adams, Ltd., Calgary, Alta.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.	Revillon Wholesale, Ltd. - Edmonton, Alta.
Townsend Paint Mfg. Co. - - - - - - Montreal, Que.	

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

Walkerville, Ont.

NO. 33

Liquid Granite FLOOR VARNISH Luxeberry WHITE ENAMEL

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Sept. 18.—Linseed oil has declined 8 cents per gallon during the week and is being offered to the trade in single barrel lots at $2.92 for raw. There is not a great deal of relief, as yet, for while seed markets have eased within a week to the extent of 36c per bushel, making October delivery price $4.44 at this writing, the crusher, when he requires seed, cannot get it without paying a premium.

Turpentine is still very firm at $2.65. There is a little relief in the matter of delivery, but the price basis is still high. Single barrel lots may be had at the above price.

Putty and white lead in oil basis are being continued until Dec. 15th and orders will be accepted at the figures being quoted. There is a continued demand for supplies from the retail trade and fall operations have been reported fully satisfactory.

Linseed Oil $2.90; Lower Seed Markets

Montreal.

LINSEED OIL.—While there has been a considerable decline in the price of flaxseed during the past week, this has been of little relief to the crushers, although prices have declined in some quarters eight cents a gallon. Those wanting seed have to pay a premium for their requirements when they go to buy. It will be several weeks before there is a measurable relief in seed supplies, new crop being late this season and its arrival unlikely, say the crushers, until near October first. None are offering oil in larger than single barrel lots.

Raw—	Imp. Gal.
Single barels	$2 92 $3 02
5 to 9 barrels	....
10 to 25 barrels	....
Boiled—	**Imp. Gal.**
Single barrels	2 94½ 3 04½
5 to 9 barrels	....
10 to 25 barrels	....

NOTE.—Owing to fluctuating seed markets jobbers, generally, are not quoting. The basis is decidedly nominal.

Turpentine is Freer But Holds Its Price

Montreal.

TURPENTINE.—Several paint firms have expressed a freer movement of turpentine, but state that they can only augment stocks by paying well for what they require. Single barrel lots are again available at $2.65 per gallon, but large quantity orders are hard to fill. There is a fair and a seasonable movement to the trade.

Turpentine—	Imp. Gal.
Single barrels	$2 65
Small lots	2 65

(Packages extra.)

Putty Prices Held; Will Rule Steady

Montreal.

PUTTY.—It was decided this week that the present price schedules for putty should be maintained until December 15th next. One manufacturer points out that there will be a strong demand for the available supplies, for the present difficulty of securing linseed oil makes it impossible to manufacture large quantities in anticipation of later demand. The undertone continues to be decidedly firm.

	5 ton	1 ton	Less Quanty.
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	5 75
Do., 100 lbs.	5 85	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	9 20
Do., in 100 lb. cases	7 15	7 40	7 75

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%. 15 days, net 60.

White Lead in Oil To Hold Its Price

Montreal.

WHITE LEAD IN OIL.—The present basis for standard white lead in oil will be extended to December 15th next, the prices appearing below applying. While the greater cost of linseed oil suggested the reasonableness of an advance, and which many paint manufacturers looked for, the above decision was arrived at on Wednesday of this week.

Present quotations for standard brands are: For five ton lots, per 100 lbs., $15.50; ton lots, $16; and smaller quantities, $16.35.

Still Good Movement of Paints; Specialties

Montreal.

PAINTS, ETC.—Despite the fact that business has been heavy all through the season, orders are still coming to hand for shipment at once. This presages an active fall painting movement and the activity is quite marked. Prices are naturally very firm. Announcement of the price basis for the season of 1920 will probably be made in the not distant future.

TORONTO

TORONTO, Sept. 18.—There is a continued demand for paints, varnishes, glass, putty, and other materials. Several paint manufacturers still have large quantities of paint on back order. With thousands of houses in Toronto and other places nearing completion, there is a heavy demand for all paint lines, with prospect of a continued heavy demand for some time to come.

Turpentine Again Reacts; Up 10C

Toronto.

Turpentine has reacted again, and an advance of 10c per Imp. gallon has gone into effect over last week's quotations. It will be recalled that last week there was a decline of 10c from previous levels. New prices are as follows:

Turpentine—	Imp. gal.
1 barrel (barrel included)	$2 45
2 to 5 barrels (barrel included)	2 44
5 gallon lots	2 55

Linseed Oil Unchanged Locally

Toronto.

No change has taken place locally in linseed oil prices, the statement being made that spot stocks are low and that a scarcity will continue during the immediate future. Crushers report a great scarcity of seed with a good demand for oil. Prices are quoted as follows:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	$3 25	$3 30
3 to 5 barrels, gal.	....	....
10 barrels and over	....	....
	Boiled	
1 to 2 barrels, gal.	$3 28	$3 33
3 to 5 barrels, gal.	....	....
10 barrels and over	....	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market.

White Lead in Oil Remains Unchanged

Toronto.

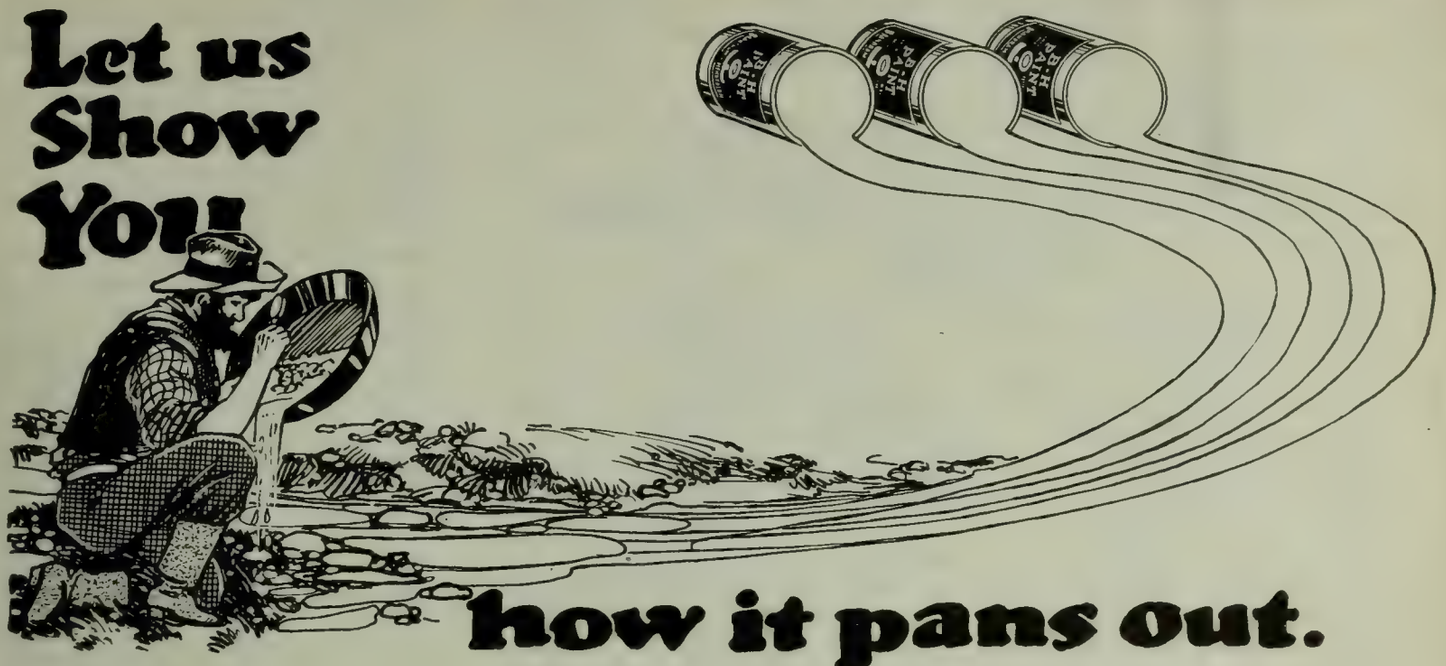
There is no change in white lead in oil quotations. The demand continues good. Prices will probably remain at following figures: Five ton lots, $15.85 per 100 pounds; one ton lots, $16.35, and in smaller quantities, $16.70.

Glass and Putty In Good Demand

Toronto.

There is a good demand for glass and putty. Glass is quoted at 30 per cent. off the list adopted September 1, and shown in last week's issue. Putty prices

Let us Show You



how it pans out.

Our offer to you of the B-H Agency is a golden opportunity for the improvement of your business. From the day you accept this Agency you will observe a steady increase in the business coming your way. Just as a miner judges a "placer" stream by the amount of gold it leaves in the bottom of his pan, so you should judge the value of a Paint Agency by the amount of profit it leaves in your hands. If the Paint line you now represent does not seem to be "panning out" right, consider seriously a change to B-H—the value of which line you can safely estimate by the manner in which it has "panned out" for others.

We can tell you of merchant after merchant, who had found his business "made over" by the linking-up of his store to our splendid proposition.

Not only are the B-H Products of a quality calculated to attract the best trade of your community—but allied with that quality feature is a most remarkable degree of co-operation. We look upon our relationship with our Agents as a partnership arrangement—and we do all in our power to aid them in getting the maximum of gold out of the stream of business which the B-H proposition sets flowing their way.

If we are not represented in your locality, write us for particulars of our attractive agency proposition.

It is certain to pan out well for you

"Save the surface and you save all" *Paint & Varnish*

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

are firm, but unchanged at following levels:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$ 35	$5 60	$5 95

Do., 100 lb. iron ...	6 20	6 45	6 80
Do., 25 lb. iron	6 45	6 70	7 05
Do., 12½ lb. irons..	6 70	6 95	7 30
Bladder, in barrels ...	7 10	7 35	7 70

PRACTICAL POINTERS FOR PAINT SELLERS

THE last few years have brought about very radical changes in the character of many materials of first importance to civilization, which earlier periods had come to look upon as fixed for all time. This can be truly said of structural and tool steel, of leather, of gasoline, and of many other materials employed in the arts. A number of these changes have been brought about by increased difficulty of securing adequate supplies of the raw materials for manufacture, some doubtless from the desire to produce cheaply, others, that a large market might be obtained through lessened prices. But most of these changes have been due to actual improvement in the final product or the special adaptation of certain varieties of that product to definite ends.

No single article illustrates this latter point better than paint. Whilst basic lead carbonate to a large extent remains the most characteristic component of paint, it by no means follows that, for all purposes to which paint is put, that a lead pigment is best. Paints are now largely manufactured with special reference to their use, and any standardization of paints which will be just and reasonable must take this fact into consideration. A paint is not necessarily fraudulent because it has not lead as its base. It is fraudulent if it misrepresents either what it truly is or what it can effect.

With this idea of paint clearly understood we can now go further and explain the use of the principle basic raw materials and why they are, or are not used.

Basic carbonate white lead, or ordinary white lead, is a chemical substance made up of lead, carbon, oxygen, and the elements of water. It is produced by three processes, the products of each process differing somewhat in physical qualities but are essentially the same chemically. Carbonate white lead has very high opacity or hiding power and is easy to work. It gives paint or enamel "body" or "covering capacity," by which is meant hiding power.

It, however, lacks the best spreading power, and has a tendency to "chalk" or dusting off early; it also darkens readily in the presence of certain atmospheric gases, especially hydrogen sulphide.

White lead combines readily with linseed oil and increases the drying properties of the oil.

Basic sulphate white lead. Like all pigments produced by sublimation process, sublimed white lead possesses in its ultimate particles a fineness far superior to that of pigments otherwise produced. On account of the extreme fineness of its particles it does not settle out of liquid mixtures. It resists the discoloring action of hydrogen sulphide and other harmful gases in the atmosphere longer than any other lead pigment. It is uniform in composition, is non-poisonous, and has no destructive effect on the paint vehicle. Paint manufacturers early recognized these characteristics, and the paint manufacturing industry consumes practically the entire production. When used alone, it "chalks" rather more freely than carbonate white lead.

Sublimed blue lead is a "fume" product, with spreading power in oil very high. Its percentage of lead is as high as in other lead pigments. It remains well in suspension and brushes well, having better tooth than most lead pigments. It is practically inert in linseed oil and is not affected by atmospheric gases. U.S. Government bureau tests place it high among the class of rust-inhibitors for use on metal work.



The accompanying window display was recently put in for the Mills Hdwe. Co. of Hamilton by Chas. Byford, who describes the layout as follows: "The background of the cutlery display was made of wallboard finished with flat paint, cream and dark green. The wall pockets on the background were also made of wallboard. The floor was covered with wallboard and painted in eight-inch squares, cream and green, to match the background. This makes an excellent floor covering for window displays and can easily be taken out and re-painted. Black velvet was used to drape the pedestal, etc., and for covering the cork discs on which pocket knives and scissors were shown. The centre display of pocket knives was made on a six-inch ball of cork (which was gilded) and supported by four large jack knives. The four display panels in the background used for showing butcher knives, etc., were made of wallboard and painted cream and green. The knives were shown up to advantage on these panels. The use of manufacturer's advertising together with a show card and numerous price tickets completed the display." Read of the result obtained from this display on the next page.



Turn-overs Instead of Left-overs!

WHEN you figure it up at the end of the year, the line that fattens your profits is the line that makes a quick turn-over — and *does it often!*

When a small dealer takes on a new line for the first time, and inside of a year re-orders from three to four times, exceeding his initial order each time — *he's handling a live one.*

Hundreds of Pratt & Lambert Dealers are doing this every year because "61" Floor Varnish is a varnish with a million friends. For 30 years people all over this continent have been buying "61" and telling their friends how good it is! This Fall a lot more people will know about "61" through a big, hard-hitting series of full-page advertisements in the magazines going to millions of householders.

Hundreds, perhaps thousands, of these readers are right in your own community and they're going to spend money for "61" *somewhere* in your town!

You are going to buy varnish of *some kind* before Fall and your stock will make a quick turn-over if you're prepared to sell your customers the kind of varnish they'll want! The money you spend for "61" Floor Varnish will return to you quickly with a nice profit and you'll have a clear conscience about it because "61" will stand hard knocks and water without cracking or turning white.

It's a varnish with the good-will of a million people and a quality reputation of over 30 years' standing. Cash in on it now! Just a postal will bring the details!

PRATT & LAMBERT-INC.
VARNISH MAKERS 70 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONTARIO

Factories
Bridgeburg, Ontario New York Buffalo Chicago

"61" FLOOR VARNISH

for floors, furniture and all Woodwork

Made in Eight Colors

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — —B.B. Caps 25%, B.B. Caps, 20%; 22 short, black, 22 long, black, 22 long, smokeless, 20%; zz short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; centre fire pistol, add 35% list; centre fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Canuck" Shells, Smokeless, $41 per M. net; empty shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers——Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.45-$17.35; Montreal, $18; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, add 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 10% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.....	$13 25	$16 00
Hunters' Axes	11 00	12 00
Boys' Axes	12 00	14 00
Double Bit	16 50	19 50
Bench—No. 2, doz....	12 50	13 20
No. 3, doz....	13 50	14 20
No. 4, doz....	14 50	15 25

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BARS, CLOTHES

No. 1, dozen	$ 9 60
No. 2, dozen	12 00
No. 3, dozen	9 60
No. 4, dozen.....	1 00
No. 5, dozen.....	13 00
No. 6, dozen.....	15 00

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.....	$4 00
No. 2 x 50, lb.....	5 00
No. 3 x 60, lb.....	7 50
No. 4 x 100, lb.....	10 00

F.O.B. Montreal, Toronto.

BOARDS, BAKE

No. 1, 18 x 24 in., dozen..	$ 8 50
No. 2, 18 x 28 in., dozen..	10 50
No. 3, 20 x 30 in., dozen..	12 00

BOARDS, SLEEVE—

No. 3, dozen.....	$ 5 50

BOARDS, IRONING— —

No. 1, dozen	$21 00
No. 31, dozen.....	$11 00
No. 32, dozen.....	12 00
No. 35, dozen.....	26 00
No. 36, dozen.....	30 00

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia and smaller, 6 in. and shorter, 35%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, 20%.
Carriage Bolts ($1 list), 7-16 dia. and larger, 15%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 40%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 25%.
Machine Bolts, 7-16 in. dia. and larger, 25%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 50%.
Square Head Blank Bolts, 25%.
Bolt Ends, 25%.
Plow Bolts, 30%.
Elevator Bolts, 25%.
Fancy Head Bolts, 25%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3 list), 25%.
Whiffletree Bolts, 25%.
Nuts, square, blank, add to list, 75c.
Nuts, square, tapped, add to list $1.00.
Nuts, hexagon, blank, add to list $1.00.
Nuts, hexagon, tapped, add to list, $1.25.
Stove Bolts, 65%. Tire Bolts, 50%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb...11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 41
Rods, base ½ to 1 in., round	0 39
Tubing, seamless, base.....	0 46

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal., extra heavy.....	$12 50
30-gal., Standard	11 00

BOARDS (Wash) Zinc

	Doz.
Pony	$2 35
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel).....	8 00
Beaver (brass)	7 35
Diamond Ring (glass).....	6 30

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	Net
No. 800	add 5%
No. 838	5%
No. 808	5%
No. 804	12½%
Nos. 802, 842, 844.....	5%
No. 810	add 12½%
No. 814	add 25%
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, list + 10%.
Triplex Spring Hinges, 5%.
Chicago Mortise Floor (5,000), 15%.
Chicago Relax Floor (6,000), 20-20%.
Chicago Premier (4,000), 7½%.
Chicago Aisx (3,000), 20-5-2½%.
Lavatory Door Hinges, 5%.
Chicago Screen Door (2,000), 40-5%.
Chicago Screen Door (3,000), 25-5%
Sagless Gate Hinge, 20-20%.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc. B.B.B.

CHAIN

	Proof Coil Mont'l	Proof Coil Tor'to	Welded Mont'l	Welded Tor'to
3-6 in. ..				
¼ in. ...				
5-16 in...				
⅜ in. ...				
7-16 in...				
½ in. ..				
⅝ in. ..				
¾ in. ..				
⅞ in. ..				
1 in. ...				

Electric Welded

	B.B.	B.B.B.
⅛ in. ..		
3-16 in...		
¼ in. ..		
5-16 in...		
⅜ in. ..		
7-16 in...		
½ in. ..		
⅝ in. ..		
¾ in. ..		

F.O.B. Toronto, Montreal

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.		
5-16 in.		
⅜ in.		
7-16 in.		
½ in.		
⅝ in.		

Electric Welded B.B.B.—Chain, ¼ in., 5-16 in., f.o.b. Toronto.

Cow ties, 20%; trace chains, net list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 37½%; stall fixtures, No. 1 or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.40 dozen; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c. per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4.00; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

Step ladder, dozen $33 00

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 15% f.o.b. St. John, N.B.

CHOPPERS, FOOD

Universal—Dozen—No. 0, $21.00; No. 1, $25.50; No. 2, $31.00; No. 3, $39.50.

Russwin—Dozen—No. 0, $19.20; No. 1, $23.40; No. 2, $28.20; No. 3, $36.60.

F.o.b. Montreal, Toronto.

CLOTHES LINE (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths...	$6 85
17—7strand, 50 ft. lengths...	7 00
18—6-strand, 100 ft. lengths...	5 60
18—6-strand, 50 ft. lengths...	5 88
19—6-strand, 100 ft. lengths...	4 50
19—6-strand, 50 ft. lengths...	5 00

F.O.B. Montreal, Toronto, London.

COPPER Montreal, Toronto

Casting ingot, see weekly report.

Rods, ½ to 2 in.....	0 41	0 42
Soft sheets, base, 16 oz. and heavier.....	0 42	0 43
Tubing, lb.	0 46	0 47

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	77
No. 7, lb.	76
Nos. 8, 9, 10, 12.....	76

F.O.B. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal, Montreal, Toronto

Ordinary, 52 sheets..	$7 75	$7 35
Do., 60 sheets	7 85	7 45

COKE, TIN PLATES

	Per box
IC, 20x28 base	$16 00
IX, 20x28 base	21 00
IXX, 20x28 base	23 00
IXXX, 20x28 base	25 00

F.O.B. Toronto.

TERNE PLATES

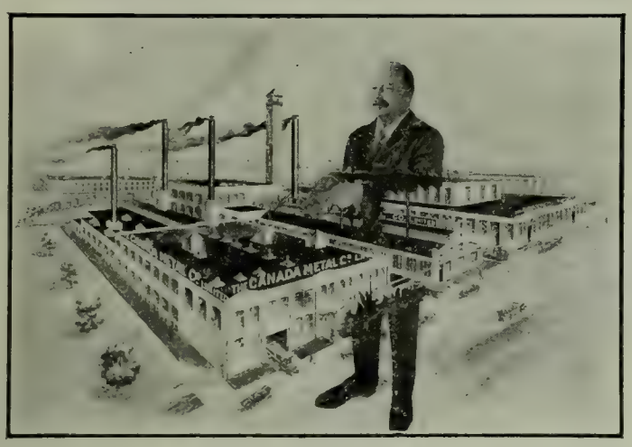
IC, 20x28, 112 sheets..... $19 00
F.O.B. Toronto

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

HARDWAREMEN



We Make

BAR SOLDER
WIRE SOLDER
SHEET LEAD
LEAD PIPE

Babbitt Metal for Every Requirement.
Harris Heavy Pressure Bearing Metal

THE HARDWARE BRAND

THE CANADA METAL COMPANY Limited

TORONTO - MONTREAL - WINNIPEG - VANCOUVER

Which Bicycle Dealers Are Making Most Money?

In practically every case, you will find it is those who sell

C·C·M· Bicycles

"Made in Canada"

The reason is not far to seek, C. C. M. Bicycles are favorably known by practically every bicyclist in Canada. So they are easy to sell.

The STAY sold, and give good service because they are BUILT RIGHT. Every purchaser becomes a booster for you and for your store. Each year your business becomes larger and more profitable.

These are facts which mean a lot to you.

The Principal C.C.M. nameplates are:

Massey
Gendron
Columbia
Ivanhoe
Perfect
Cleveland
Brantford
Red Bird

Canada Cycle & Motor Company, Limited

Montreal Toronto WESTON Winnipeg Vancouver

CLOCKS

Big Ben	$3 20
F.O.B. Montreal, Toronto, London	
Good Morning, each	1 30
Lookout	1 75
Sleepmeter	1 84

Hamilton

CROWBARS, $9.60 per 100 lbs.

DRILLS—

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.

List each.			
1/8	$0.45	19/32	$1.20
5/32	.45	5/8	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
3/8	.80	27/32	2.00
13/32	.85	7/8	2.10
7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	3/8	$ 8 50
1/8	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	5/8	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	7/8	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	40%
Straight Shank	40%
Straight Shank, wire	40%
Taper Shank	40%

DOORS

See Screen Doors.

F.o.b. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 20%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list. Net prices Class B, black, 26c lb.; Class C, 17c lb.; galvanized, Class B, 36c lb.; Class C, 26c lb.

Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 50
Under 40 lbs.	4 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼".	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼".	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36
F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 10%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles, net list. All neck-yokes, whiffletrees and doubletrees, 10%. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, net list.

F.o.b. St. Thomas, London, Strathroy, Toronto, St. Mary's.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices. Figured at 5% off list.

	Strap Doz. pairs.	Tee pairs.
4-inch	$ 2 85	$ 2 43
5-inch	3 52	3 04
6-inch	3 80	3 42
8-inch	5 13	3 90
10-inch	9 12	6 94
12-inch	11 31	11 02
14-inch	12 92	11 20

Light, Net Prices. Figured at 5% off list.

3-inch	$ 0 95	$ 0 95
4-inch	1 14	1 05
5-inch	1 33	1 24
6-inch	1 62	1 43
8-inch	1 70	2 35
10-inch	2 25	3 30

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 35%.

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 75
Lightning	13 25
Heath's	13 25

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 40	$5 00-$5 50
No. 3, per doz.	4 50	5 50- 6 40
No. 4, per doz.	4 60	6 00- 7 40
Little Giant	6 25	....- ....
Barden Patent	6 25	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated, ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.15 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$1 85
Mrs. Potts, No. 50, nickel-plated, set	1 90- 1 95
Mrs. Potts, handles, japanned, doz.	1 65
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	$4 00 4 10
Canadian Beauty Electric Irons—	
Style A	4 50
Style B	4 88
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, Etc.

Step Ladders	Per ft.
Perfect, 6 to 16 ft. only	$0 34
Hercules, 4 to 10 ft.	0 36
Hercules, 12 to 14 ft.	0 41
Faultless, 4 to 10 ft. only	0 32
Ontario, 4 to 10 ft. only	0 29
Shelf Lock, 4 to 8 ft. only	0 24
Gardner, No. 1	0 21
Do., No. 2, bolted	0 23
Dominion, No. 3	0 25
Do., No. 4, bolted	0 28

Single and Fruit Picking

10 ft. to 16 ft.	22c ft.
18 ft. to 20 ft.	25c ft.

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 26
36 to 40 ft.	0 29
44 ft.	0 32
Over 44 ft.	0 42

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London. Montreal.

LANTERN GLOBES Dozen

Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby	$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$1 90-$2 00
Steel Thumb, No. 3	2 50- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$11 00
Dowswell	11 25
Noiseless	15 50
Hamilton	12
Ottawa	11 50
Peerless	11 50
Snowball	17 00
Momentum	18 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	22 00
Ideal Power	28 00
Seafoam, electric	110 00
Seafoam, engine drive	50 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	11 50
Popular, No. 2	11 00
Economic	13 50
Champion	18 50
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, 1 Tub, engine drive	51 50
Do., do., electric	111 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Perfection, engine drive	59 50
Perfection, electric	119 50
Gem	18 50
Winner	17 00
Connor Improved	10 75
Jubilee	10 25
Canada First	21 00

Discount, 30% and 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$13 00
Pick, doz.	13 00

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$29 40
No. 8, dozen	33 60
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	5 25 5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10	2 50 3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $4.80.

Sault Ste. Marie, Port Arthur, Fort William, $5.05 base, f.o.b. factory; no freight allowance.

Consider the Advantages of a Complete Line of Paint

ONE product will often sell another, so a pleased user of paint will frequently return for varnish, enamel, etc. of the same brand. There is one complete line, the introduction of which will show increased sales.



CANADA PAINT

The Paint of Merit

This is a really complete line of paints and varnishes, backed up by the most aggressive advertising methods. There is a perfect finish for every surface. Nothing has been overlooked. Whatever the surface may be, the perfect finish for its protection and for beautifying it, is to be found in the Canada Paint line.

Write us to-day for a copy of our free booklet "Paint and Varnish as a profitable investment for a merchant" which also describes in detail the full C. P. Agency Proposition.

The Canada Paint Co.

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HALIFAX MONTREAL TORONTO
WINNIPEG CALGARY

The Canadian Who Bullied the Bolsheviks!

WHEN war broke out, Colonel "Klondyke" Boyle took across, at his own expense, 200 staunch Yukon volunteers. He was sent to Southern Russia, and in six weeks turned the transport system there from chaos into efficiency. He fed the starving Russian and Roumanian armies. He arranged temporary peace terms between Bolsheviks and Roumanians. Aided by twenty Chinese murderers and a brave Canadian girl, he bluffed the Bolsheviks and Austrians, in a tremendous exploit which won for him the title "Saviour of Roumania," and the personal thanks of the Roumanian royal family.

Read this story of "Klondyke" Boyle, by Arthur Beverley Baxter, in September MACLEAN'S—it starts on page 13.

"Growing Under Gouin"

—tells the amazing story of development of Quebec Province during the past fourteen years —in road-building, finances, industries and education.

"Meet Mr. Habitant"

—What does the rest of Canada know about the Habitant of to-day? Does he talk like Drummond's poems? This article, by Thomas M. Fraser, forcibly depicts the assets Canada has in French-Canadian stability and thrift, and will go far to remove any lingering prejudices which may exist in some minds.

Other Big Features

The Crowning of the King—By J. K. Munro, the pungent, pithy, political pundit.

Nuorteva's Propaganda—By C. H. Cahan, K.C., recently Director of Public Safety.

The White Eagle at Niagara—By Major C. R. Young, late adjutant Polish Army Camp.

The Problem of Our New Canadians—By Nellie McClung.

His Majesty's Well-Beloved—By Baroness Orczy.

Canada's Great National Asset—By D. B. Hanna, president Canadian National Railways.

Teddy Bear—A wonderful, poignant, Robert W. Service poem.

On Leave—A light, frolicsome story by Harry Bailey.

Evil Spirits—Another Bulldog Carney story, by W. A. Fraser.

Ebb and Flow—A new story by C. W. Stephens, who wrote "Man and Wife."

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How Much Is It Worth To Have No Complaints?



If the wringer or washer you sell does not give satisfaction, you get the complaints. You are blamed, although it is not your fault. You lose a customer perhaps more than one, because women compare notes on such things.

Sell **ARROW BRAND** Wringers and our dependable line of Hand and Power **WASHING MACHINES**. You can consistently recommend them, and we will stand back of you to the limit.

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Makers of every type of hand or power washing machine of merit. Also ARROW BRAND Clothes Wringers.

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MONTREAL, QUE.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $4.75 base; Toronto, $4.75 base; London, $4.75; Hamilton, $4.75; no equalization of freights.

Roofing Nails—American, large head, keg, $8.50; 25-lb. boxes, per 100 lbs., $9.00.

F.o.b. Montreal, Toronto, Hamilton.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	$4 85
36-inch, per roll	6 25
48-inch, per roll	7 25
60-inch, per roll	8 60
72-inch, per roll	9 85

Put up in 10 rod rolls.

OAKUM

Best (American)	$21 00-$22 00
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (unspun)	.....
U.S. Navy (spun)	21 50
Plumbers (spun)	9 50

F.o.b. Montreal, Toronto.

OILS

	Montreal	Toronto
Royalite, gal.	0 22½	0 21½
Palacine, gal.	0 25½	0 24½
Gasoline, net, gal...	0 33	0 32
	List	Gallon
Black oil (Summer)	0 14½	0 13½
Black oil (Winter)..	0 16	0 15
Imperial Kerosene Tractor	0 59	
Capital cylinder	0 62	0 58
Machine oil, regular grades	0 36	0 36
Standard gas engine oil	0 40½	0 37
Parafine	0 25	0 21

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list.	0 90
Polarine A, list	1 00
Gargoyle Mobiloil, list	1 30

List, less 25% on above.

Fuel oil, bbls. net	0 08
Fuel oil, tank cars, net	0 07

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	$1 10-$1 20
Dry Fibre, No. 2 roll	0 60
Anchor Brand	1 20
Rosin Sized Sheeting, red	1 05
Do., blue	0 70
Tarred Fibre, No. 1 roll	1 25-1 30
Tarred Fibre, No. 2 roll	0 78
Surprise Fibre	0 66
Tarred felt, per cwt.	3-80-90
Cyclone (dry)	1 20
Cyclone (tarred)	1 30
Joliette (dry fibre)	0 60
Monarch Sheathing (per 100 lbs.)	4 00
Asbestos sheeeting (per 100 lbs.)	13½ 0 15
Carpet Felt, 16 oz. per 10 100 lbs.)	4 75
Straw, sheathing, dry, per cwt.	3 05
Do., Do., tarred, per cwt.	3 20

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—

5 to 6 lbs., doz.	$11 00	$11 25
6 to 7 lbs., doz.	12 00	12 25

Rock—

7 to 8 lbs., doz.	13 00

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 45
4 gross (cartons), 4½ in.	1 45

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 40, July 4, 1919.

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	$....
¼ in..	4 53	6 66	5 13	7 26
⅜ in..	4 53	6 66	5 13	7 26
½ in..	5 99	7 57	6 84	8 42
¾ in..	7 53	9 66	8 68	10 81
1 in..	11 14	14 28	12 84	15 98
1¼ in..	15 07	19 32	17 37	21 62
1½ in..	18 01	23 10	20 76	25 85
2 in..	24 24	31 08	27 94	34 78
2½ in..	38 90	49 73	....	....
3 in..	50 87	65 03	....	....
3½ in..	64 86	81 88	....	....
4 in..	76 85	97 01	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$27 94	$34 78	$31 64	$38 11
2½ in..	40 66	51 48	46 51	57 38
3 in..	53 17	67 32	60 82	74 97
3½ in..	66 70	83 72	75 90	92 92
4 in..	79 03	99 19	89 93	110 09
4½ in..	88 00	113 00	107 00	132 00
5 in..	103 00	132 00	125 00	154 00
6 in..	133 00	171 00	162 00	200 00
7 in..	175 00	224 00	211 00	259 00
8 in..	184 00	235 00	221 00	273 00
8 in..	212 00	271 00	255 00	314 00
9 in..	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in..	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham. Guelph, Hamilton, London, Montreal, Toronto, Welland.

WROUGHT NIPPLES

4" and under, 80%.

4½" and larfer, 70%.

4" and under, running thread, 50%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy pipe, to to 6 inch	20%
Medium and extra heavy fittings, 2 to 6 inch	35%
8 inch pipe and fittings	15%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

POLISH (O-Cedar)

4-oz. bottles, doz., list.	3 00
12-oz. bottles, doz., list.	6 00
1-qt. can, doz., list.	15 00
½-gal. cans, doz., list.	24 00
1-gal. cans, doz., list.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton

Size	Case	Doz.	Case
¼ pts., 3 doz.		$1 15	$3 40
½ pts., 3 doz.		2 10	6 00
Pints, 2 doz.		3 15	6 00
Quarts, 2 doz.		4 65	9 00
½ gal., 1 doz.		8 40	8 40
Gal., ½ doz.		....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron Burrs, 37½%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Amazon, 1 ply	$2 05
Amazon, 2 ply	2 35
Amazon, 3 ply	2 70
Samson, 1-ply roll	2 50
Samson, 2-ply, roll	2 95
Samson, 3-ply, roll	3 50
R. S. Special, 1 ply	1 75
R. S. Special, 2 ply	2 00
R. S. Special, 3 ply	2 25
Everlastic, 1-ply	1 90
Everlastic, 2-ply	2 20
Everlastic, 3-ply	2 55
Good Luck, 1-ply	1 80
Good Luck, 2-ply	2 10
Good Luck, 3-ply	2 45
McCombe, Sp., 1-ply	1 70
McCombe Sp., 2-ply	1 95
McCombe Sp., 3-ply	2 30
Panamoid, 1-ply	1 70
Panamoid, 2-ply	(95
Panamoid, 3-ply	2 30
Black Cat, 1-ply	2 05
Black Cat, 2-ply	2 35
Black Cat, 3-ply	2 70
Black Diamond Ready Roofing, 2-ply	....
Black Diamond Ready Roofing, 3-ply	....
Liquid roofing cement, per gal., in barrels	0 31
5 and 10 gal. lots, per gal.	0 44
Coal Tar (refined), bbl.	8 25
Roofing Pitch, per cwt.	1 20

F.o.b. Toronto and Montreal.

ROPE

	Lb.
Pure Manila basis	32
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	25

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	25
Double lath yarn	25½
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis. On application	
Cotton, ⅛ in.	0 82
5-32 in.	0 81
3-16 in.	0 74-77½
¼-in. and up	0 73-76¼

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.20 dozen; 761 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 752B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $5.00.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge, Steel	$4 35
103, 50 ft. Reliable Jr., Steel	4 45
243, 50 ft. Rival, Steel	3 85
1243, 50 ft., Rival Jr., Steel	3 60
603, 50 ft., Metallic	3 25
604, 66 ft.	3 65
403, 50 ft., Linen	2 35
	Dozen
713, 50 ft., Ass Skin	6 00
714, 66 ft., Ass Skin	7 00
143, 3 feet, Steel Pocket	7 50
145, 5 ft., Steel Pocket	10 20
175, 5 ft., Linen Pocket	5 85
165, 5 ft., Cotton Pocket	1 50

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

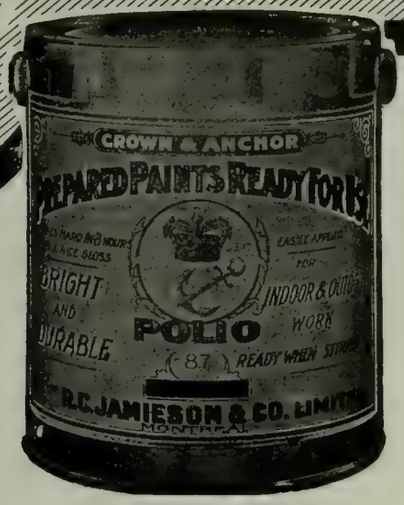
Champion list prices subject to discount of 5%; Standard scales, 10% discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$15 75
Golden Clipper	16 75
Little Giant	17 75
Bush	16 25

F.O.B. London, Tronto, Montreal.

JAMIESON'S



"Save the surface and you save all" *Paint & Varnish*

Covers More Space At Less Cost Than *Any Other* Paint

Customers who keep a diligent eye to the practice of ECONOMY, and demand RELIABLE PRODUCTS, are invariably users of Jamieson's Anchor Brand Paints and Varnishes.

As the "Anchor" holds the ship from drifting, so does Jamieson's paints hold customers to your store by sheer strength of quality and durability.

Write To-day

R. C. JAMIESON & CO., Limited, Montreal, Canada

ESTABLISHED 1858

CALGARY Owning and Operating P. D. DODS & CO., LIMITED VANCOUVER

SNATHS Doz.

00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	77½%
Wood, R.H., bright	75 %
Wood, O.H., bright	75 %
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	20

Wooden Bench Screws

Dozen	$7 80

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

10¾ oz.	$8 10
U.S. 28	7 70
U.S. 26	7 40
22 and 24	7 10
18 and 20	7 10
16	6 95
14	6 80

F.O.B. Hamilton and Toronto.

SHINGLES, METAL

Standard, galvanized	$10 00
Standard, painted	8 00

Discount 7½%.

SIDING, METAL

Standard, galvanzed	$8 50
Standard, painted	6 50

Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS

Base, 3 to 8 lbs., 56c, f.o.b. Toronto and Hamilton.

SOLDER, BAR

See weekly report

SPOUTS, SAP

Eureka, per M	$13 50	$16 50

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$18 75
Perfection No. 33, 3-burner	24 25
Perfection No. 34, 4-burner	30 75
No. 22G oven for above stoves	7 25

Discount, 25% off list.

Freight allowed on shipments of 12 stoves.

McClary Glass Front Oven No. 70, each, net	4 25
Detroit Glass Front Oven, No. 85, each, net	4 50

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters.	List
No. 525, each	$ 7 00
No. 530, each	8 25
No. 630, each	10 25

Discount 25% off list.

Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—

No. 33, per doz.	$34 50
No. 98, per doz.	18 50
No. 99, per doz.	23 00
Star, No. 1, doz.	21 00
Star, No. 2, doz.	24 00
Adjustable Pin, No. 44, doz.	30 00

STRETCHERS, WIRE

Hercules, doz.	$2 60
Sampson, doz.	7 50

TACKS Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 and 10%
Shoe findings list adopted July 5, 1917	Net List
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Canadian Beauty	$4 50
Upright, with rack	6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount. F.O.B. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	16 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	List less 10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1	$ 2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1	3 45
Newhouse, No. 1	5 00

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

500 ft.	$0 22
550 ft.	0 23¾
600 ft.	0 25
650 ft.	0 26½

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.O.B. Montreal, Toronto, Brantford, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb	0 71 -0 77
4-ply wrapping, lb.	0 78½-0 80

Montreal.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.O.B. Newmarket.

VALVES %

Compression work, standard	44
High grade	40
Fuller work, standard	40
Basin cocks, No. 0, standard	35
Nos. 1 and 2	35
Bath cocks, compression	45
Flatway stop and waste cocks, standard	44
Roundway stop and waste cocks, standard	44
Brass steam cocks, standard	Net list
Radiator valves, standard	31
Do., removable seat	Net list
Globe, angle and check valves, standard	20-22½%
Do., Jenkins Disc	22
JJenkins Valves	Net list
Standard Gate	25

F.O.B. Toronto.

Penberthy Brass Valves

Compodisk Valves	5-2½%
Gate Valves	15%
Regrinding Valves	5%
Swing Check Valves	Net List

WARES, ETC.

Scotch Grey Ware, 50 and 10%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%; White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, net list.
Tinners' Trimmings, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry pans, 40 and 10%.
Pieced Tinware, C.B., list, plus 50%.
Spiders, steel, 10% off; cast iron, 10%.
Fire Shovels, japanned, list, plus 10%.
Steel Sinks, painted, list plus 25%.
Steel Sinks, painted, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30% and 5%.
33 1-3%.
Stove Pipe Thimbles, 50%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Nickel-plated Ware, 50%.
F.O.B. Montreal, Toronto, London, Hamilton.

WROUGHT WASHERS

Rain plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00, 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$4.75	$4.00	$4.75
Section, ½lb., per 100 lbs.	4.75	4.50	4.50
Solid, 3 to 30 lbs., per cwt.	3.25	3.25	3.25

WHEELBARROWS

Navvy, steel wheel, doz.	$63 00
Garden, steel, doz.	64 25
Light garden, doz.	46 80

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

Cut Hay Wire.	Per 100 lbs.
No. 9	$5 40
No. 10	5 50
No. 11	5 55
No. 12	5 65
No. 13	5 75
No. 13½	5 75
No. 14	5 95
No. 15	6 15
No. 16	6 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Fine wire, list plus 20%.

Smooth Steel Wire.

Nos. 0-9 gauge, base	5 00

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	45 and 5	45 and 5	45 and 5
Draining Tools	45 and 5	45 and 5	.....
Hollow Back Scoops	45 and 5	.....	45 and 5
Sand Shovels	45 and 5	.....	45 and 5
Hollow Back Shovels	45 and 5	.....	45 and 5
Hollow Back Coal Shovels	45 and 5	.....	45 and 5
Riveted Back Scoops	45 and 5	45 and 5	45 and 5
Miners' Spring Point Shovels	45 and 5	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's Doz.

American Queen, nickeled fittings, Cyco ball bearing	$51 00
Club, jap. Cyco bearing	108 00
Champion, nickeled fittings	43 00
Champion, japanned fittings	36 00
Grand, nick., Cyco B.B.	64 00
Grand, jap., Cyco B.B.	57 00
Grand Rapids, nick., Cyco B.B.	48 00
Grand Rapids, jap., Cyco B.B.	41 00
Parlor Queen, nick., Cyco, B.B.	54 00
Princess, nick., Cyco B.B.	49 00
Standard, nickeled fittings	44 00
Standard, jap. fittings	37 00
Universal, nick., Cyco bearing	46 00
Universal, jap., Cyco bearing	39 00

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, nickeled	$124 00
Household, japanned	110 00
Superba, nickeled	140 00

F.O.B. factory, Niagara Falls, Ont.

SWEEPERS (ELECTRIC)

Steel frame	$36 40
Aluminum frame	43 90
Attachments, set	8 25

F.O.B. Toronto, Hamilton, London.

THE varnish that gives floors a hardwood finish—brings out the natural grain perfectly.

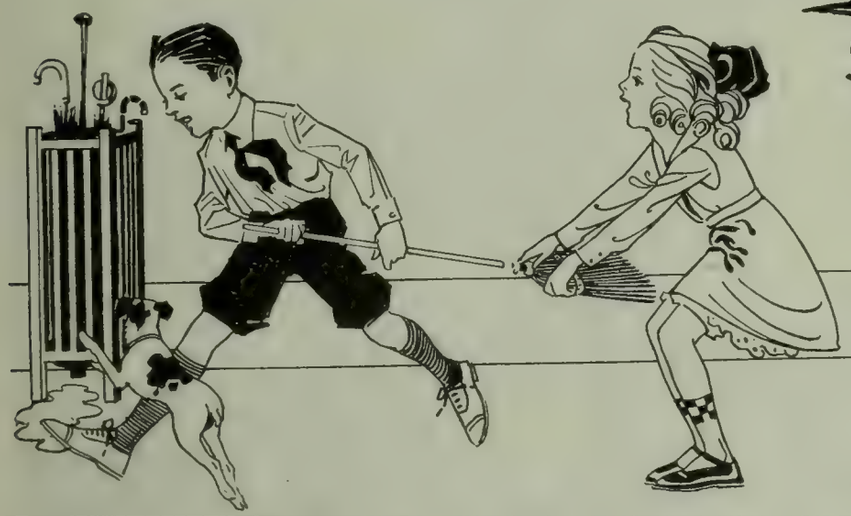
Specially made for the hard usage to which floors are subjected.

—impervious to water—even boiling water won't hurt it;
—elastic—don't show tell tale heel marks;
—durable—don't show white marks when scratched.

The Floor Varnish that Satisfies the Customer.

BRITISH AMERICA PAINT CO., LTD.

VICTORIA VANCOUVER CALGARY EDMONTON REGINA





The Paint Man's Best Friends

BOWSER Paint Oil Storage Outfits

They prevent evaporation and gumming; leakage and spillage. Keep the oils pure and clean; keep the oil room clean and free from fire hazard.

Measure oils accurately, quickly, without loss and in a clean satisfactory manner.

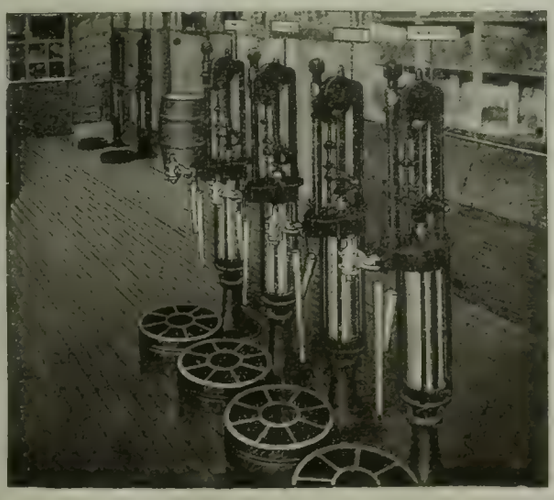


Fig. 115 Pumps on Sales Floor. Tanks anywhere in basement.

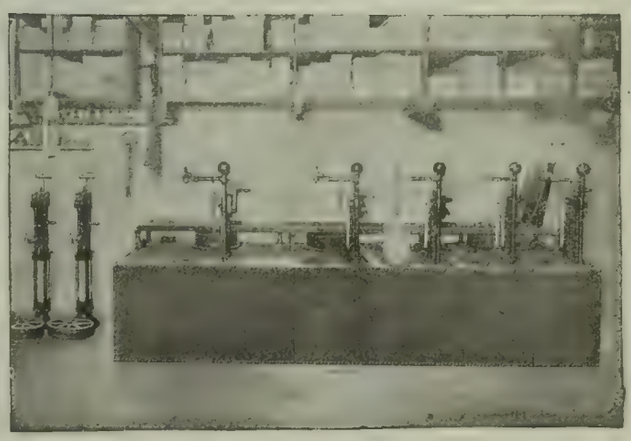


Fig. 109 First Floor Outfits.

May be installed where most convenient: require but little floor space.

BOWSER Storage Is: Systematic—Clean—Saving Sanitary—Practical—Safe

It makes the handling of paint oil a pleasure and profit instead of a burden and loss.

S. F. BOWSER COMPANY, Limited

66-68 Frazer Avenue,
TORONTO, ONTARIO, CANADA

Sales Offices In All Centers **Representatives Everywhere**

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 0lbs. F.o.b. Montreal, Toronto, London.

BRONZING LIQUID
Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	12c	12

COLORS (DRY)	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs...	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 09½
Do., pure, 100 lb. kegs..	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs..	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 09½
Do., pure, 100-lb. kegs..	0 15
Imp. green, 100-lb. kegs....	17-19
Chrome green, pure.....	0 35
Chrome yellow	25-41
Brunswick green, 100-lb. kg.	12-14½
Indian red, 100-lb. kegs...	15-20
Indian red, No. 1, 100-lb. k.	06-10
Lamp black	0 23-0 25
Venetian red, best bright..	07-09
Venetian red, No. 1	0 05½
Drop black, pure dry	0 09½
Golden ochre, 100-lb. kegs..	0 12
White ochre, 100-lb. kegs.	05½-06
White ochre, barrels.....0	04½
Yellow ochre, barrels	0 03½
French ochre, barrels.....	06-10½
Spruce ochre, 100-lb. kegs..	0 07-8
Canadian red oxide, bbls..	0 03½
Super magnetic red	0 05
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1 lb. tins—

Venetian red	23-30
Indian red	0 30
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure.	25-28
Greens, pure	28-38
Siennas	0 34
Umbers	0 34
Ultramarine blue	45-48
Prussian blue	1 00
Chinese blue	1 00
Drop black	0 35
Ivory black	0 36
Signwriters' black, pure....	38-40
Lampblack	38-40
Marine black, 5-lb. irons...	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite $7	47½
B-H "White" Enamel 7	47½
C.P.C. Albagloss 5	75
Mooramel 7	00

GLUE	Per lb.
Discount—	
French medal (prices withdrawn).	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags.....	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags.	0 24

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25 .....$19	90	$22 90
26 to 34 20	80	24 85
35 to 40 21	80	26 40
41 to 50 23	50	30 00
51 to 60 24	60	30 80
61 to 70 26	50	32 70
71 to 80 29	70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 30%; over 3,500 feet an additional 5%.
Sheet glass, 5 to 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

Plates up to 1 foot, each $0	80
Plates from 1 to 2 feet, each 0	90
" 2 to 3 " 0	95
" 3 to 4 " 1	15
" 4 to 5 " 1	35
" 5 to 7 " 1	50
" 7 to 10 " 1	70
" 10 to 12 " 1	75
" 12 to 15 " 1	85
" 15 to 25 " 1	95
" 25 to 50 " 2	15
" 50 to 75 " 2	20
" 75 to 90 " 2	25
" 90 to 100 " 2	30
" 100 to 120 " 2	60
" 120 to 140 " 2	90
Plates 101 to 110 wide containing not over 100 ft. each... 3	00
Plates 111 to 120 wide containing not over 100 ft., each... 3	40
Plates 101 to 110 wide containing over 100 ft., each 3	40
Plates 111 to 120 wide containing over 100 ft., each 3	75

Trade Discounts, 30 and 5%.
City deliveries, 35%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.45 per doz. packpackages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure $16	00	$16 35
Crown Diamond 16	00	16 35
Crown, Pure 16	00	16 35
Green Seal 16	00	16 35
Ramsay's Pure 16	00	16 35
Moore's Pure 16	00	16 35
Tiger, Pure 16	00	16 35
O.P.W. Dec. Pure... 16	00	16 35
Red Seal 16	00	16 35
O.P.W. English 16	20	16 55
Elephant Genuine.... 16	50	16 85

B.B. Genuine Lead, less than tons, $18.50, Toronto; $18.15, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt...$12	00	$14 50
Genuine, 100-pound kegs, per cwt. 13	00	15 50
Less quantity 14	75	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE

	Per pound Dry	Paste
Barrels, 600 lbs. .. $....		$0 21
200s	0 32½	....
100s	0 33	0 22
50s	0 33	0 23
25s	0 34½	0 23
10s	0 35	....
5s	0 36	0 25
2s	....	0 26½
1s	0 39½	0 29
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

LITHARGE
Tons or over (cwt.).....$10 75
Smaller lots (cwt.) 11 75

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white $4	95
Elephant, colors 4	55
B.-H. English, white 5	05
B.-H. English, colors 4	85
B.-H. Floor 4	00
B.-H. Porch Floor 4	55
Minerva, white 4	90
Minerva, colors 4	65
Crown Diamond, white 4	80
Crown Diamond, colors 4	55
Crown Diamond, floor 4	00
B.-H. Fresconette, white..... 3	60
B.-H. Fresconette, colors..... 3	50
Moore's House Colors, white.. 5	00
Moore's House Colors, colors.. 4	80
Moore's Egyptian Paint, white 4	00
Do., colors 3	85
Moore's Floor Paint 3	75
Moore's Sani-Flat 3	75
Moore's Porch and Deck Paint 4	90
Jamieson's Crown Anchor ... 4	30
C.P.C. Pure, white 5	05
C.P.C. Pure, colors 5	55
O.P.W. Canada Brand, white. 4	80
O.P.W. Canada Brand, colors 4	50
O.P.W. Canada Brand, floor.. 3	75
O.P.W. Flat Wall, white..... 3	60
O.P.W. Flat Wall, colors..... 3	50
Ramsay's Pure, white 4	90
Ramsay's Pure, colors 4	60
Martin-Senour, 100%, white.. 5	05
Martin-Senour, 100%, colors.. 4	80
Martin-Senour, Porch Paint.. 4	55
Martin-Senour, Neutone, white 3	60
Martin-Senour, Neutone, colors 3	50
Senour's Floor Paint..... 4	00
Sherwin-Williams, white 5	05
Sherwin-Williams, colors 4	80
Sherwin-Williams, floor 4	00
Sherwin-Williams, porch floor. 4	55
Flat Tone, white 3	60
Flat Tone, colors 3	50
Lowe Bros., H.S., white 5	05
Lowe Bros., H.S., colors 4	80
Lowe Bros., hard drying floor. 4	00
Mellotone, white 3	75
Mellotone, colors 3	60
Sanitone, white 3	60
Sanitone, colors 3	50
Maple Leaf, white 5	05
Maple Leaf, colors 4	80
Maple Leaf, floor 4	00
Pearcy's Prepared, colors 4	25
Pearcy's Prepared,, white 4	50

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs....	$0 48
In kegs, about 250 lbs. ...	0 48½
In 50 lb. and 100 lb. drums	0 49
In 25 lb. drums	0 50
In 1 lb. packets, 100 lbs. in case	0 52
In ½ lb. packets, 100 lbs. in case	0 54

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY Standard	Montreal Less than tons	Toronto
Bulk, in casks	$5 65	$5 95
Bulk, 100-lb. drums..	6 50	6 80
Bulk, 25-lb. drums...	6 75	7 05
Bulk, 12½-lb. irons..	7 00	7 30
Bladder, in bbls.	7 00	7 70

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

ROSIN
Barrels, 100 lbs. $11 50
Less, per lb. 0 14

SHELLAC
Pure White, gal. (1 gal. tins), $7.25 to $7.40; pure Orange, gal. (1 gal. tins), $6.50 to $6.90; Gum Shellac, TN, $1 to $1.30 lb.; finest Orange, $1.25 to $1.50; bone dry white, $1.25 to $1.50. F.O.B. Toronto, London, Montreal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 60
Takof	2 75
O.P.W. Presto	2 75
Lingerwett	2 55-3 00
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
No. 1 Furniture, extra, barrels, $1.35-$1.46 gal.; gal tins .....$1.57-$1.68	
B.H. Stovepipe Varnish, Anchor, ½ pints, per doz....	1 40
Depend-on, list	3 50
B.H. Maritime Spar, list	7 20
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	3 50
Hydrox Spar	3 65
C.P.C. Sun Varnish.....	3 83
C.P.C. Sun Spar.....	5 13
C.P.C. Sun Waterproof Floor	3 90
Jasperite Interior and Exterior	3 00
Jasperite Pale Hard Oil	2 25
Jasperite Indestructo Floor Varnish	3 00
Jamieson's Copaline	3 52
M-S Marble-Ite Floor	3 91
M-S Wood-Var	3 91
M-S Durable Spar	5 11
M-S Finest Interior	3 34
Elastic Interior	3 14
Mar-not	3 90
Quick Action House	2 65
Rexspar	5 12
Smear-Not	3 34
Kyanize Spar	4 94
Kyanize Cabinet Rubbing ..	3 84
Kyanize Interior	3 84
Luxeberry light	4 50
Luxeberry granite	4 50
Luxeberry spar	5 62
Ramsay's Universal	3 68
Crown Diamond Floor	3 65

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg...	0 75
½ gal. package, per pkg....	0 40
Coralite, 5-lb. pkgs., white.	3 40
Coralite, 5-lb. pkgs., colors.	3 40
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	3 40

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 21

WHITE	
XXX	0 18
XX	0 16¾
X	0 15¾
XC	0 13½
Japanese	0 13
XXX Extra	0 19
XX, grand	0 17¾
XLCR	0 16½
X Empire	0 15¼
X Press	0 14

COLORED	
No. 5	0 18¾
No. 1	0 12¾
No. 7	0 11¾
No. 1A	0 10¾
No. 1B	0 09¾
Fancy	0 15
Lion	0 16½
Standard	0 12
Popular	0 10½
Keen	0 09

Above lines subject to trade discount for quantity.

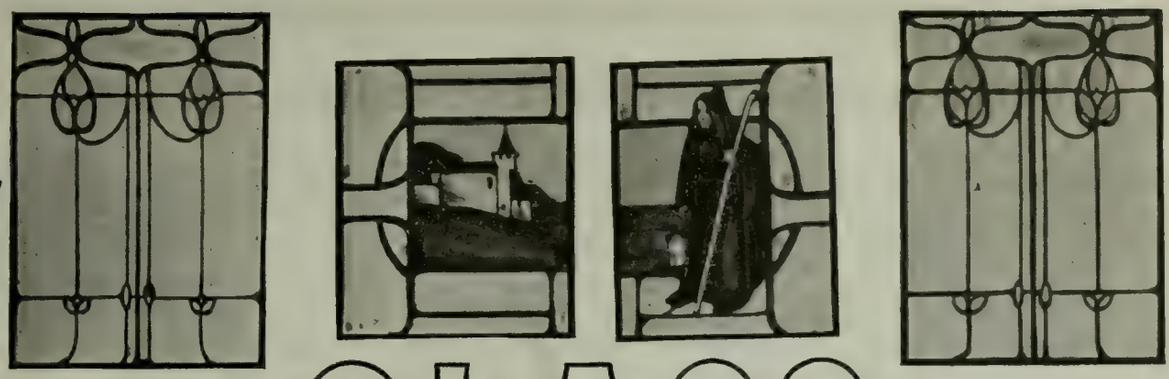
WAX	Per lb.
C. & B. Floor Wax $0	40
B.H. Wax 0	45
Ronuk Floor Wax, lb. 0	38
Berry Bros. 0	35
Imperial Floor Wax 0	40
Anchor 0	33
O.P.W. Lion Brand 0	45
Old English 0 53	0 62
Johnson's 0	62
Jamieson's liquid wax, gal. ... 2	75
Gold Medal 0	42
Edwards, lb. 0	40
Ramsay's 0	45
S. & W. 0	54
Crown Diamond 0	45

F.o.b. Montreal and Toronto.

WHITING	
Plain, in bbls. $2	50
F.o.b. Montreal, Toronto, London.	
Gilders, bolted, in bbls. $3	00

WOOD ALCOHOL	Per gal.
In five gallons	2 20
In barrels	2 15

$4 extra for barrels.
F.o.b. Montreal, Toronto, London.



GLASS

Now is the Time to Sort up on

WINDOW GLAS

ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS-

WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WIN DOW GLASS.

CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

CARTER'S

Carter's Genuine Red Lead Means Good Business for You

It is needed constantly by your painter-customers, by railways, ironworks, shipbuilders.

Carter's Genuine Dry Red Lead

is pure, uniform, economical. Mixed with pure linseed oil, it is the best protection for metalwork, steam pipes, etc. It is highly oxidized, ground very fine, made from the highest grade of Canadian pig lead.

We also make Carter's Genuine Orange Lead. Dry White Lead and Litharge.
Make sure you have ample stock on hand.

The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $3.25; C.B. Caps, $4.10; 2 2Short Black, $5.85; 2 2Long Black, $7.05; 22 Long Rifle Black, $8.20; 22 Short Smokeless, $6.25; 2 2Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regale Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 26c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Double Bit	16 50	21 50
Broad Axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $10.50 per 100 lbs.

BAR IRON

Bar Iron—$5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $8.00.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 15-2½%.

Agricultural or No. 1 leather belting, 10-10% off list.

Standard, 10% off list. Extra net list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.80 per lb.; rawhide, sides, $1.55; cut, $1.75.

Blue Stone (Vitriol), 11¾c.

BOLTS

Carriage, ⅜ and smaller, up to 6 inch, 30%; over 6 inch, 15%; 7-16 inch and larger, 10%, machine, ⅜ and under, up to 4 inch, 35%; over 4 inch, 20%; 7-16 and over, 20%; machine set screws, 20%; plough bolts, 25%; stove bolts, 50%; shaft bolts, 20%; tire bolts, 45%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	37
3 x 3 in.	39
3½ x 3½ in.	40
4 x 4 in.	52
4½ x 4½ in.	75
5 x 5 in.	94

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $12.25. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, .7½%.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 60
Lookout	1 00
Sleepmeter	2 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 74c lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 40%.

EAVETROUGH

Eavetrough, per 100 ft., 3 in., $6.10; 10 in., $6.80; 12 in., $8.00.

Conductor pipe, 2 in., per 100 ft., $7.15; 3 in., $8.65; 4 in., $11.40.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 30%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	30%
Nipples 4" and under	75%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS WINDOW

	Single	Double
Up to 25 in.	....	....
26 to 40	....	....
41 to 50	....	....
51 to 60	....	....
61 to 70	....	....

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 15
Cold Blast, regular	1 15

GRINDSTONES

Per 100 lbs., $3.50.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, 15% off.

Corrugated Strap Hinges — 4 $1.60; 5, $2.20; 6, $3.00; 8, $4.75; 10, $7.00; 12, $10.80.

Corrugated Tee Hinges—4, $2.00; 5, $2.50; 6, $3.40; 8, $5.70; 10, $8.50; 12, $12.00.

HORSESHOES

Iron, No. 0 to 1, $8.35; No. 2 and larger, $8.10; snowshoes, No. 0 to No. 1, $8.60; No. 2 and larger, $8.35; steel, No. 0 to 1, $8.80; No. 2 and larger, $8.55; featherwenght, $9.95.

Apollo and

IRON, GALVANIZED

	"Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$9 40
28 Am. or 26 Eng.	9 00
26 Am. or 26 Eng	8 70
24	8 55
22	8 55
18 and 20	8 40
16	8 25

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 25
Mrs. Pott's No. 50, set	2 35

Mrs. Pott's common and iron handles, $1.45 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

25% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case, 3 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

LANTERNS

No. 2, plain	$18 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $12.40.

LEAD WASTE, $13.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 05
3	2 90
4	4 30
Barn Door	
5	2 65
8	2 65
9	4 30

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.75; cutter, $13.75.

MOPS

	Doz.
O-Cedar Polish, No. 1	$12 00
O-Cedar Polish, No. 3	12 00
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 00	....
Star	7 50	8 00

NAILS

Wire f.o.b. Fort William, $5.00 base; Winnipeg, $5.50 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	6 30
30 in.	7 65
36 in.	9 00
2 in. mesh x 24 in.	3 05
30 in.	3 60
36 in.	4 20
48 in.	5 60
60 in.	6 95
72 in.	8 30

NETTING. Poultry, Hexagon, 10%.

Banner Netting, 24 in., $4.75; 36 in., $6.10; 48 in., $7.25; 60 in. $8.50; 72 in., $9.75.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, per 100 lb.	$24.00
Clipper, unspun, per 100 lbs.	22.50
Plumbers, per 100 lbs.	11.00

OILS

"Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 66c; Royal gasoline, 37c; Family safety coal oil, 24½c; Summer black oil, 24½c; Kelso engine oil, 60c; Maestro oil, 46c; Royalite oil, 21c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

POLISH

O-Cedar—

	Doz.
4 oz.	$ 2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	$ 2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40
Bon Ton—	
¼ pints	1 35
½ pints	2 10
Pints	3 15
Quarts	5 10
Gal.	15 00
½ gal.	9 90

They See The Can—
Recall The Brand—
And You Record a Sale



Stephens REGISTERED TRADE MARK has already impressed many minds favorably. An average display is all that's necessary to start a train of thought in the customer's mind that leads from your store to an unpainted home. Your cash register becomes the closing link in the series of events suggested by your display of **Stephens'** Paints. This doesn't happen once---it happens many times. Are you making the most of such opportunities? Have you the right brand of paint? If not your paint turnover is not all it might be.

Suppose you write us about an agency. There's money in it.

THE G. F. STEPHENS CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG AND CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$ 4 91	$ 7 20
⅜ inch	5 00	7 34
½ inch	6 66	8 37
¾ inch	8 833	1071
inch	12 33	15 75
1¼ inch	16 65	21 29
1½ inch	19 94	25 43
2 inch	26 82	34 25
2½ inch	43 07	54 77
3 inch	56 40	71 70
3½ inch	73 86	.....
4 inch	87 25	.....
4½ inch	100 26	.....
5 inch	116 82	.....
6 inch	151 52	.....

PLASTER, Paris, per bbl., $4.50.

PLATES, CANADA

18 x 21 per box, half polish, $8.75; full polished, $9.00; 18 x 24, half polished, $8.75; full polished, $9.00; 20 x 28, half polished, $8.75; full polished, $9.00.

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 7, 55c; No. 8, 56c; No. 10, 60c; No. 12, 65c.

ROPE

Sisal, 26c base; pure Manila, 34c base; British Manila, 29¼c base; lath yarn, 26c base; African hemp, 29¼c base; cotton rope, ¼ and over, 71c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER

Star—	Quire.	Ream.
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—		
00, 0	$0 37	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 52	9 45
2	0 60	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

10% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $13.20.

SCREWS

Bright iron round head, 65%; flat head, 70%; round head, brass, 30%, flat head, brass, 35%; coach, 45%. Set Screws, 40%.

SCYTHES—	Doz.
Bramble	$15 50
Bush	15 50
Excelsior	17 00
Cast	15 00

SNATHS—

No. 2 loop	13 25
Bush	15 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$7 05
12 gauge	7 10
14 gauge	7 15
16 gauge	7 25
18-20 gauge	7 80
22-24 gauge	7 85
26 gauge	7 90
28 gauge	8 00

SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $15.95; D.H. Sqr. Pt., $15.95; L.H. Rd. Pt., $15.95; L.H., Sqr. Pt., $15.95; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 5, $20.25; No. 6, $20.50; No. 8, $21.00.

SOLDER. Per pound, 37 to 38c.

SPIKES, BOAT

Pressed, ¼ in., $8.00; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg: galvanized staples, $5.95 Fort William, $6.45 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.90. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

15% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 10%.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$22 50
20 x 28 I.X. box	26 00
20 x 33 I.C. box	27 00
20 x 33 I.X. box	31 90
Terne plates	24 00

TRAPS, GAME—	Doz.		
	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 75	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE
See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 66
Cotton, 3-ply, balls	0 69
Cotton, 4-ply, cones	0 70
Cotton, 4-ply, balls	0 73

VARNISHES—

Stephens' Luminette, gal.	$3 50
Stephens' Exalite, gal.	4 25

WARES, ETC.—

Scotch Grey, 50% discount.

Colonial, Imperial, Pearl, 25-2½% discount.

Premier, Canada, Diamond, discount 2½%.

Whiteware, 40-10% discount.

Japanned Ware, list, plus 32%.

Japanned Ware, white, list, plus 42%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 30-20-2½% discount.

Stamped Ware, retinned, 20-20-7½% discount.

Pieced Tinware, ordinary, list, plus 43%.

Pieced Tinware, copper bottoms, list, plus 62½%.

Sheet Iron Ware, list, plus 21½%.

Light Galvanized Pails, 31½%. Tubs, list, plus 32%.

Heavy Galvanized Pails and Tubs, plus 21%.

Jap. Coal Hods, list, plus 36%.

Galvanized Coal Hods, list, plus 51%

WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

WASTE	
Cream, Polishing	$0 23

WHITE	
XXX Extra	$0 21
XX, grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

COLORED	
Fancy	0 17
Lion	0 15½
Standard	0 14
Popular	0 12½
Keen	0 11

..Above lines subject to trade discount for quantity.

WHITE LEAD

Decorators' pure, ton lots, $16.90: less than ton lots, $17.25.

WIRE, BARB

Lyman, 4-point, $5.15 Winnipeg: Glidden Cattle, 2-pt., $4.95 Winnipeg; Baker, 2-pt., $4.85 Winnipeg: plain twist, cwt., Winnipeg, $7.00 100 lbs.; plain galvanized, Winnipeg, No. 9, $5.50; No. 12, $5.65: coil spring, Winnipeg, No. 9, $5.55: No. 12, $5.70.

Patented screen in 100-ft. rolls, $3.25 per hundred sq. ft.; in 50-ft. rolls, $3.35 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $6.75 Winnipeg; $6.25 Fort William. Brass snare wire, per lb., 51c.

WIRE, ANNEALED

No. 0, $5.50; 10, $5.56; 12, $5.70; 14, $5.90; 15, $6.05; 16, $6.20 per 100 lbs.

WRENCHES (NUT)	
Agricultural—	Doz.
6 inch.	$6 70
8 inch.	8 00
10 inch.	9 40
12 inch.	12 00
15 inch.	16 80
Perfect Handle—	
6 inch.	12 00
8 inch.	14 40
10 inch.	16 80
12 inch.	21 60
15 inch.	28 80
18 inch.	38 40

WRENCHES (PIPE)	
Stillson—	Each
6 inch.	$1 00
8 inch.	1 15
10 inch.	1 25
14 inch.	1 75
18 inch.	2 50
24 inch.	3 65
36 inch.	6 75
Trimo—	
10 inch.	$1 60
14 in.	2 10
18 inch.	3 00
24 inch.	4 35

Always Ready—	Dozen. Black.	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Eze, $62.55 per dozen. Reliance.

CRESCENT SHARES



OVER 1,000 PATTERNS. **PERFECT IN FIT AND FINISH**

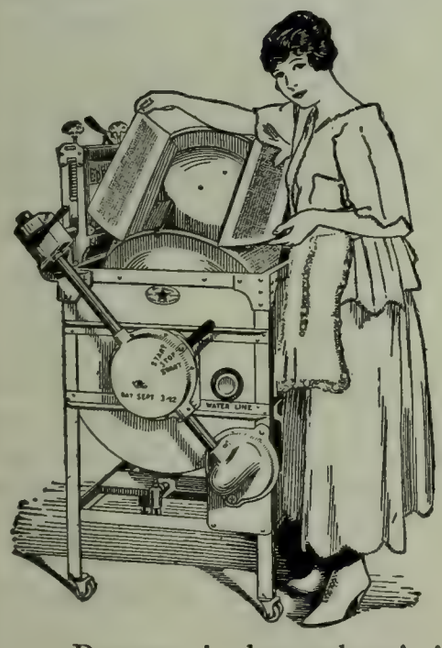
Sandoval Rolling Coulters
Harrow Teeth

Every Hardware Merchant in Western Canada should have these in stock.

The demand is assured. How is your supply? Better send us your order to-day.

D. ACKLAND & SON, Limited

WINNIPEG ∴ **CALGARY**



THE BIG MARKET
—*IS AT HAND*—

In the big demand for Labor Saving appliances that has been developed by the education of the housewife to a realization of the fact that she need not be a household drudge —

THE EDEN DOMINATES ITS MARKET

Because its construction is time tested.

Because it has twenty-five inimitable and exclusive features.

Because it is nationally advertised.

Because it is sold on a Golden Rule Policy.

Because it does what it is built to do—it washes clothes and washes them to snow whites, quickly, easily and economically.

THEREFORE:—YOU SHOULD SELL THE EDEN and reap the harvest of prosperity that is in sight.

GREAT WEST ELECTRIC COMPANY, LTD.

CANADIAN DISTRIBUTORS

WINNIPEG **MANITOBA**

Distributors of LACO TUNGSTEN and NITRO LAMPS

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Norman MacDonald & Co., Toronto, Ont.
Plewes, Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Implements
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammonia
The Engineers' Supply Co., Winnipeg, Man.
Stuart & Foster, Toronto.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Arbors
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Leeks and Potts, Limited, Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Pit Doors
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

Ash Sifters
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

Auto Accessories, Equipment and Supplies (Jobbers)
Auto Accessories, Ltd., Winnipeg, Man.
J. E. Beauchamp & Co., Montreal, Que.
Crown Cycle & Motor Co., Montreal.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
Motor Products, Ltd., Winnipeg, Man.
Robertson & Murphy, Ltd., Montreal, Que.
North American Hardware Co., Ltd., Montreal.
Prairie Motor Sales Co., Moose Jaw, Sask.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
The Bunyan Mfg. Co., Cleveland, Ohio.
The Burrowes Mfg. Co., Toronto.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
The Chapman Ball Bearing Co., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Durkee-Atwood Co., Toronto, Ont.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The J. H. Hanson Co., Ltd., Montreal, Que.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Will. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Lockwood-Ash Motor Co., Jackson, Mich.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. b. Merchant Corporation, Syracuse, N.Y.
Metal Specialties Mfg. Co., Chicago, Ill.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Perfection Sanitary Brush Co., Toronto.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irrington, N.J.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Automatic Screw Machine Products
Caron Bros., Montreal, Que.

Automobile Hoods (Ford)
The Burrowes Mfg. Co., Toronto.

Automobile Parts
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, N.Y.
McKinnon Industries, Ltd., St. Catharines, Ont.

Automobile Signals
The Bunyan Mfg. Co., Cleveland, Ohio.

Automobile Specialties
Evans & Co., Ltd., Montreal, Que.

Awnings
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Canada Foundries & Forgings, Brockville, Ont.
Can. Warren Axe & Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes, Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Stratford Mfg. Co., Ltd., Stratford, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Mfg. Co., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
Kinzinger, Bruce & Co., Ltd., Niagara Falls.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Plewes, Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Ont.
Plewes, Ltd., Winnipeg, Man.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Boats
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg.
The Steel Co. of Canada, Ltd., Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

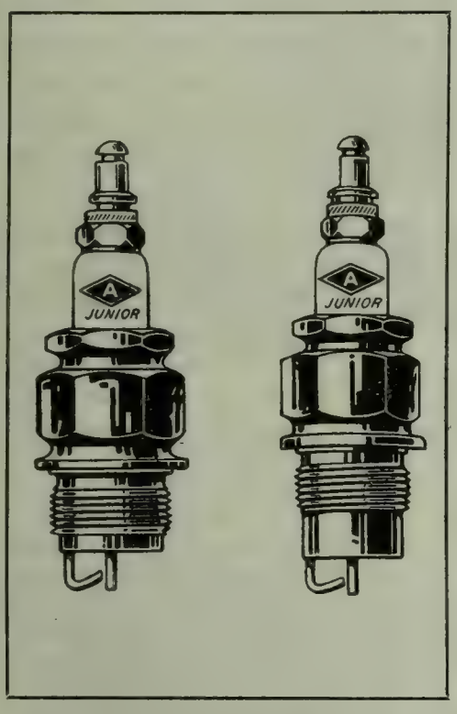
Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

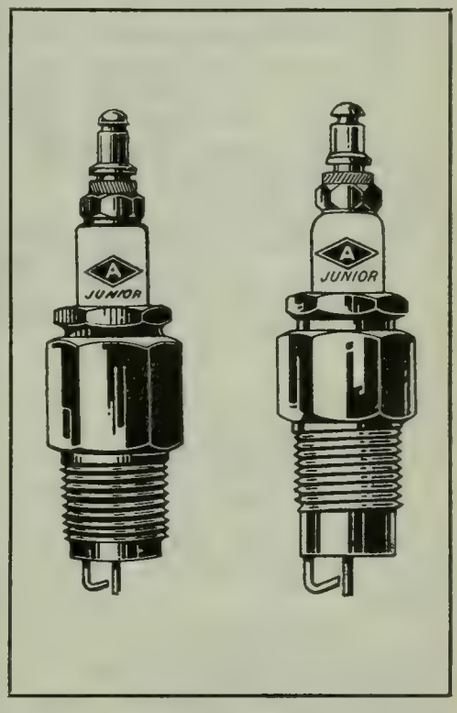
The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — A — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada







Diamond "A" Spark Plugs

Our Offer

These complete assortments are accompanied by attractive advertising matter of unusual pulling power. We have added display features that move these goods even more speedily.

This assortment includes only the most popular sizes that move readily. The assortment includes 100 plugs packed in metal display cabinet together with circulars, size lists, metal counter signs and outdoor tacker display.

This year we make more than an offer. It is a merchandising proposition designed to actually move the goods for the dealer to the consumer. This is characteristic of our Diamond "A" co-operation policy.

Diamond "A" Junior Spark Plug Assortment

consists of 100 plugs packed in metal display cabinet, with circulars, size lists, metal counter signs and outdoor tacker display, weight complete, 35 pounds.

Each assortment in a carton.

THE J. H. ASHDOWN HARDWARE CO., LIMITED

CALGARY WINNIPEG SASKATOON

THE BUYERS' GUIDE

Bits, Auger
Smith & Hemenway Co., Irvington, N.J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal, Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Crown Cycle & Motor Co., Montreal, Que.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Crown Cycle & Motor Co., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

Brushes, Shaving, Manufacturers
TheBoeckh Co., Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Co., Limited, Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
Boeckh Co., Limited, Toronto.
Perfection Sanitary Brush Co., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Co., Limited, Toronto.
Firelight Supplies, Manchester, Eng.
Perfection Sanitary Brush Co., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
R. Johnson, Clapham & Morris, Ltd., Manchester, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
Cannon Oiler Co., Keithsburg, Ill.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

Castings, Grey Iron
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co, of Canada. Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co,, Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mig. Co., Ltd., Hamilton, Ont.

Chains, Coil, Boom, Hammock, Tether, Dog,

Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Centre Keys or Drifts
Whitman & Barnes Mfg. Co., St. Catharines.

Chains, Cut-Link
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Chains, Folding
J. E. Beauchamp & Co., Montreal, Que.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries, Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Choppers, Ice
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peck Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Chucks, Tap
Wells Bros. of Canada. Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Medalta Stoneware Co., Ltd., Medalta, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H., Brooklyn. N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Climbers
Smith & Hemenway Co., Inc., Irvington, N.J.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closets
Wakyte Mfg. Co., Ltd., Winnipeg, Man.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Horses
Stratford Mfg. Co., Stratford, Ont.

Coal Chutes
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Hhatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
Containers Limited, 350 Sorauren Ave., Toronto.
A. R. Whittall Can Co., Ltd., Montreal, Que.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Coopers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counter-sinks
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Couplers, Belt
Strong Machinery & Supply Co., New York, N.Y.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Creepers, Ice
Churchill Mfg. Co., Inc., Lowell, Mass.

Creasers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Crowbars
R. J. Coghlin & Co., Montreal.

Crocks, Butter
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.

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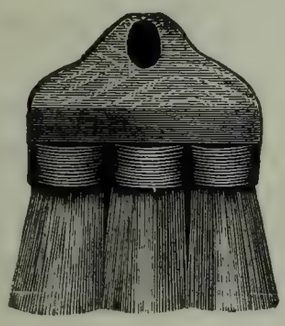
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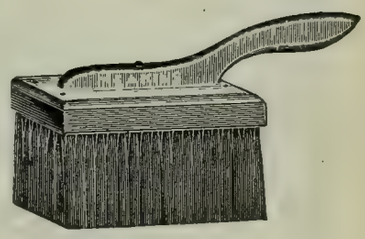
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THE BUYERS' GUIDE

Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto, Ont.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Disinfectants
J. E. Beauchamp & Co., Montreal, Que.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Doors, Steel
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

Door Belts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.
Wm. Newman & Sons, Birmingham, Eng.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Economy Foundry Co., Portage la Prairie.
Taylor-Forbes Co., Ltd., Guelph, Ont.
National Mfg. Co., Sterling, Ill.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons, Birmingham, Eng.

Door Track
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Drain Pipe Cleaners
Herbert Terry & Sons, Redditch, Eng.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dumb Waiters
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

Dusters
Channell Chemical Co., Toronto.
Perfection Sanitary Brush Co., Toronto, Ont.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Pemberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
W. H. Banfield & Sons, Ltd., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
The Barton Netting Co., Ltd., Windsor, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

Electric Supplies
W. H. Banfield & Sons, Ltd., Toronto.
The Can. General Electric Co., Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.
Munderloh & Co., Ltd., Montreal, Que.
The Northern Electric Co., Ltd., Montreal, Que.

Electro Plate Ware
W. J. Anthony & Sons, Ltd., Birmingham, Eng.

Elevators, Hand
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
DeoRochers Ltd., Montreal, P.Q.
James Hutton & Co., Montreal, Que.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

Exterminator, Rat and Roach
The Common Sense Mfg. Co., Toronto.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co. Montreal.

Fanlight Openers
Jas Cartland & Sons, Ltd., Birmingham, Eng.

Farriers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stanfford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg. Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll. Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Chas. Lindsay, Ltd., Glasgow, Scotland.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Finnie & Murray, Ltd., Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.

Flatters
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.



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It means that every bristle is gripped *everlastingly* in hard, vulcanized rubber.

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It means that the brush *must* make good—or WE WILL!

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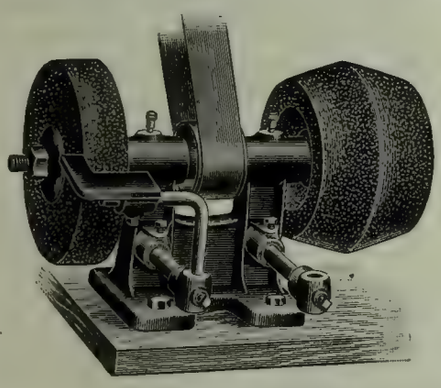
Ford Car Parts
Crown Cycle & Motor Co., Montreal.
Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.
Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Fullers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Empire Stove and Furnace Co., Ltd., Owen Sound.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.
Fruit Jars
Walter Woods & Co., Hamilton.
Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.
The Vlit Mfg. Co., Montreal, Que.
Fuses, Electric
The Hessco Electric Mfg. Co., Toronto.
Fuses, Electric, Refillable
The Clemens Electrical Corporation, Hamilton.
Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Floor Stands
Jenkins Bros., Ltd., Montreal.
Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont.
Flag Holders
J. E. Beauchamp & Co., Montreal.
Flint Cloths
John Oakey & Sons, London, Eng.
Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.
Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.
Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.
Garden Seeders and Hoes
The Bateman-Wilkinson Co., Ltd., Toronto.
Garden Seats
J. E. Beauchamp & Co., Montreal.
Garden Tools
The Bateman-Wilkinson Co., Ltd., Toronto.
Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.
Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.
Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.
Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Galvanized Iron Cornices
Pedlar People, Ltd., Oshawa, Ont.
Galvanized Pipe
Canada Metal Co., Ltd., Toronto.
Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Galvanized, Corrugated Well Curbing, Culverts
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.
Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.
Gauges
Canadian Fairbanks-Morse Co., Ltd., Montreal.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.
Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.
Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.
Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.
Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Leeks & Potts, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co, Winnipeg.
Glue, Flake
W. Harris & Co., Toronto.
Glue, White
W. Harris & Co., Toronto.
Glue, Sheet and Ground
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.
Glass, Art
Hobbs Mfg. Co., Montreal, Que.
Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
Glass Benders
Toronto Plate Glass Importing Co., Toronto.
Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
Glass, Door
Hobbs Mfg. Co., Montreal, Que.
Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.
Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg.
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.
Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
A. R. Clarke & Co., Ltd., Toronto.
The Hamilton Carhartt Co., Ltd., Toronto.
Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gopher Poison
Kill-em-Quick Co., Regina, Sask.
Prairie Chemical Co. of Canada, Ltd., Winnipeg.
Governor, Speed and Line Shafts
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.
Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.
Graphites
Canada Asbestos Co., Montreal, Que.
Grates
The Barton Netting Co., Ltd., Windsor, Ont.
Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont
Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.
Grinders, Roller, Grain
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.
Norman MacDonald, Toronto, Ont.
Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont
Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.
Guards, Wire
C. H. Johnson & Sons, Montreal, Que.
Guards, Steel Window and Door
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
Gum
Firelight Supplies, Manchester, England.
Gum, Repair
Adamson Mfg. Co., Hamilton, Ont.
Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.
Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd., Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Hack Saw Blades
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.
Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.
Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.
Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Hammocks
Galt Robe Co., Galt, Ont.
Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Hammers, Box Openers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.
Handles, Chest and Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.
Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.
Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.
Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Works, Ltd., Winnipeg.
Economy Foundry Co., Ltd., Portage la Prairie.
National Mfg. Co., Sterling, Ill.
Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Hand Taps
Wells Bros. of Canada, Galt.
Hardies
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.
Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
North American Hardware Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.
Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.
Hatchets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.
Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
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Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hockey Sticks
The Hillborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Harness
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Hooks, Whiffletree
The International Malleable Iron Co., Ltd., Guelph, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Engineers' Supply Co., Winnipeg, Man.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Empire Stove & Furnace Co., Ltd., Owen Sound.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

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D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Ingersoll Watches
R. H. Ingersoll & Bro., Montreal, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
J. E. Beauchamp & Co., Montreal.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago
The Royal Self-Heating Iron Co., Big Prairie, O.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Jugs
Medalta Stoneware Co., Ltd., Medicine Hat, Alta.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Novelty Cutlery Co., Canton, Ohio.
Wiebusch & Hilger, Toronto.

Knives, Sportsmen's
Marole Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal.

Lamps, Acetylene
The Brilliant Searchlight Mfg. Co., Chicago, Ill.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal
Western Lighting Agencies, Ltd., Saskatoon, Sask.
Van Cleef Bros., Chicago, Ill.

Lamps, Portable, Electric
McDonald & Willson, Ltd., Toronto.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal, Q.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
North American Hardware Co., Ltd., Montreal
The Powerlight Co., Ltd., Winnipeg, Man.
Western Lighting Agencies, Ltd., Saskatoon, Sask.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

Lath
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

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Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather
Plewes Ltd., Winnipeg, Man.
The Engineers' Supply Co., Winnipeg, Man.

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Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
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Boston Varnish Co., Everett Station, Boston, Mass

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Canada Linseed Oil Co., Ltd., Montreal and Toronto.
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Sherwin-Williams Co., Ltd., Montreal.
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The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.
White & Colquhoun, Glasgow, Scotland.

Lock Washers
Smith & Hemenway Co., Inc., Irvington, N.J.

Lock Springs
Herbert Terry & Sons, Redditch, Eng.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
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McKinnon Industries, Ltd., St. Catharines, Ont.

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The International Malleable Iron Co., Ltd., Guelph, Ont.

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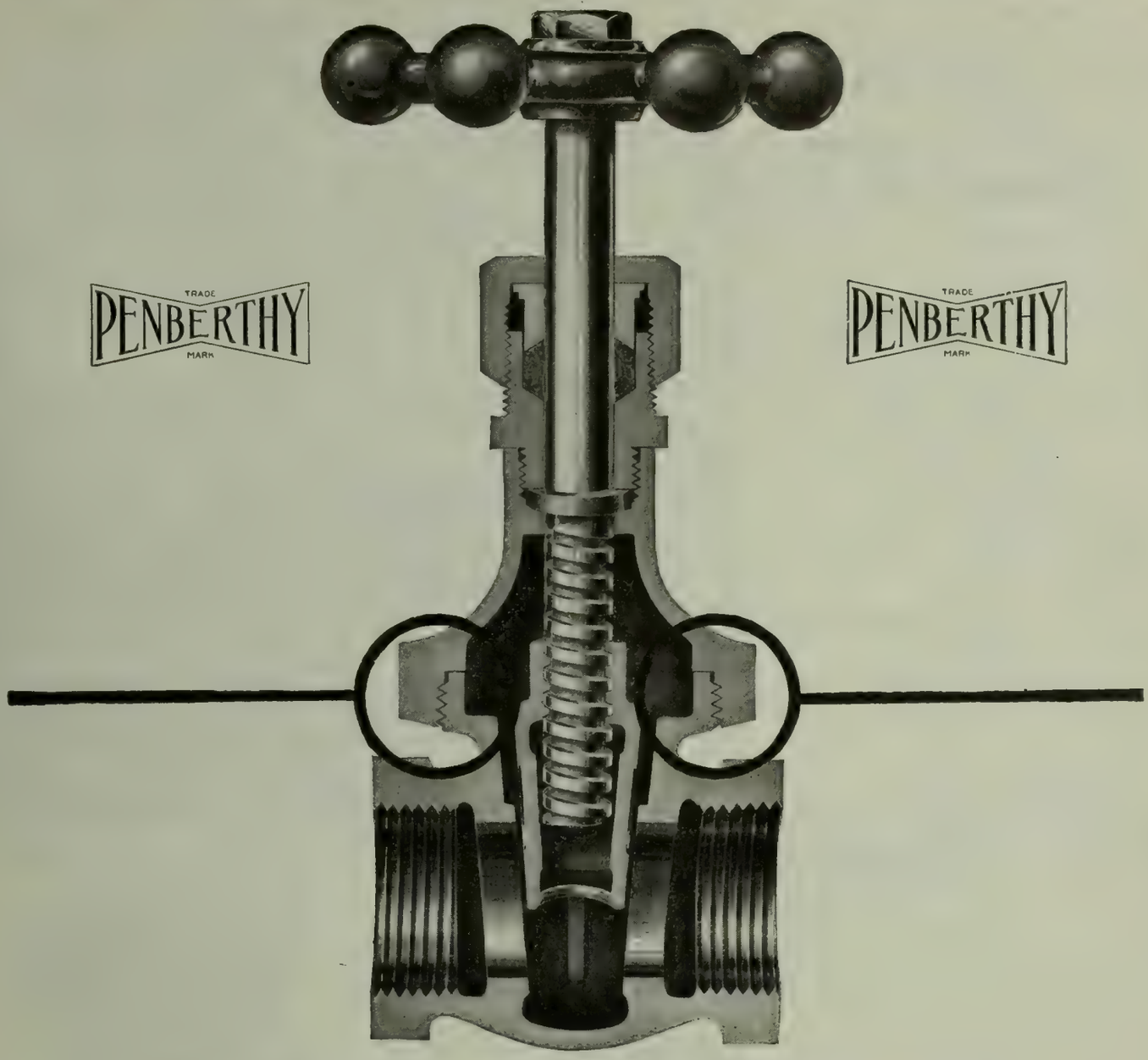
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Cameron & Campbell, Toronto.
Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton. Eng.
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Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
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Winnipeg Ceiling & Roofing Co., Winnipeg.
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O-Rib-O Mfg. Co., Winnipeg, Man.
Mica
Mica Co. of Canada, Ltd., Hull, Que.
Meters
Canadian General Electric Co., Toronto.
Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.
Micrometers
Goodell-Pratt Co., Greenfield, Mass.
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Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Millboard
E. B. Eddy Co., Ltd., Hull, Que.
Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

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Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Leeks and Potts, Limited, Hamilton, Ont.
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Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.
Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.
Motors
Canadian General Electric Co., Ltd., Toronto.
Lake Superior Paper Co., Ltd., Sault Ste. Marie, Ont.
Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.
Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.
Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.
Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
The Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.
Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.
Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.
Neatsfoot Oil
W. Harris & Co., Toronto.
Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.
Nipples
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.
Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.
Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.
Oakum
Canadian Asbestos Co., Toronto, Ont.
Scythes & Co., Ltd., Toronto, Ont.

Oil Burners, Kerosene
The Canada Oil Burner Co., Toronto, Ont.
Oil Cans
Cannon Oiler Co., Keithsburg, Ill.
Oil, Coal
Imperial Oil Co., Ltd., Toronto.
Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.
Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.
Oil Hole Covers
Canadian Winkley Co., Windsor.
Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Oil, Neatsfoot
W. Harris & Co., Toronto.
Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.
Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg Co., Springfield, Mass.
Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.
Oil Stains
British America Paint Co., Ltd., Victoria, B.C.
Oil Storage and Distributing Systems
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.
Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.
Orange Derinders
J. E. Beauchamp & Co., Montreal.
Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.
Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.
Paint, Ready Mixed, House, Barn, Roof, Iat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co. Montreal.
Firelight Supplies, Manchester, Eng.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.
Paint and Varnish Remover
Brandram-Henderson, Ltd, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Paper Balers
Olimax Baler Co., Hamilton.
Spielmann Agencies, Montreal.
Paint Oil Storage and Handling Systems
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.
Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.
Paris Green
Canada Paint Co, Montreal.
McArthur-Irwin Ltd., Montreal.
Sherwin-Williams Co., Montreal.
Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.
Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.
Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.
Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
Patches
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co. Minneapolis Minn.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.
Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.
Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Pastes
Stuart & Foster, Toronto.
Paste, Dry
Stuart & Foster, Toronto.
Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Jas. H. Cummings, 190 North State St., Chicago, Illinois.
Dominion Sewing Machine-Phonograph Co., Winnipeg.
The Musical Merchandise Sales Co., Toronto, Ont.
Pick, Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Rings
The Brown Engineering Co., Toronto, Ont.
Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.
Pitch
Scythes & Co., Ltd., Toronto, Ont.
Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.
Pins, Escutcheon
Parmenter & Bulloch, Gananoque.
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Trimont Mfg. Co., Roxbury (Boston, Mass.)
Pipe Cleaner
The Chamberlain Desolvo Co., Toronto.
Pipe Cutters
The Borden Canadian Co., Toronto.
Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.
Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Pipe, Clay Sewer
Clay Products Agency, Ltd., Toronto, Ont.
Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.
A. H. Power Furnace Co., oTronto, Ont.
Soren Bros., Toronto.
Pipe, Rain Water Conductor
Canada Metal Co., Toronto.
Planters, Corn
Otterville Mfg. Co., Otterville, Ont.
Planters and Diggers, Potato
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.
Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
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Smith & Hemenway Co., Inc., Irvington, N.J.
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Canadian Consolidated Rubber Co., Montreal.
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Vlit Mfg. Co., Montreal, Que.

Polishes, Auto and Furniture
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Stuart & Foster, Toronto.
Saunders & Co., Montreal, Que.
Vlit Mfg. Co., Montreal, Que.

Polishes, Brass
Stuart & Foster, Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polish, Silver
Stuart & Foster, Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.
Stuart & Foster, Toronto.

Polish, Cream, Metal
Stuart & Foster, Toronto.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pony Kars
J. E. Beauchamp & Co., Montreal, Que.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
E. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
The S. F. Bowser Co. of Can., Ltd.. Inc., Toronto.

Pumps, Curb, for Oil and Gasoline
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pump Jacks
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal.

Radiolite Watches
R. H. Ingersoll & Bro., Montreal, Que.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rat Poison
The Common Sense Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Limited, London, Eng.
Wiebusch & Hilger, New York.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Records, Talking Machine
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Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

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Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
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Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

Rifles
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Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rod ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Straightened
The Graham Nail Works, Toronto.

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The Alpine Chemical Co., Ltd., Toronto.
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Roofing, Ready
Bird & Son, Hamilton, Can.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
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Consumers Cordage Co., Montreal, Que.
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Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
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Adamson Mfg. Co., Hamilton, Ont.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed.

Saws, Crosscut and Band
Henry Disston & Sons, Inc., Philadelphia, Pa.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Band
Henry Disston & Sons, Inc., Philadelphia, Pa.

Saws, Butchers'
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Frames, Wood and Steel
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

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E. C. Atkins Co., Hamilton, Can.
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Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

Saws, Hack
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.

Saw Mandrels
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

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Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

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Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

Scales, Machinists'
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Bateman-Wilkinson Co., Ltd., Toronto.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screw Drivers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Canada Wire & Iron Goods Co., Hamilton, Ont.

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J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
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Sanderson Harold Co., Ltd., Paris, Ont.

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Searchlights
The Brilliant Searchlight Mfg. Co., Chicago, Ill.

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Canadian Veneering Co., Acton Vale, Que.
J. E. Beauchamp & Co., Montreal. Que.

Seats, Garden
J. E. Beauchamp & Co., Montreal, Que.

Seats, Fibre
J. E. Beauchamp & Co., Montreal, Que.

Separators
Sharples Separator Co., West Chester, Pa.
Silverwoods, Ltd., London, Ont.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

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Alex. McArthur & Co., Montreal, Que.

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American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

Shingle
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Gananoque, Ont.

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Coleman Fare Box Co., Toronto.

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The Duluth Show Case Co., Duluth, Minn.

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The Alpine Chemical Co., Ltd., Toronto.
British America Paint Co., Ltd., Victoria, B.C.
Sturgeons, Ltd., Toronto.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

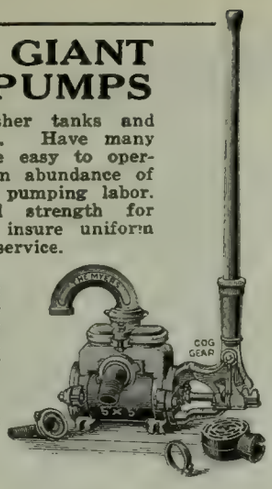
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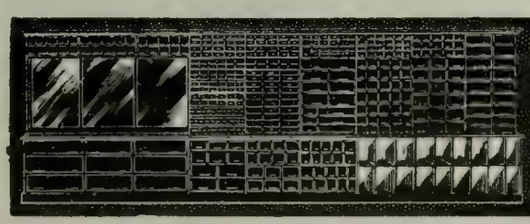
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Made in the West by
OWL METAL CO., LTD.
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Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

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Toronto, Canada

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THE BUYERS' GUIDE

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Cavershill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
Soren Bros., Toronto, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Skis
The Northland Ski Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont
The Can. Flexible Skate Co., Ltd., Parry Sound.

Sledges, Blacksmith, Coal, Stone
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Sleighs
J. E. Beauchamp & Co., Montreal, Que.

Snips (Tinner)
Wiesbusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.

Smoke Houses, Galvanized Iron, Portable
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

Snow Shoes
The Northland Ski Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
J. E. Beauchamp & Co., Montreal, Que.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soot, Destroyer
Canada Witch Co., Ltd.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.
D. F. Jones Mfg. Co., Gananoque, Ont.

Spark Plugs
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal.
Franco-American Equipment Co., Montreal, Que.
Hyslop Bros., Toronto.
The Lockwood-Ash Motor Co., Jackson, Mich.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Herbert Terry & Sons, Redditch, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
J. E. Beauchamp & Co., Montreal, Que.
The Hingston Smith Arms Co., Ltd., Winnipeg.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Spring and Presswork Specialties
Herbert Terry & Sons, Ltd., Redditch, Eng.

Spring Dies
Wells Bros. Co. of Canada, Galt.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Manton Bros., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Stoneware
Medalta Stoneware, Ltd., Medicine Hat, Alta.

Store Fixtures
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Empire Stove & Furnace Co, Ltd., Owen Sound.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Royal Fireless Cooker Co., Ottawa, Ont.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Cold Rolled Band
J. E. Beauchamp & Co., Montreal, Que.
J. N. Warminton & Co., Montreal, Que.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Wagon Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Stucco Board
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Tank Heaters
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

Tanks, Galvanized Iron Stock, House Water, House Storage, and Iron Wagon
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks, Welded Oil and Water Wagon
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Cavershill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thermometers
Wilder-Pike Thermometer Co., Inc., Troy, N.Y.

Thermos Bottles
Thermos Bottle Co., Ltd., Toronto, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinners
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

Tin Plate
Joseph R. Martin & Co., Montreal, Que.
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montreal.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Crown Cycle & Motor Co., Montreal.
The Dayton Airless Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Sterns Tire & Tube Co. of Canada, Ltd., Toronto, Ont.
The Van Der Linde Rubber Co., Toronto.



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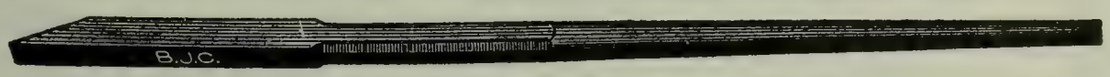


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bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

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No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

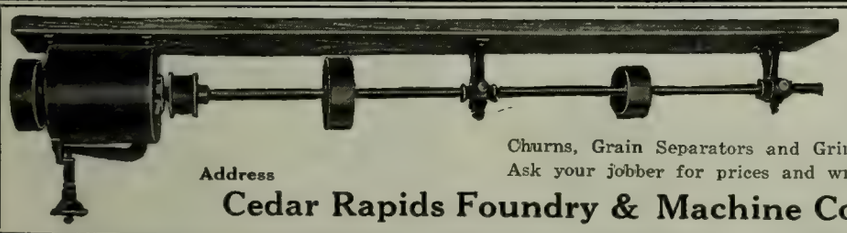
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J. J. TURNER & SONS, LIMITED, PETERBOROUGH, ONTARIO

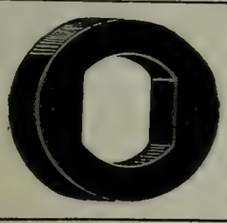


We invite all Canadian Implement and Hardware dealers to investigate the strong selling merits of this line of machines.

This Speed Governor and Line Shaft outfit will make the gas engines you sell more valuable to your farmer trade. They operate Cream Separators, Washing Machines, Churns, Grain Separators and Grind Stones, without vibration.

Ask your jobber for prices and write us for catalog and information.

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Valves Never Leak

but work with efficiency and dependability, withstanding the strains of high pressures and superheated steam, when

STRONG'S I. O. P. HIGH PRESSURE VALVE DISCS

ate used. The best high-pressure valve disc on the market, with a wonderful record for performance and long life under severe service conditions. **Make your Dealer get them for you**

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NEW YORK

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The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
E. G. Gooderham, Toronto.
Presto Patch Co., Toronto, Ont.
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

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Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal.

Toboggans
J. E. Beauchamp & Co., Montreal, Que.
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Co., Ltd., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Co., Ltd., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman, Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Smith & Hemenway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Garden
The Bateman-Wilkinson Co., Ltd., Toronto, Ont.
Coleman Fare Box Co., Toronto, Ont.
Eureka Planter Co., Woodstock.
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Canadian Warren Axe & Tool Co., St. Catharines.
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal, Que.
Coleman Fare Box Co., Toronto
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.
A. C. Gilbert Menzies Co., Ltd., Toronto, Ont.

Tools, Machinists'
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Tools, Small
Pratt & Whitney Co. of Canada, Ltd., Dundas.
J. H. Williams & Co., Brooklyn, N.Y.

Towel Bars
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Toronto.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wm. Kribs, Hespeler, Ont.

Try Squares
Henry Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tube Rubber
K. & S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Canadian Laco-Phillips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube, Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinsinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Flexible
E. G. Gooderham, Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Turpentine
E. Fielding & Son, Toronto.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Daisy Vacuum Cleaner Co., London, Eng.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto, Ont.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes—Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Firelight Supplies, Manchester, Eng.
Glidden Varnish Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal, Que.
McArthur Irwin, Montreal.
Martin Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
W. Walker & Son, Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Veneer Seats
J. E. Beauchamp & Co., Montreal, Que.
Canadian Veneering Co., Acton Vale, Que.

Ventilators, Barn
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

Ventilators, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vermin Exterminator
The Common Sense Mfg. Co., Toronto.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagons
Woodstock Wagon Co., Woodstock, Ont.

Wagon, Coasters
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
C. Kloepfer, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
Beauchamp & Co., J. E., Montreal, Que.
DesRochers, Ltd., Montreal, P.Q.
Steel Co. of Canada, Ltd., Hamilton.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs, Wm., Hespeler, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Maxwells Ltd., St. Mary's, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
The One Minute Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Watches
R. H. Ingersoll & Bro., Montreal, Que.

Watch Specialties
R. H. Ingersoll & Bro., Montreal, Que.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

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Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheelbarrows, Garden and Contractors
Bateman, Wilkinson Co., Ltd., Toronto, Ont.
Erie Iron Works, Ltd., St. Thomas, Ont.

Wheels, Well
J. E. Beauchamp & Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont

Whips
J. E. Beauchamp & Co., Montreal, Que.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

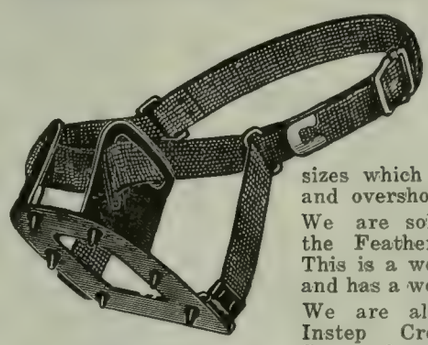
Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
J. E. Beauchamp & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
W. B. Dalton & Son, Kingston, Ont.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
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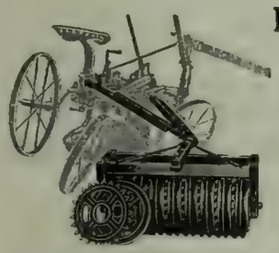
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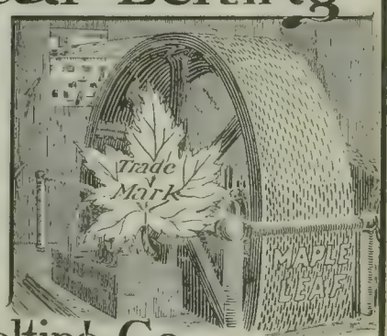
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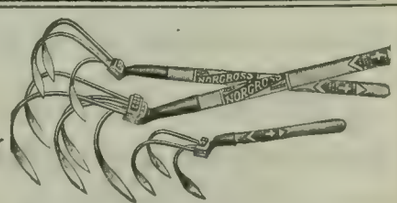
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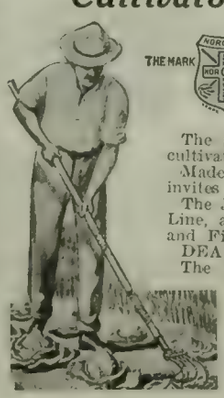
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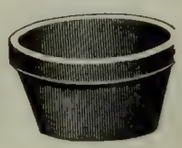
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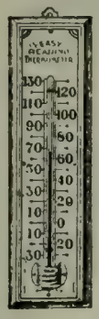
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8 and 10 inches high. *Packed half-dozen in a box.*
Easel Display-Card with each Dozen
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QUALITY RIGHT THROUGH

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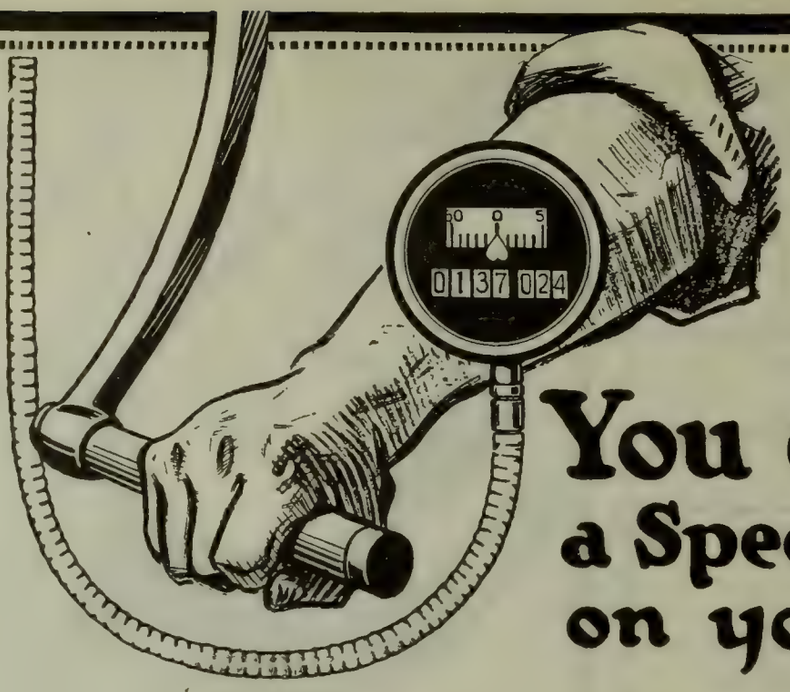
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Would you buy a separator that was as contrary as a fixed feed separator—that had to be coddled? Or would you do what thrifty farmers **have done**—invest in the Sharples Suction-Feed that "Skims Clean At Any Speed?" Why not apply the same logic to the line of Separators you handle—and follow the line of least resistance—with the Sharples. Not all dealers can qualify for a Sharples Contract, but correspondence is invited from progressive dealers. Address nearest office.

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P. 78

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Polarine
FRICTION REDUCING MOTOR OIL
"Makes a good car better"

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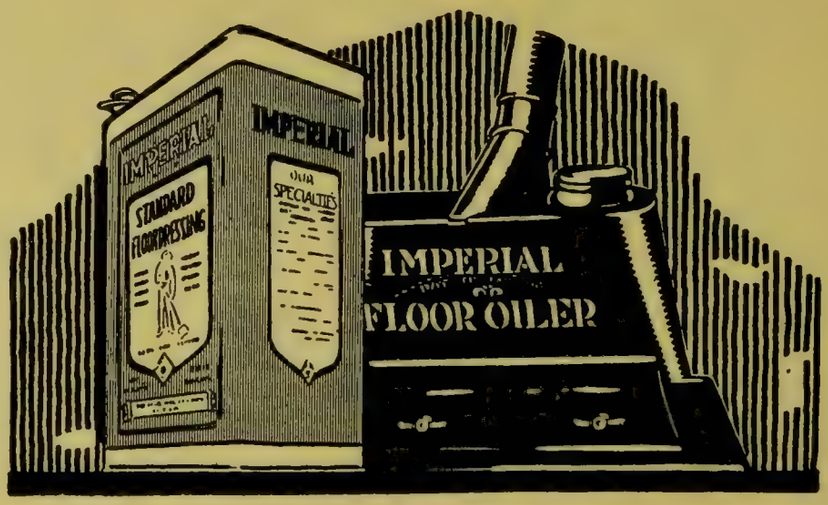
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One gallon of Imperial Standard Floor Dressing, when applied with the Imperial Floor Oiler, will cover between 500 and 700 square feet of floor space with a dressing which will last for several months.

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Sold in one gallon and four-gallon cans, also half-barrels and barrels.

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Dependable Spark Plugs



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3450 Insulators, used in all Champions, in their ability to resist shock, vibration and heat expansion insure a dependability far in excess of ordinary service requirements.

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Combination Screw Plates in both U.S. and S.A.E. standard threads contain a good range of tap and die sizes. They give the best possible service. They secure thereby for their owners maximum results at a minimum expense.



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There is a screw plate for every need listed in our new No. 40 Catalog. Make your selection in good season and be prepared for emergencies.



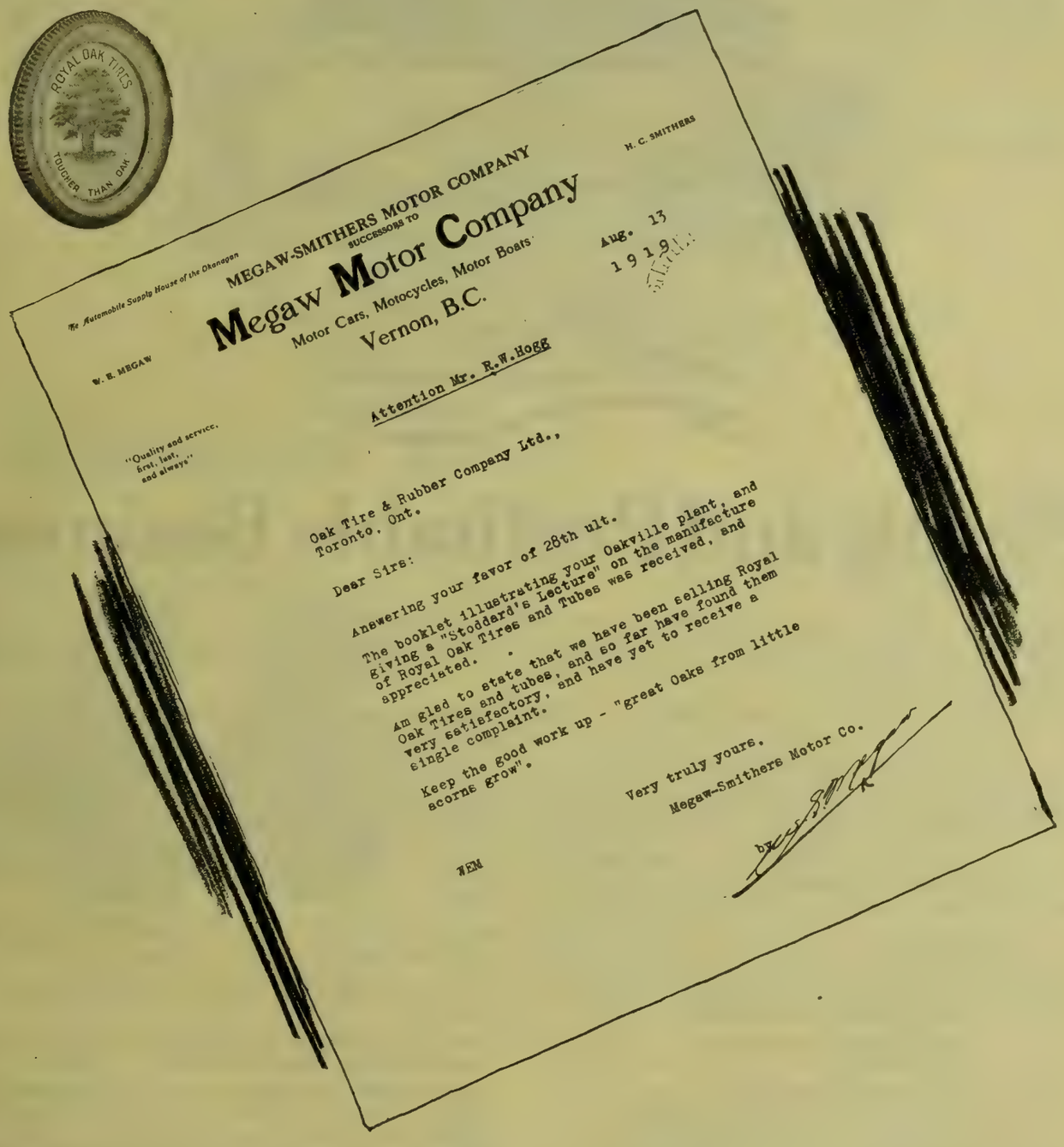
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Canadian Plant of the Greenfield Tap and Die Corporation

Dealers Everywhere Speak Well of ROYAL OAK Tires

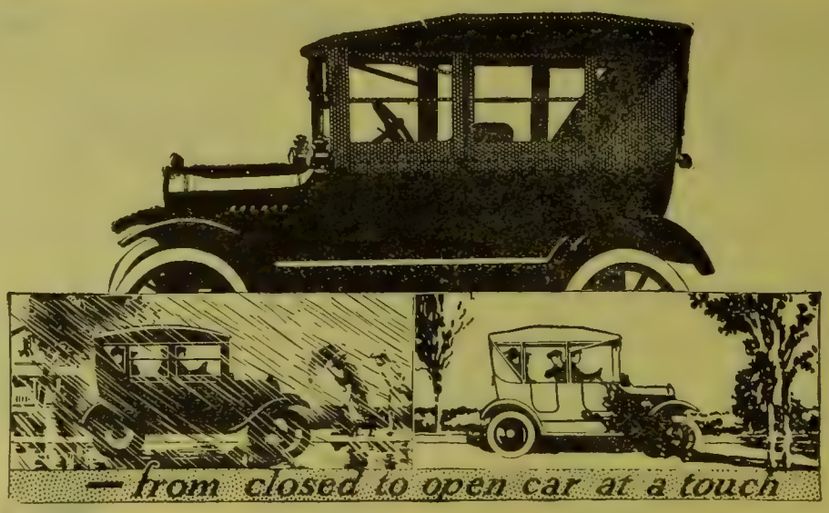


BEFORE you place your order for Spring delivery would it not be well to ask us first for a demonstration of the quality that makes Royal Oak Tires the cheapest cost-per-mile? Aside entirely from the question of money profit, there's a double advantage for you in handling Royal Oak Tires — that which you derive from the good-will of your customers, and the comfort you experience in comparative freedom from complaints. To these may be added our promptitude and accuracy in filling orders. Inducements enough surely to warrant your investigating carefully what we have to offer.

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USTUS *Limousette* FOR FORDS

For Big and Profitable Business

At last—an honest-to-goodness all-season attachment for Ford Cars. The "Ustus Limousette" gives every Ford Touring Car or Roadster a closed car appearance and protection when needed. It is invaluable in Winter, Spring, and late Fall, but it is not necessary to remove any part to enjoy open car freedom during the warm weather.

After the initial attachment the Ustus Limousette becomes a permanent part of a Ford Car. Adjustments to suit weather conditions, for ventilation, entrance or exit, are accomplished by the raising or lowering of the side piece on special spring rollers. These rolling side members can be operated conveniently and easily from outside or inside the car. The action of these rollers is identically the same as the way in which the window shades in your own home are raised. When in the raised position they are entirely concealed from view by the overhanging position of the Ford Top. But they are at all times ready for instant use.

Not only does the Limousette give open car freedom when weather conditions are suitable, but it gives practically the identical appearance of an open car. Even the parts that are necessarily in full view when open car freedom is desired, add to the appearance of any Ford.

If for any reason it is desired to detach the Limousette it can be readily removed, folded, and placed under the seat. It folds into a bundle only 31½ inches overall. It weighs but 40 lbs.

Here are ten of the most interesting and important features of the Ustus Limousette:

1. It improves the looks of the car.
2. It is light in weight.
3. Gives clear vision front and sides.
4. Permits easy and quick entrance and exit
5. Gives closed car comfort in bad weather.
6. Instantly convertible into an open car.
7. Eliminates inconveniences of awkward side curtains in summer.
8. It wears well.
9. No rattling or vibration.
10. No alteration of standard Ford equipment required.

Every Ford Touring and Roadster in Canada is a live prospect for an Ustus Limousette.

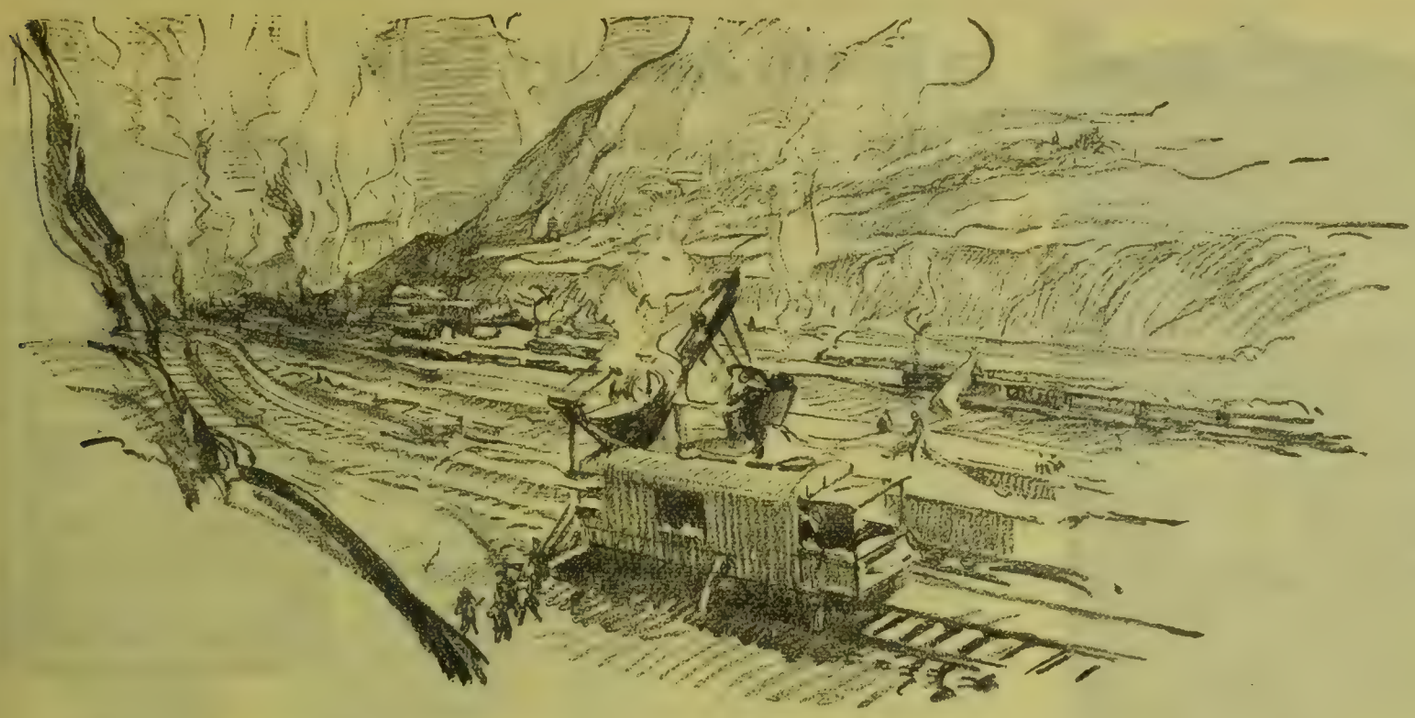
The practicability and convenience of the Limousette, plus our advertising efforts, practically assures an immediate wide-spread demand for this new addition on Ford Cars. We have a real, live selling proposition to offer you. Write or wire for our proposition.

Every dealer with half an eye can see the selling possibilities in this line.

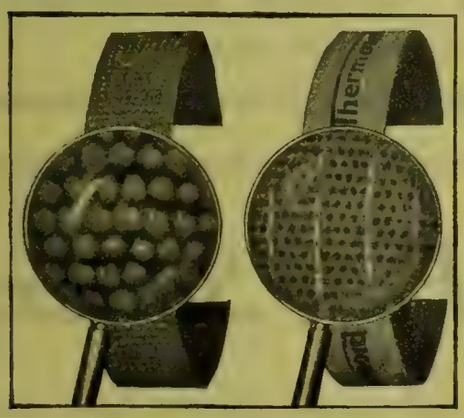
Northern Electric Company

LIMITED

Montreal	**Toronto**	**Winnipeg**	**Calgary**
Halifax	**London**	**Regina**	**Edmonton**
Ottawa			**Vancouver**



It makes good on the big jobs



Ordinary Woven Lining

Notice the loosely woven texture.
Wears down quickly and unevenly.
Loses its gripping power as it wears.

Thermoid Hydraulic Compressed Brake Lining

Notice the compact texture.
Wears down slowly.
Gives uniform gripping surface until worn wafer thin.

PERHAPS the best tribute to Thermoid Brake Lining is its selection by leading engineers for use on industrial machinery doing the big jobs.

It is the brake lining of responsibility which always makes good.

The machinery that so successfully accomplished the digging of the Panama Canal was equipped with Thermoid Brake Lining.

The machinery that built the great Woolworth Building and the New York subway was equipped with Thermoid Brake Blocks and Brake Lining.

The 100% brake lining

Thermoid is made according to definitely proved scientific prineiples. It gives utmost length of wear, resists moisture and has the proper co-efficient of friction. Thermoid has proved the most effective brake lining made in the laboratory as well as by actual use on machinery where it has been subjected to unlimited wear and tear under every conceivable condition.

Why engineers select Thermoid

There are three reasons why Thermoid is always the choice of engineers who "know":

1—Over *40% more material* and 60% more labor are used in Thermoid than in any woven brake lining. This gives longer wear. 2—Thermoid Brake Lining is *Grapnalized,* an exclusive process which resists moistures, oil and gasoline. 3—Thermoid is *hydraulic compressed.* It wears down slowly and evenly and can be used until it is cardboard thin.

Every foot of Thermoid is protected by our guarantee:

Thermoid will make good---or WE WILL.

Thermoid Rubber Company

Factory and Main Offices: Trenton, N.J.

New York, Chicago, San Francisco, Detroit, Los Angeles, Philadelphia, Pittsburg, Boston, London, Paris, Turin

Canadian Distributors:

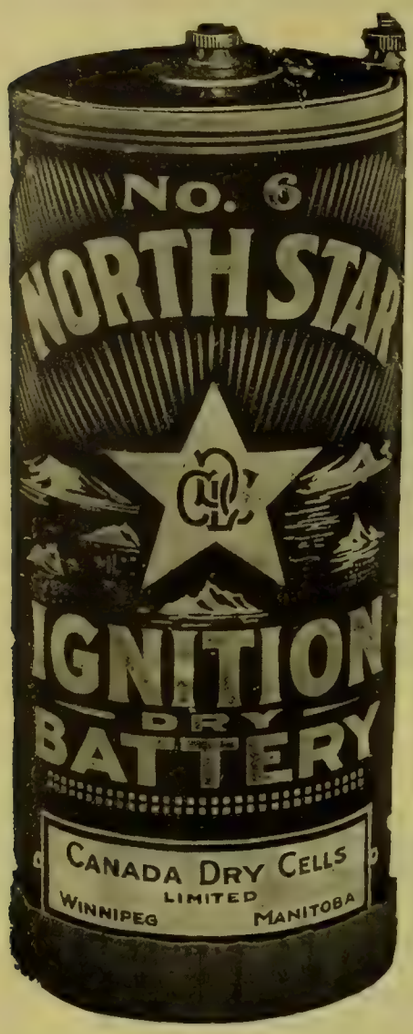
The Canadian Fairbanks-Morse Campany, Limited, Montreal

Branches in all principal Canadian cities

Thermoid Brake Lining

Hydraulic Compressed

Makers of "Thermoid-Hardy Universal Joints" and "Thermoid Crolide Compound Tires"



In North Star Dry Cells Your Customer Gets What He Pays For: ---Service!



The element required in an ignition battery is length of life—service—it must do the work required or it must be cast aside to be replaced by a satisfactory—an **efficient** battery.

In North Star Dry Cells your customer gets a thoroughly efficient battery in every sense of the word.

He will always come back to you, because in selling North Stars, your customer always gets what he pays for—**service.**

The Western Battery for Western Need.

Order through your Jobber.

Canada Dry Cells Limited

WINNIPEG, MANITOBA

Here Are the Fast Fall Sellers

Check this list of Fall Autoist requirements.

RUGS.
CHAINS.
GAUNTLETS.
BUMPERS.
HEATERS.
ELECTRIC BULBS, ETC.

Our Stock is full and a complete line and assortment await your orders.

"24 Hour Service" means you don't lose any sales.

Look over your stock now and send us the order.

The first train out will bring the goods.

WALKER-VALLANCE LIMITED

HAMILTON - - - ONTARIO

We know and you know



affords an excellent argument why you should sell these world-renowned plugs.

You should sell them because they are guaranteed (without reservation or time limit) to give the fullest measure of satisfaction, remembering that satisfied customers are an asset.

To refer your customers to the Sphinx guarantee is to clinch the sale every time.

Write me, and I will quote you the trade prices which ensure abundant profit on every deal.

Sole Agent for the Dominion

WM. T. EVANS

1684 St. Urbain St. Montreal

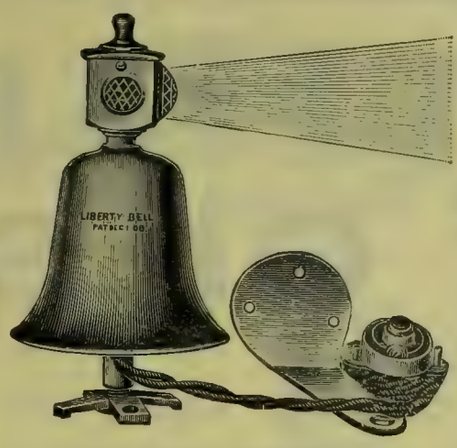
Manufacturers:

SPHINX MFG. COMPANY

BIRMINGHAM, ENGLAND

'SPHINX'

England's most Durable Plug



The Signal of Distinction

An ornament and a double signal. Made in styles and sizes to suit all makes of cars.

WARNS

BUT DOES NOT OFFEND

This improved signal says "car coming," but not as a harsh command to "Get out of my way." It calls attention rather than gives an order. It does not startle.

"LIBERTY BELL"

DEFINITE AND DISTINCTIVE

The clear bell tone carries through all the sounds of traffic. Its warning is positive and in addition a red light is flashed from a semaphore lens located just above the bell.

GETS THE RIGHT OF WAY

This signal, combining both sound and sight warning, is amply protected by patents. We will vigorously prosecute makers of infringing devices and dealers who handle them.

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We have an attractive proposition for you. Write for prices.

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Successors to Continental Oil Company LIMITED



William Penn MOTOR OIL

made of Pennsylvania stocks—

Extra Heavy, Heavy,

Medium, Light,

Cold Test. 3

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These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

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Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use).

Automobile Oil and Transmission Greases.



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This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

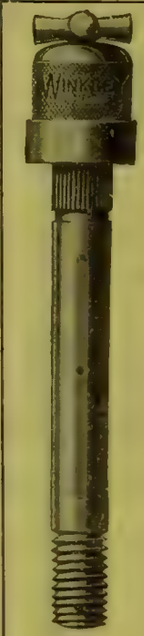
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Makers of the celebrated CLASCO Lamps for Motor Cars

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Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
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"Ratchet"




"D"




"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR





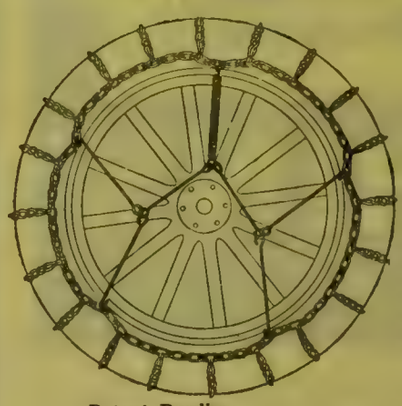
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CHEVROLET LOCK

We are displaying this handsome, efficient vest-pocket size Chevrolet lock on a neat card, which if displayed on your counter, or in your window, will prove to be a money-making sales-getter.

Order from your jobber or write direct.

Homer & Wilson
Lancaster Street
HAMILTON



Keep your chains from running too loose with

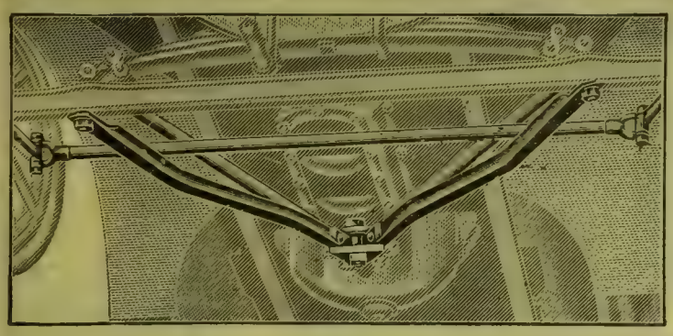
Merchant's Anti-Skid Chain Tightener

$1.00 PER PAIR

Catching the chain at five points gives even tension all around. You can not lose chains and yet the chains are allowed to creep around wheels. Simple, light, neat, compact, durable — easily carried and easily applied. Can be used on any tire. If your dealer can't supply you, write us direct.

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SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

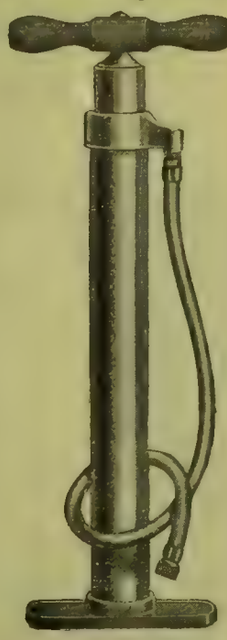
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Insist on Getting A Tallman Two Cylinder Double Action Pump



Easy on Your Back

Saves Your Tires

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MONTREAL - - CANADA

Eastern Canada Representatives for--

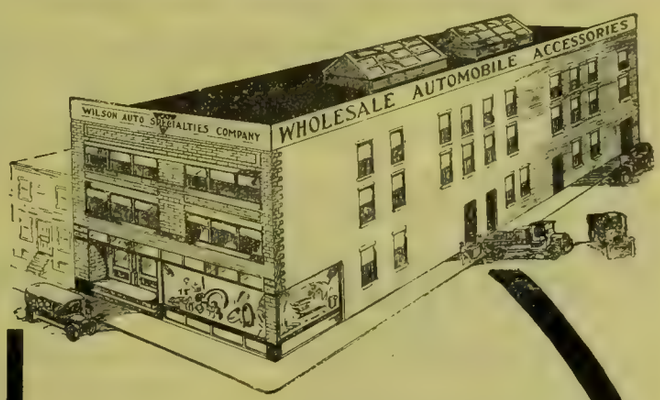
"Diamond Tires"

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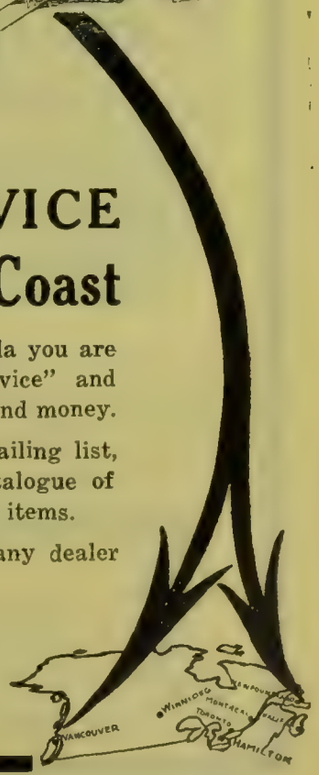
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If you are not already on our mailing list, send to-day for our big new catalogue of auto supplies, listing over 1,300 items.

We will gladly send a copy to any dealer on request.

WILSON AUTO SPECIALTIES CO.

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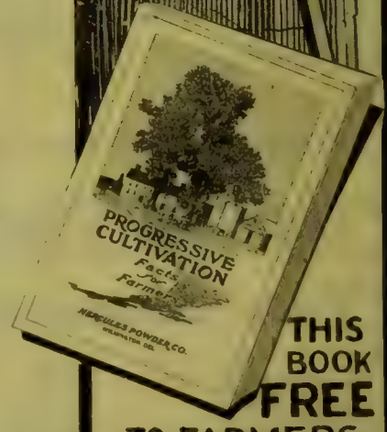
Sell Hercules Dynamite

The American farmer is the most progressive farmer in the world. He knows the value of using dynamite *and he will buy it if you give him a chance.*

Nail the Hercules Farm Dynamite sign to your door post! Increase your profits and the prosperity of your customers by selling

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Sign the coupon printed below —mail it to us today and we will send you detailed information regarding the handling and storing of explosives. Our 68-page illustrated book will be mailed on request to you or to any farmer in your neighborhood and we will send you free literature to distribute among your customers. Our Agricultural Department will gladly cooperate with you for better business and bigger profits.



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Hercules Powder Company,
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Gentlemen: Please send us information regarding the sale of dynamite to farmers and oblige. Yours very truly,

Name _____

Address _____





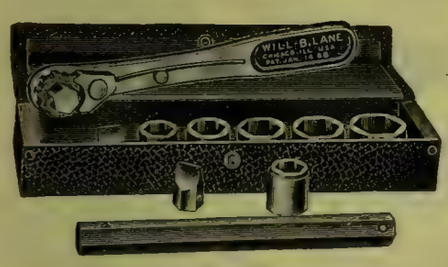
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Now that the great Colt factories are practically manufacturing on a peace-time basis, dealers are satisfying their customers by supplying them with the best—COLT'S.

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LANE'S HANDY AUTO RATCHET TOOLS



FORD SET

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 1 Extension Bar, 6 inches in length; 6 Sockets to fit all nuts and bolt heads on Ford cars, including the cylinder head. Put up in strong leatherette case. Weight, 22 ounces.



STANDARD SET

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 7 Sockets to fit all size nuts in U.S. Standard from ¼ inch bolt to ½ inch bolt; S.A.E. Standard from 5-16 inch bolt to 11-16 inch bolt. Cap screws from 5-16 inch bolt to ⅝ inch bolt. Put up in strong leatherette case. Weight, 18 ounces.

The **"Standard"** and **"Ford"** Sets of the Lane **"Unique"** Ratchet Wrench and the Lane **"Super-Unique" Ratchet** Wrench Set, together with the Lane **"Unique"** Off-Set Ratchet Screw Driver, present unusual selling opportunities for the dealer.

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

Their ability to perform tasks, where other wrenches fail, make them easy to sell.

Your jobber has them.

Manufactured by

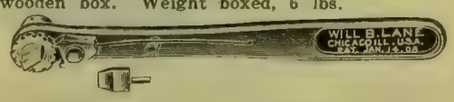
WILL B. LANE

180 N. Dearborn St.
CHICAGO, ILL.



SUPER-UNIQUE SET

Contains—1 Drop Forged Handle, 9 inches in length; 1 Extension Bar, 8 inches in length with thimble attached; 15 Hexagon Sockets to fit all size nuts within 7-16 to 1¼ inches **broached opening.** The sockets fit all S.A.E. standards from ¼ to ⅞ inches. U.S. standards from 3-16 to ¾ inches (bolt). Cap screw sizes from ¼ to 1 inch. Put up in strong wooden box. Weight boxed, 6 lbs.



OFF-SET RATCHET SCREW DRIVER

Consists of—1 Six-inch Drop Forged Handle, polished and case-hardened; 2 Size accurately milled Screw Driver Bits made from the highest grade screw driver steel and oil tempered. Bits are interchangeable and can be removed and replaced in one second. This article is fully warranted. Weight, in paper box, five ounces.

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

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44-50 Wellington St. East, TORONTO
Factory at Guelph, Ont.

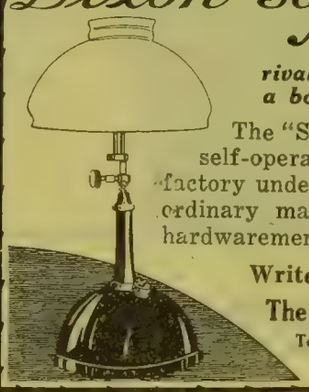
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Guaranteed Solders

Also Pig Lead, Banca Tin, etc.

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THEY BUY IT AS SOON AS SEEN

Easy working; leaves a clean, straight edge. Durable, profitable, rightly priced. Most jobbers will supply you.

Imperial Bit and Snap Co., Racine, Wis.

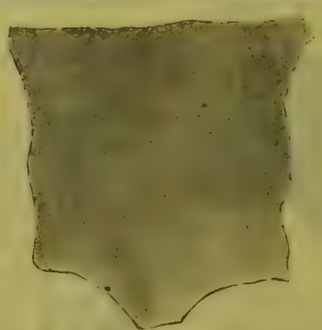
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Importers *Jobbers* *Manufacturers' Agents*

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Consignments Solicited
Open to negotiate for new lines for Western Canada

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BEST BY EVERY TEST

None Genuine without the Northland Trademark



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STEEL TUBING—

Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes ⅜″ to 2″, 14 to 20 Gauge.

Galvanized Wire and Woven Wire Fencing.
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BADGES

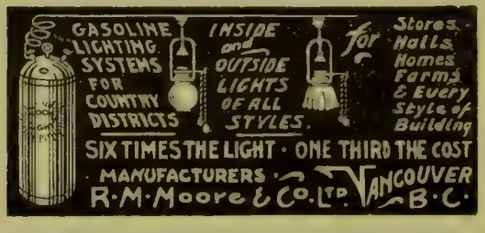
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STITCHED CANVAS BELTS
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FOR ALL PURPOSES
—IN GOLD OR COLORS—
SUITABLE FOR ANY SMOOTH SURFACE
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BEAR BRAND LAMP BLACKS

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Agents: F. W. LAMPLOUGH & CO.
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Automobile, Trolley, Railway and Heavy Coil Springs.

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Lumbermen's, Sportsmen's, Hunters' and Campers' Complete Outfits. Clothing, Footwear, Supplies and Accessories.

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PETERBOROUGH CANOES

We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans

The Peterborough Canoe Co., Limited
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are made in many styles and to fit all kinds of Shelving.

Write to J. H. Ashdown Hardware Co. Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 13th Street
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K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.



Brushes, gum, paste, glue, paint and varnish. From 2 cents to 12 cent lines.

Razor hones, "Comfort," etc. (12 cents and 24 cent goods), non-competitive.

Small hardware (various) and chemical smallwares.

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W. T. Evans, Can. Manager

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ESTABLISHED HARDWARE BUSINESS IN a fast growing and manufacturing district in Toronto; stock and fixtures about twelve to thirteen thousand; well located; only cash buyers considered. Box 385, Hardware and Metal.

HARDWARE BUSINESS FOR SALE IN GOOD residential section Toronto; good clean stock runs about ten thousand; will also sell store. This business will pay good man from four to five thousand yearly. Practically all cash business. Box 452, Hardware and Metal.

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AGENCIES WANTED

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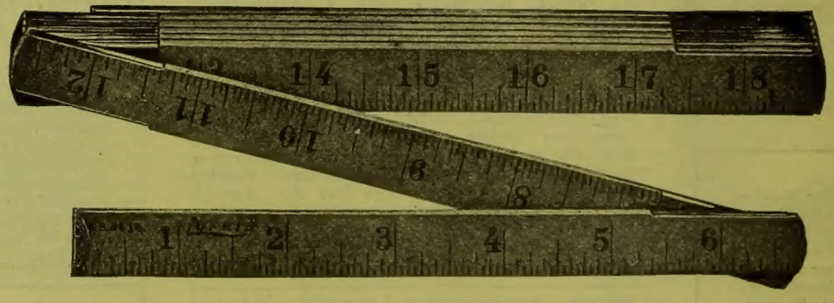
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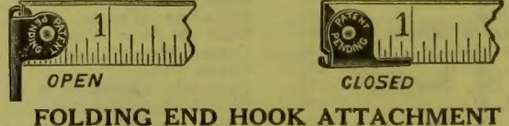
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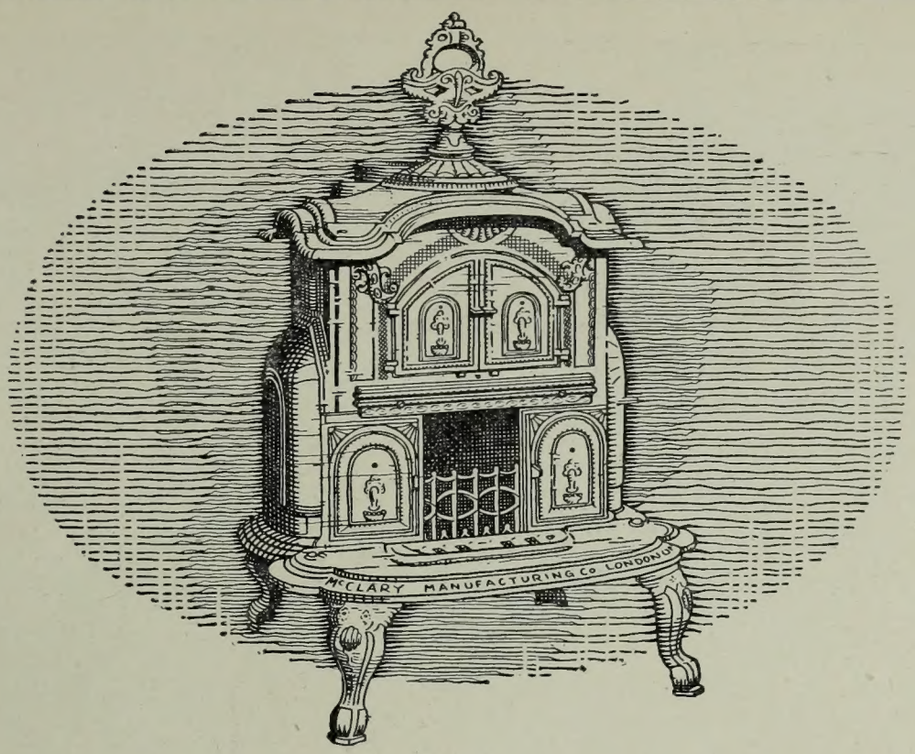
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